"Decima" Ltd.

Zelenograd, Moscow

Owners:	3 persons - 33%, 34%, 33%
Staff:	40 - permanent employees, 20 - temporary employees
Previous financing:	$ 2,000,000 - owned, no obtained
Current financing:	$ 500,000 - owned, no obtained
Volume of investment required:	$ 500,000
Intended use of the investments required:	Equipment purchase for production and distribution expansion. Production equipment - 75%, marketing - 25%

Company profile

The company was established in 1993 by graduates of the Moscow Institute of Physics and Techniques (MIPT) and of the Moscow Institute of Electronic Technology (MIET). Its personnel of high qualified specialists and a steady partnership with such organisations like Central Dispatching Control of RAO EES, Institute of Physicotechnical and Radio Engineering Measurements of the State Metrological Institute of Hydroacoustic Measurements (VNIIFTRI GMCGI), Institute "Precision Instrument-making" etc., has allowed realising innovation projects in the field of development and production of high-technology equipment for collection, transfer, processing and analysis of the widest range of digital and analogue information.

The company's strategy is development and production new electronic equipment of special purpose, pushing out of the market analogue foreign products by mean of cost reduction with extension of functional abilities and reliability.

Field and direction of activity: development and production of high-technology equipment for collection, transfer, processing and analysis of the widest range of digital and analogue information: Air traffic control centre (ATCC), equipment and for energy objects, digital systems for monitoring and video/audio information recording.

Area and directions of activity

Development and production of high-technology equipment for collection, transfer, processing and analysis of the widest range of digital and analogue information: Air traffic control centre (ATCC), equipment and for energy objects, digital systems for monitoring and video/audio information recording.

Products/Services/Technologies

- Air traffic control centre equipment:
  - controllers of coupling with radar equipment provide flexibility of ATCC system architecture due to possibility to mate with all types of radar equipment;
  - voice communication system "Камертон" ("Kamerton") allows accomplishing a voice communication of ATCC administrative and technical personnel by using standard computer networks;
  - system of ATCC process documentation "T911" allows reproducing a whole picture of ATCC operator actions and data of computer networks;
  - control panel of supervisory control means for working place organisation of ATCC specialists.
- Equipment for supervisory control of energy objects:
  - specialised channel adapter "СКА"("SKA") means for coupling of information complex with channels of communication, receive, transfer, decoding, information encoding from telemechanics equipment of any type;
  - automatic commutator "АК-А" allows creating information complex with hot bank;
  - complex of telemechanic information processing allows receiving and processing of initial information from telemechanic equipment and other systems through protocols of any type;
  - crossed panels "КРП" ("KRP") allow galvanic releasing communication lines from information complex equipment;

    - information representation complex on control switchboard "Блик" - by its using mnemonic circuit of supervisory centres can be created which work in terms of high light.
- Digital systems for monitoring and recording of video and audio information:
    - videomodem "OKO" - a remote video observation through different communication channels in real time;
    - professional video observation system "Мульти глаз" ("Multi glas") - multichannel digital system with possibility of simultaneous video and audio recording, hardware archiving and play back.
- Global time synchronization system:
    - master clock station IVCH1 has automatic fixation to time signals and supposes to measure and correct of current time values in computer networks;
    - digital radio receiver means for time signal receiving on radio.
- Product distribution of the German company "WAGO" - the world leader in production of reliable, vibration-proof and explosion-proof spring terminal blocks.

Achievements

1. Simultaneous environment documentation system on 512 voice and 20 radar channels and system of digital supervisory communication was installed in the Moscow Centre of air traffic control.
2. The Russian Standard (Rosstandard) Certificate was obtained for universal time system providing.
3. The Certificates of the Intergovernmental Air Committee (IAK) were obtained for air traffic control centre equipment.
4. The Certificate of the Inspection and Certification Institute of military arms and defence technology "On effective functioning quality system available in the company".
5. Videomodem "OKO" for remote video observation was developed. It is serially produced and has no complete analogues.

Prospects of Development

- Purchase of production equipment will allow introducing new production and technological processes that will increase sales volume of digital supervisory communication systems.
- Introducing of new technological processes and monitoring of consumer interest in digital systems of video observation will allow expanding the product range and its market.
- Arrangement of distribution network will provide the company an entry to CIS market and increase sales volume for approximately 100-150% in 3-4 years.

Sales volume (over the last 12 months): $ 1,000,000

year	Without investments requested	With the investments requested
2002	$ 1,300,000	$ 1,300,000
2003	$ 1,600,000	$ 2,300,000
2004	$ 2,000,000	$ 3,200,000
2005	$ 2,400,000	$ 4,600,000