

"DECIMA" Ltd.

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Management: Director -Shklayev A. A.;

Deputy Director, General Manager- Paramonov V. P.

Employees: 45 persons

Previous financing: \$ 1 100 000

Current financing: \$ 870 000 development and other contracts; \$230 000 reinvested profits

Requested investment: \$ 2 000 000

Use of the requested investment: : Purchase of the process equipment for making production line for the aim of assembling and testing aforementioned systems. Purchase of the equipment for making full- purpose test bench of develop and testing. Reconstruction of the hard- and software, engineering maintenance.

Company Description:

"Decima" was established in 1993 by graduating students of MIET and MIPT. The presence of the highly skilled specialists and cooperation with leading manufacturing company allow to realize the innovation projects in the field of developing high- end electronic system for the aims of acquisition and treatment digital information, voice communication system, video controlling, combined satellite navigation system. The strategy goals of the company is the promoting advanced technology products that take priority of low cost, improved manufacturability, productivity and reliability.

Field and Directions of Activity:

"Decima" works in the field of developing and manufacturing custom dedicated digital equipment for acquisition, processing, transmission, archiving and imaging various types of information.

Products/Services/Technologies:

- Voice communication system for Air Traffic Controller
- Systems serve for compressing, transmitting and long-term synchronous recording of audio/ video/ digital information
- Combined satellite navigation system
- Acquisition and processing telemetry data
- Key technologies:
 - Microelectronics technologies FPGA, CPLD
 - Computing networks technology ATM
 - Digital signal processors
 - Media processors
 - Surface mounting
 - Microwave technologies of receiving and processing

Management Team:

Management and key personnel:

Director Shklayev Alexey Anatolevich. In 1989 graduated from Moscow Institute of Electronic Technique (MIET). From 1989 to 1993 - head of computing system laboratory in SRC " Scientific Center". From 1993 to the present time- director of the company "Decima".

Deputy Director, General Manager- Paramonov Vitaliy Pavlovich. In 1990 graduated from Moscow Institute of Physics and Technology (MIPT). From 1990 to 1995 senior staff scientist in

SRC "ElectroDynamic Problems" OIVT Russian Academy Science. From 1995 to 1998 technical director of "SPAS- Air Traffic Control". From 1998 up to the present time- general manager of the company "Decima".

Chief financial officer- Rozyev Murad Garlyevich. In 1989 graduated from MIPT. From 1989 to 1993 principal engineer of microprocessors software laboratory, SRC " Scientific Center". 1993-1995 chief accountant of the company. From 1995 up to the present time Chief financial officer of the company.

Technical Director- Platonov Konstantin Sergeevich. In 1986 graduated from MIET. From 1989 - 1993 head of microprocessors software laboratory, SRC " Scientific Center". From 1993 up to the present time technical director of the company.

Markets/Competition:

Segments of the market/primaries competitors:

- Executive controlling and acquisition telemetry data in power branch/Siemens, ABB, "Interfeis", "Kompas", "Sistel". Volume of the market makes up 10 000 000, 00 USD. "Decima" occupies 5% of the volume.
- Equipment for Air Traffic Control systems. Voice communication system. The volume of the Russian market makes up about 20 000 000, 00 USD. "Decima" provides 0,2% of the market.
- Digital video equipment for security systems, processing and transmitting video over low line capacity channel/Pelco-D, Coaxitron, ASL, Kalatel. The volume of the market makes up about 30 000 000, 00 USD. "Decima" provides 0.2% of the market.
- Combined satellite navigation system and communication/Trimble Navigation, HanyWell, Sony, Canadian Marcony. The volume of the market makes up about 20 000 000, 00 USD. "Decima" provides 0.1% of the market.

Achievements:

- In 1999 synchronous archiving system with capacity of 512 audio and 20 SS radar channels was installed in Moscow Center of Air Traffic Control.
- "Ros- Standard" issued to "Decima" certificate on the System of universal time
- "Decima" developed and since 1999 have been manufacturing VideoModem "Apple of eye" ("OKO") that comes over all being on the market systems all around the world.

Outlook:

- Expansion of the nomenclature of the produced products line and further developing Voice Communication System
- Developing comprehensive security system " Shield"
- Expansion of the nomenclature of combined satellite navigation system and promoting it on the market.
- Expansion of the nomenclature of video compression/ transmitting systems and their promotion.
- Expansion of the nomenclature of products delivered on the foreign markets.