

**Electronic products have made the world a better place.**



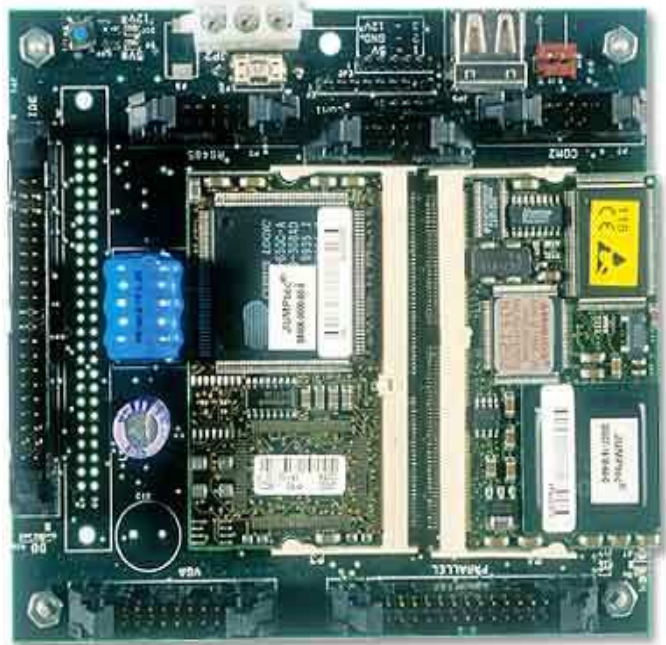
# Ideas, Invention, Income.

People rely on electronics to stay in touch with loved ones, to diagnose illnesses, and to free themselves from repetitive tasks. Those same people reward companies who employ electronics effectively with market share, higher margins, and loyalty.

## Brown Computer

Company develops electronic products for companies all over the world. Our customers rely on us to maintain knowledge on the state of the art in electronic hardware and computer software so they can deliver products that are effective, economical, and in the market on time.

Your company may be able to take advantage of the world's low cost electronics to better serve your customers and accelerate your revenue.



Sometimes you just can't ship a PC with every order. We designed a custom computer to control the environment in the cargo bay of the Space Shuttle.

Business Requirements

Product Requirements

Concept Genera

## Product Development Services

- requirements capture
- cost modeling
- technology partitioning
- architecture
- system design
- modeling and simulation
- prototypes
- agency approval processes
- documentation and patent preparation
- verification and validation

## Industries

- military
- telecommunications
- automation
- consumer electronics
- medical

## Staff Expertise In

- real-time and embedded software
- analog and digital hardware
- mechanical engineering
- communications and security protocols
- signal processing
- wireless design
- controls, sensing, and measurement
- low power electronic design

tion Acceptance Criteria Concept Review Design Modeling Simulation

the **process** of inventing

**BROWN COMPUTER COMPANY**

Is your business

## taking advantage of low cost electronics?

**We make money for our customers.** Would you agree that the cell phone companies make money? How much is due to applying low cost electronics to their business model? Where could you apply their lessons to your business? Innovative products that deliver repeat buyers, value-added services, and steady streams of income can be developed within a year of determining the market requirements. Once you've identified your market, we can identify ways that electronics will add value to your products and services. Once you've determined the value you wish to deliver to your customers, we can model the costs. Once you've decided a return-on-investment, we can work back and organize a development effort that achieves your time-to-revenue date.

Does outsourcing product development really

## help the bottom line?

**Yes. Maintaining a full time product development staff is expensive.** If your company is not continually working on three product generations you should not have a permanent product development staff. Outsourcing product development reduces investments in new staff and training without imposing long-term employment commitments, Outsourcing R&D limits up-front capital investments and helps control operating costs. Money you're not spending is money you don't have to earn.



One example: we're building a practice in anti-submarine warfare and littoral operations. Your company may be able to benefit from our experience in sensor networks, secure communications and low cost satellite communications.

**Unit Testing   Integration   System Testing   Documentation   Delivery**

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## General Information

Brown Computer Company develops electronics for commercial and government use. We have developed products and intellectual property for communications, medicine, automation, entertainment, transportation, and warfare. This wide field of view creates a unique value proposition: we enable our customers to take advantage of the world's best practices, not just those in their own industry.

We serve a worldwide customer base from Research Triangle Park, North Carolina, USA. Government customers include DARPA and the U.S. Navy and Army. We have served NASA and the U.S. Air Force as a subcontractor. Commercial customers include GE, IBM, Red Hat, Lockheed-Martin, United Technologies, Intel, Samsung, Philips Consumer Electronics, Guidant, and many others

We have been in business since 1988 and have used this time to discern a process for product development. The process of inventing allows us to predict and manage the costs of creating intellectual property. The benefit to our customers is turning ideas into income, predictably.

## Classification Codes

CAGE: 3FG97, DCAA audited

SIC: 8711, 8731, 7371

NAICS: 541710

## Contact Information

<http://www.browncomputer.com>

<mailto:b28@browncomputer.com>

voice:+1 919 361 5118

Brown Computer Company

PO Box 13381

Research Triangle Park, North Carolina 27709-3381 USA

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