

"SAUNO" Ltd.

Address: 19, Saykina street, Moscow, 109193, Russia

Coordinates: Ph.: (495) 279-76-06 Fax: (495) 279-76-06

E-mail: sauno@orc.ru, root@orc.ru

INTERNET: www.sauno.ru

Management: M. Magomedov - Director General,

A. Gromov - Director Science

P. Magomedov - Chief accountant,

T. Kouzmina - Senior manager

Employees: full time -7, part time - 15 persons

Previous financing: \$25 000

Current financing: \$40 000

Requested investment: \$350 000

Use of the requested investment:

- Development of completely automatic universal equipment for the fixing of monochrome and colour expressing inside not only flat, but curvilinear surfaces of hard material, performing a bas-relief and etc; undertaking all necessary researches in this area.
- Algorithm Development and corresponding software for control system of development equipment
- Marketing study and work on outside of a new equipment on the both Russian and Western markets.

Company Description:

SAUNO Ltd. began its work in 1994 from ways and method of the development of complex technological equipment control. Development and their realisation in the manner of multiprocessor control systems, working in the parallel mode, were completed in 1996. Result of the work is protected by patent USA № 5,517,099 on way and method of technological equipment control.

1997- researches in the field of fixings of monochrome expressing on hard surfaces and active work on automations of striking technology of embossing.

1998- mastered issue of engraving tools (non-automate)- "Grafik 2K", "Grafik 2KM", using striking technology - single technology of fixing of halftones on surface of hard material, which before that time nowhere in world had not been automated even partly.

1999- for the first time in histories an engraving technology (technicians) was created unique engraving tool-automate for fixing of monochrome expressing, both on flat, and curvilinear surfaces, completely exclusive manual labour. There has been license - registration number GP 17/A06 on equipment from 19.03.1999 and certificate of correspondence (№3250911).

Equipment was exposed on multiple Russia and foreign exhibitions and has an ensemble of diplomas and awards. Tool will successfully be sold. Besides, by results of present job material on 4 patents of Russian Federations are in process of preparation.

Field and Directions of Activity:

1. Development of Multiprocessor control system for technological equipment.
 2. Development, production in series and sale automated engraving equipment.
 3. Development of Multiprocessor control system for vehicle moving and braking.
- oducts/Services/Technologie.

- Unique engraving equipment for fixing of expressing on surfaces of hard material - tool-automate "Grafik 3K";
- Development and research for ABS/ASR-system for vehicle moving and braking control;

- Algorithms of technological object control and multiprocessor systems to their realisation;
- Researches in the field of technologies of fixing of colour expressing inside of hard surfaces of hard material.

Management Team:

- Director General and co-owner of enterprise (60%) - M. Magomedov, higher technical education, Ph.D., doctorate of Mechanical-mathematical engineer Department of Moscow State University named after M.Lomonosov, senior researcher of Department "Automatic Control Systems" of Moscow State Technical University named after N.Bauman, time of experience as director - 10 years, time of experience as businessmen is more than 8 years.
- Director Science and co-owner of enterprise (15%), leading specialist on software development - A. Gromov, higher technical education (Moscow State Technical University named after N.Bauman), time of experience - 7 years.
- Senior Manager and co-owner of enterprise (10%) - T. Kouzmina, higher technical education (Moscow State Technical University named after N.Bauman), time of experience - 7 years.
- Chief accountant and co-owner of enterprise (15%) - P Magomedov, higher technical education (Moscow State Technical University named after N.Bauman) and higher legal education (Moscow State University named after M.Lomonosov), time of experience - 10 years.

Markets/Competition:

Engraving machine can be used in the following fields:

- Stone industry - quick and solely exact fixing of artistic expressing on surface of stone.
- Glass industry - artistic processing a dishes (vases, products from crystal, porcelain), production unique present and souvenir products;
- Advertisement and design - new direction in making the carriers advertising information and design subjects;
- Ritual business - work production increasing without prejudice to health of engravers;
- Construction, Wood and furniture industry - decorating and registration works and etc.

For a present day, there are not companies which produce engraving equipment with completely automated striking technology of embossing, except SAUNO Ltd., so tool "Grafik 3K" has no full analogues. In Russia exists a company "Bagus-Universal", which produces tools of similar type, but these tools are half-automatic, possess vastly smaller possibilities in contrast with "Grafik 3K" and cost (stand) vastly cherish. That's why the Russian sales market an engraving technology (technicians) of similar class on 90% belongs to SAUNO Ltd. West tools use milling or sand-jet technology, not intended for the fixing of halftones and they are cherish in 2.5-3 times. At given time SAUNO Ltd. looking for ways of output on the Western market to occupy their worthy place.

Achievements:

Development of unique engraving tool-automatic with 3 axis control system and microprocessor watching head for fixing of monochrome expressing not only on smooth, but on curvilinear hard surfaces.

Outlook:

- Expansion of functional spectrum existing engraving equipment: interchangeable head-adjutages for performing engraving and milling works, fixings of monochrome and colour expressing on smooth and curvilinear surfaces that will greatly raise volumes of sales equipment.
- Expansion of sales market, in particular foreign, where tools will find much more buyers, than in Russia, inasmuch as scopes of advertisements, design and painter activity on the West are developed much better and purchasing power of foreign customers much above, than in Russia.

