

INTERM Ltd.

Volume of investments required: \$ 500 thousand

Use of funds

R&D - 35%

Acquisition of fixed assets - 25%

Marketing - 15%

Acquisition of current assets - 10%

Preparation of manufacture - 10%

Other (patenting, service organization) - 15%

Company profile

1. Date of establishment – June 2005.
2. Size and source of investment to date – \$ 25 000. – The Foundation for Assistance to Small Innovative Enterprises, the "Start-05" program.
3. Production – equipment for induction heating of metals with high-frequency transistor power supplies TGI.
4. Target market – engineering industry, line fault services of power stations, railway, pipelines, aviation and fleet.
5. Sales 2004 – none.
6. Description and value of assets – \$ 30 000. – The computer, transistor power supplies TGI 40/100-3 (2).
7. Goodwill and intellectual property rights – license for the right of use the patent for the invention №2251823 "Flexible inductor for heating cylindrical bodies".
8. Signs of public recognition – diplomas of the winners of competition of the grants St.-Petersburg for the young scientists (5), for the post-graduate students (3), medal "For fidelity to a science" of the St.-Petersburg assemblies of the young scientists and specialists (1), diplomas LENEXPO (2), certificate of honour of The Foundation for Assistance to Small Innovative Enterprises.

Owners

Individual	100%
Share of government property	0%

Products characteristics

Current production: the power supply TGI 40/100 and portable complexes IGP-1 for hot faying and dismantle of turbogenerators bandages and other large-sized details of weight up to 5 tons.

Production under development:

modular universal transistor power supplies TGI with capacity from 100 up to 400 kw in a range of frequencies 10–250 kilohertz;

complete technological equipment for induction heating of metals;

development of technological processes on the basis of computer simulation;

heat treatment of batch workpieces and unique details;

training of the attendants.

The advantages of production – small weight and sizes, high efficiency (96%), universality and high level of sources automation, programming and documenting of technological process on PC, real price, operative maintenance. Production of firm is import-substituting; it will replace an industrial equipment for induction heating with tiristor and lamp generators.

Markets & Competition

Power supplies and complete technological equipment for induction heating	INTERM	ЗАО ЗВУ	ФГУП ВНИИТВЧ	Eldec
Geographical Region – North-West of Russia. Market size \$ 3 million				
2004	Company market share, \$ ths / %	-	600 / 30%	1 200 / 40% 450 / 15%
Geographical Region – Russia, Byelorussia, Kazakhstan. Market size \$ 10 million				

2009	Company market share, \$ ths / %	1 500 / 15%	1 000 / 10%	4 000 / 40%	2 000 / 20%
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Marketing & Sales

Strategy of market entry is average price at high quality of production, orientation to large sales volume.

The information about the equipment is supposed to be placed on a site of firm, in thematic advertising magazines (for example, magazine "Электро"), to dispatch on the plants of Russia (for example, public corporation "Power machines", plant "Kirovski", MOSENERGO and others electric power system, public corporation "Almaz", public corporation "Severnaya verf" etc.), and also Byelorussia and Kazakhstan through the Internet, fax and mail; the participation in exhibitions "Metallurgy", "Electrotechnology", "Welding" etc. in St.-Petersburg and Moscow is planned.

It is planned to deliver sources TGI for equipment for longitudinal welding of pipes and manufacture of heat-resistant materials which are let out VNIITVCH (there is an arrangement about strategic partnership).

Prospects of development

The strategic purpose is to occupy a key position in Russia in manufacture of power supplies and equipment for induction heating for various technologies, number of the employees up to 25 men.