

# INTRODUCTION TO SOLUTION ENGINEERING



*Solution Engineering HQ in Kuala Lumpur*

- Designer and Developer of Training Equipments for:
  - Chemical Engineering
  - Mechanical Engineering
  - Civil Engineering
  - Environmental Engineering
  - Control Engineering
  - Electrical Engineering



*Left: 1<sup>st</sup> Floor: Design & Engineering office*

*Right: Ground Floor: Product Training & Demo Center*



# Our Products – SOLTEQ®

PROCESS CONTROL

HEAT TRANSFER AND THERMODYNAMICS

FLUID MECHANICS

BASIC PROCESS & REACTION ENGINEERING

CHEMICAL & BIOPROCESS ENGINEERING PILOT PLANTS

ENVIRONMENTAL ENGINEERING

BUILDING SERVICES

ADVANCED MANUFACTURING



# Product Trademarks

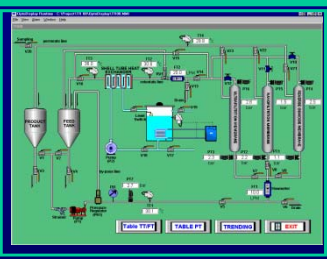


## SOLTEQ®

**Solution** has pioneered a range of competitively priced, Malaysian developed teaching equipment for engineering education by the brand name **SOLTEQ®** .

**SOLTEQ®** is utilised in technical schools, industrial training institutes, polytechnics and universities.

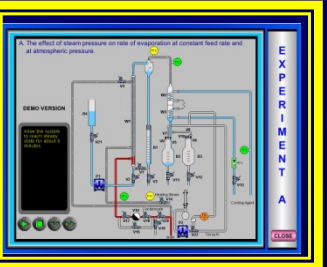
Traditionally such equipment are imported and are generally expensive. Spare parts and after sales service were an issue.



## SOLDAS™

Data acquisition software integrated into **SOLTEQ®** equipments.

Allows users to perform control and monitoring operations on the experiment and acquire data for analysis.



## SOLCAL™

Computer aided learning tool integrated into **SOLTEQ®** equipments.

User friendly teaching manual in electronic format.

Engineering theories and experiments presented through animation and audio.

Prepares users for the practical session and expedites the learning process.

## Going Forward – SOLSIM™

Software product for equipment simulation and modelling.

Students will be able to conduct experiments without the physical presence of the equipments.

Web based capabilities would allow users to study and conduct experiments from anywhere and at any time.

# BRIEF TIMELINE OF SOLUTION ENGINEERING HISTORY

1988	Solution Engineering was established. Its initial business was providing industrial process control automation solutions
1990	With rapid advancements in PC technology, began to provide ICT solutions to computerise existing equipments commonly found in engineering laboratories in universities
1992	Started to build the equipments itself due to high import cost
1996	Moved to Incubator 3, Technology Park Malaysia
2000	Obtained Pioneer Status from Govt with Tax Incentives Registered trademark SOLTEQ for branding purposes

## BRIEF TIMELINE OF SOLUTION ENGINEERING HISTORY (CONT'D)

2003	Began to enter export market. The first SOLTEQ® equipment was delivered to Kuwait.
2004	Graduated from Incubator program by moving to own premises
2005	IPO on MESDAQ Technology Board, Malaysian Stock Exchange
2006	Solution Engineering obtains ISO 9001 certification

# Solution Engineering

## Performance Highlights 2007

Turnover            RM 13.2 million  
Net Profits        RM 2.3 million  
Market Cap        RM 30 million  
No of Employees 50

Exports to about 20 countries in  
Middle East, Middle Asia, South  
America, Australia and South  
East Asia

# Needs and Requirements of Incubator Clients – Considerations for the Future

## Client Perspective

-Innovative funding programs - other than conventional Cradle investment, angel capital, equity participation etc

-Mentor program

Identifying key partners from industry to assist and guide the start up tenants

Continuing Govt support ( if applicable )

Local and international trade missions and conferences, tax incentives and R&D grants



# Needs and Requirements of Incubator Clients – Considerations for the Future

## Incubator Manager Perspective

- Enhancing facilities for product development

Design centre , prototyping centre, analytical labs

- Focus on competitive areas only

Difficult to obtain skilled and qualified personnel and facilities

- Development and promotion of new growth areas

Business environments today , especially high technology are very fast moving



Thank you !

For more information please visit

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