

## "Autograph" Ltd

Yoshkar -Ola

Owners:	Two citizens of Russian Federation
Staff:	20 permanent employees, 8 temporary employees
Previous financing:	\$ 210,000
Current financing:	\$ 16,000
Volume of investment required:	\$ 160,000
Intended use of the investments required:	Development of serial production, additional marketing research, development of new varieties of devices

### Company profile

The company was established in April 1999. The team is comprised of young energetic employees with good professional potential. Management provides a clear technical policy, a program for constant professional training of employees, and selection of necessary workers. The main principles of work are in-depth market research and high technological level of developments.

### Area and directions of activity

Development and production of portable hardware/software complexes based on Personal Digital Assistant s (PDA) for control and diagnosis of technological machinery.

### Products/Services/Technologies

Hardware/software complexes are developed on a modern elemental base with use of newest methods of project management (Rational Unified Process) and software. The central elements ("kernel") of all complexes are serially produced Personal Digital Assistant, to which our measuring systems are attached. Our measuring systems analyze signals, emitted by various sensors. Such an architecture of devices (one mainframe and plug-in modules for working with different sensors) allows to use several measuring devices for measuring various physical quantities with only one Personal Digital Assistant. This architecture cuts the costs of diagnostics greatly and quickens development of new devices. Currently a family of new devices for technical diagnostics of devices, based on vibrational and electric qualities, has been developed based on Personal Digital Assistant. The main advantage of our devices lays in Software for analysis of physical processes, employing mathematical apparatus of pattern recognition. The software allows to realize various methods of information processing, to include expert systems directly into the device, to simplify work of the personnel. Moreover, the devices are light-weight and multifunctional. The company has a positive decision on issuing a certificate for the useful model of 21 March 2002.

### Achievements

Creation of the unified software for Personal Digital Assistants, which allows to analyze the data on the spot where the works are done. Use of mathematical apparatus of recognition of patterns for analysis of technical condition of machinery. For the first time in Russia, a miniature measuring-managing system, which transforms a Personal Digital Assistant into measuring and diagnostic device, was created. The group of professionals, capable to solve coplex problems from the stage of an idea to the stage of serial production, was created.

### Prospects of Development

Sales of diagnostic devices of revolving and backward motion type, mainly at the oil production and power plant companies. Sales of the "kernel" system including Personal Digital Assistant and measuring-managing system to other producers of diagnostic devices for further development of various diagnostic devices, based on the "kernel" unit. Carrying out an active advertisement campaign and market research for development of new devices. It is planned to develop diagnostic devices based on use of magnetic qualities of metals.

Sales volume (over the last 12 months): \$ 270,000

year	Without investments requested	With the investments requested
------	-------------------------------	--------------------------------

2002	\$ 50,000	\$ 350,000
2003	\$ 480,000	\$ 600,000
2004	\$ 700,000	\$ 1,000,000
2005	\$ 1,100,000	\$ 1,500,000