



Technology Development Partner

ELECTRONICS / HARDWARE
EMBEDDED SOFTWARE
WIRELESS COMMUNICATION
INTERNET OF THINGS IOT
CYBERSECURITY
QUALITY ASSURANCE

Who We Are

We are an experienced Danish Technology Development Partner with office and workshop situated in Aarhus in Denmark. Develco is a part of the Trifork Group with +1.200 employees.

Since 1989 we have offered technology services within:

- Proof-of-Concept
- Product Development
- Production Management
- Product Life Cycle Management

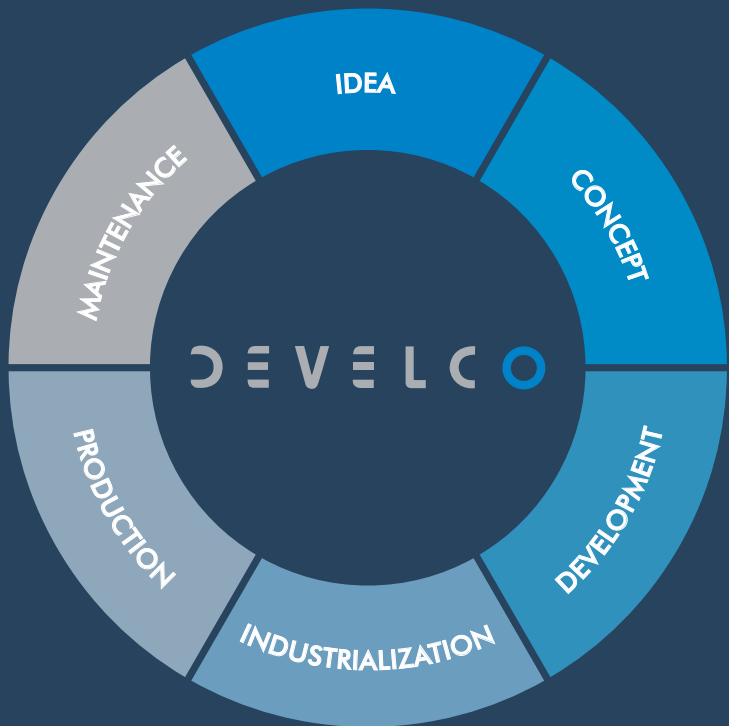
We develop your new products with Electronics / Hardware and Embedded Software and always use the latest technologies.

What We Do

We take responsibility for product development of your technological product solutions throughout all phases in our Develco Project Model for Product Development and the product life cycle:

- Idea
- Concept
- Development
- Industrialization
- Production
- Maintenance

After completion of your development projects your company will be handed over all IP rights and complete documentation on the finished products.



PROOF-OF-CONCEPT

Do you have an interesting idea for a completely new product with electronics / hardware and embedded software - but are in doubt about the technical functionality of the product? In the concept phase of Develco Project Model for product development we offer to elaborate a Proof-of-Concept.

With a Proof-of-Concept project you can uncover potential risks in a development project as early as possible and clarify whether your wishes for e.g. functionality can be implemented. For that reason it is a good idea to carry out a Proof-of-Concept project before the development of new technological products, so that we can use time and competences optimally in the development phase.



PRODUCT DEVELOPMENT

Through the years we have co-operated with established companies and StartUps with their own product range in various industries on development of new technological products with:

- Electronics / Hardware
- Embedded Software
- Wireless Communication
- Internet of Things IoT
- Cybersecurity
- Quality Assurance

We work as your external Technology Development Partner based at our office with workshop in Aarhus in Denmark. We are ready to co-operate with you on your next development projects, whether you need development of complete products or partial constructions of products.



PRODUCTION MANAGEMENT

We have a deep knowledge of electronics production and offer a range of services within industrialization and production management of your electronics products.

Our services span everything from in-house assembly of prototypes to full-scale production management in co-operation with external Electronics Manufacturing Services EMS partners. We handle all aspects of New Product Introduction NPI and bring newly developed electronics products into production. In addition, we can take full responsibility for production start-up, production operation, and delivery of finished products.



PRODUCT LIFE CYCLE MANAGEMENT

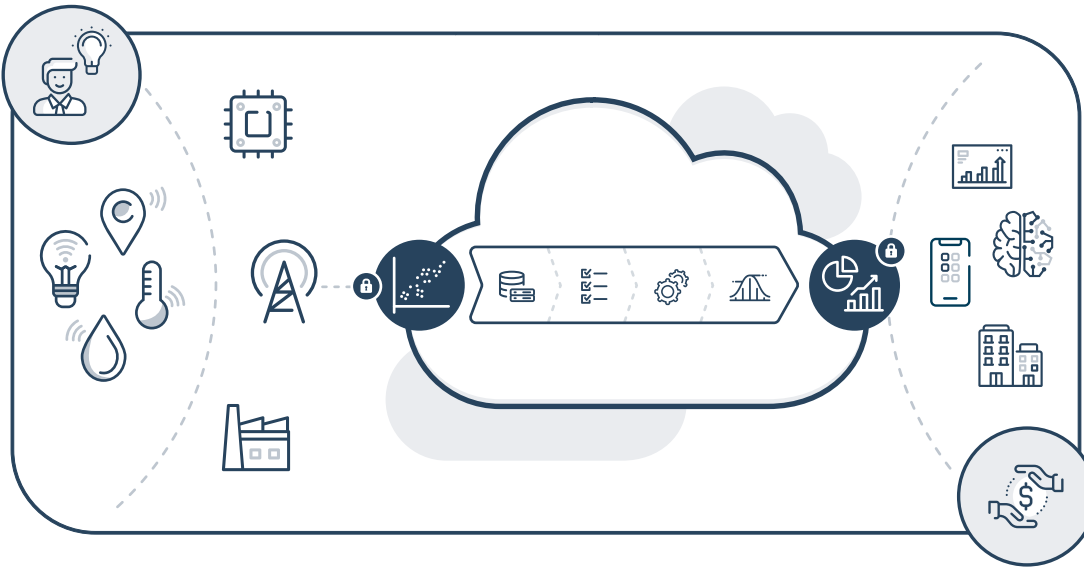
Industrial products often have long lifespans continuously increasing the gap between the decisions made during the development process and the current product life cycle stage. From development & introduction, growth, maturity & saturation, and on to decline.

Components and parts may have become obsolete, difficult, or expensive to procure. New or better processes may be available. Changes upon changes over time may have resulted in a less-than-optimal product design. With our Product Life Cycle Management services, we do not only keep your electronics production running but conduct a deep dive into all parts of your electronics products and their production processes, to ensure that your products are prepared for the foreseen future.

WE DEVELOP YOUR ELECTRONICS PRODUCTS



We Tailor the Wireless Communication for Your New Digital Products



Your IoT Business Idea

Electronics / Hardware

In product development of your new electronics / hardware products we design a solution for your needs with:

- Simple or advanced circuits
- Analog or digital electronics
- The latest microcontrollers with wired connection or wireless communication

The digital Internet of Things IoT solutions have increased focus on data analysis of Big Data in Cloud solutions, ERP systems, and other IT programs. An important condition for the data analysis is to have the right electronics products for data collection. In the initial concept phase, we help you get an overview of the company's important data which you want to collect with your new hardware products.

In constructive co-operation with you we develop the best professional solutions for your new electronics products among other things: Devices, Sensors, Gateways, Motor Controls, and Remote Controls.

Embedded Software

Microcontrollers constitute a widespread and important component in many modern electronics products with embedded software.

Embedded software is an integrated and essential core making products, machines, and factories intelligent and functional devices.

We develop and customize embedded software to ensure that the software fits perfectly with the hardware in your new electronics products. Embedded software functions as computer programs and forms a part in new smart devices like sensors and gateways for data collection from the physical analog world and data transmission to Cloud solutions in the digital world.

Wireless Communication

Through the years we have developed many electronics products with wireless communication for industrial companies, public institutions, and municipalities with their own product range.

Therefore we have strong development competences within wireless communication. For development of your new electronics products, we recommend the best type of connection for different situations:

- Wired Connection
- Wireless Communication Protocol
- Proprietary Solution

In the development of product solutions with wireless communication, we have access to a professional Radio Frequency RF laboratory. In the laboratory, we optimize RF design, antenna design, and other parameters for your electronics solutions.

Internet of Things IoT

As a part of an IoT solution we can develop your electronics devices for data collection.

The purpose of collecting and structuring your IoT data is to create added value for you, your company, and/or your customers. Examples of user scenarios can be:

- Insight via informative dashboards and data analysis in a Business Intelligence BI solution
- Detection of abnormality using Machine Learning
- Mobile and tablet applications for everyday operational use
- Integration into your company's backend system such as an ERP system.

The possibilities are many. The most important task in your IoT business case is to find exactly the user scenarios creating value for your company. In this way you strengthen the success of your IoT solution.

Cybersecurity

We can help you develop secure product solutions with electronics / hardware and embedded software, which today often form part of a complete IoT solution with data collection via wireless communication to a Cloud solution. We develop your new unique technology products with Cybersecurity in focus. In the development process, we define together with you the conditions of which people are to have access to your new cyber-secure electronics products - and to what they are to have access.

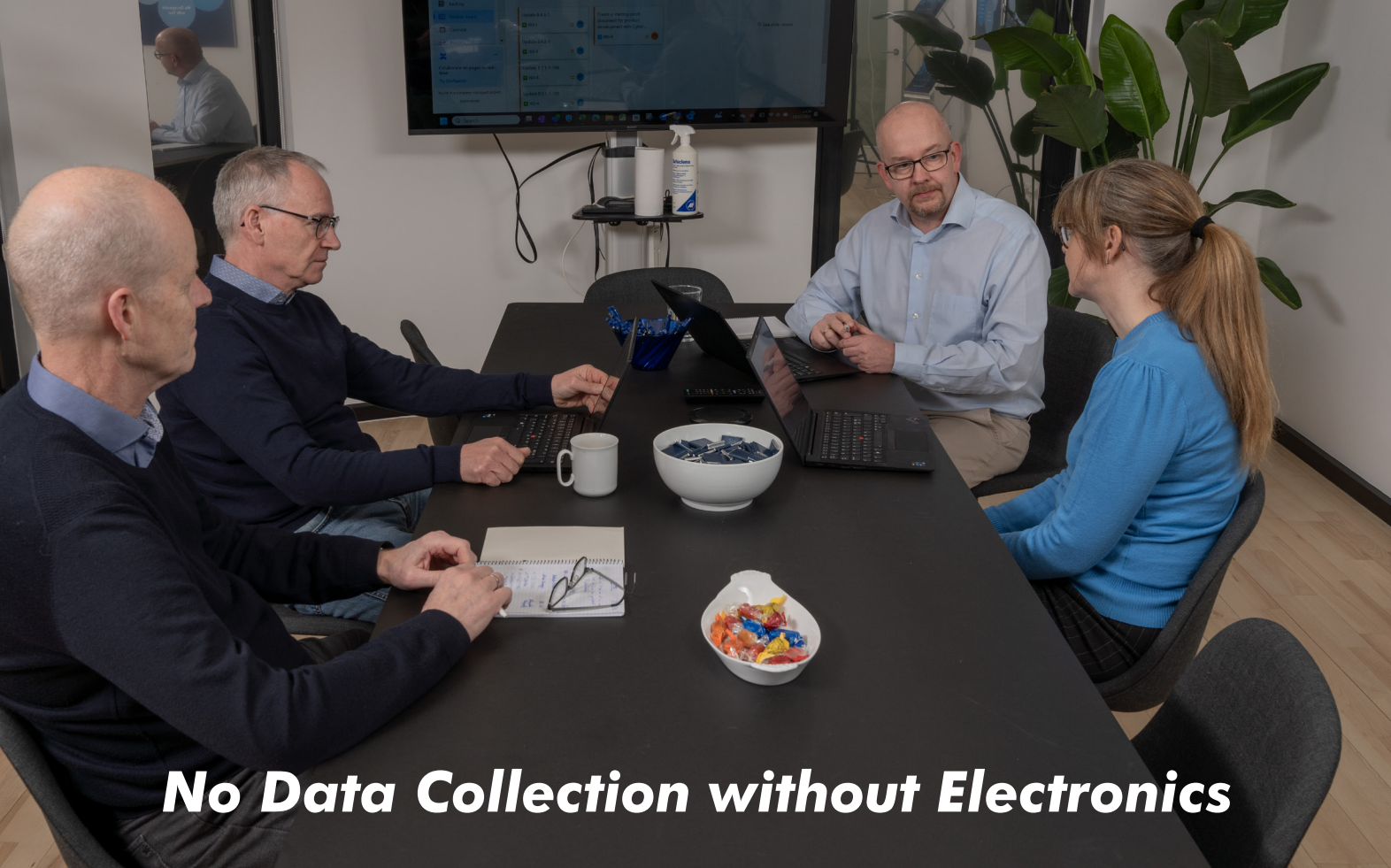
During the development process with embedded software we ensure that your devices get a secure start-up. In addition, we develop your electronics products with focus on a secure development process with quality and security in embedded software. At the same time, we focus on a secure design with security modules built into all development stages and reporting of security risks.

Quality Assurance

When you co-operate with us, you have chosen an external Technology Development Partner focusing on continuous improvements in internal processes. We ensure high quality in all processes in all departments.

We aim to develop the best professional solutions for your new electronics products according to the principle Design for Manufacturing DFM. The finished electronics products must meet your expectations from functionality, durability, and safety. In the process we are aware of high quality in our work, low production costs of the final developed products, and our co-operation agreement with you.

Develco has an ISO 9001:2015 certified quality management system. A common tool for all employees for supporting continuous improvement in quality, efficient management, and focus on creating customers values.



No Data Collection without Electronics

Start Co-operation with Develco

The process in product development with electronics / hardware and embedded software and in production management of electronics production requires special technological competences. As Technology Development Partner we are with our technology services and development competences ready to collaborate with you on:

- Proof-of-Concept
- Product Development
- Production Management
- Product Life Cycle Management

Whether you are a StartUp company, an established company, or a potential co-operation partner, we guide you through the entire development process of technological product solutions.

Project Management

For product development of your electronics products, we gather a development team possessing the right internal and external competences for your specific development projects. We develop your complete electronics products with hardware, embedded software, mechanics, wireless communication, Internet of Things IoT with software - Cloud Solutions - Apps, Cybersecurity, and Quality Assurance.

Our project managers manage your development projects in close co-operation with you and according to the conditions agreed with you. Together with you we develop exactly the electronics products which your customers demand in your market.

Digitization of Products

The demand for products with digitization, new technology, Internet of Things IoT, Cybersecurity, Apps, Cloud solutions, and more is steadily increasing. As an established company you want either to develop completely new digital products or to digitize your existing products. Digital products form an important part of IoT solutions with data collection from devices and data analysis in the Cloud. With new digital products in your range you follow the technological development.

Complete End-to-End IoT Solutions

Together with Trifork we offer development of complete End-to-End IoT solutions - from electronics development of Internet of Things IoT devices for data collection and on to Cloud solutions with your secure valuable business data in the Cloud.



Systematic Monitoring of Plants and Animals on and along the Roads

Technological Knowledge Platform in The Danish Road Directorate's Cars for Safeguarding of the Biodiversity

The biodiversity on the state roads in Scandinavia is threatened. Many species are on the verge of extermination. Invasive plants create difficult conditions for the biodiversity and traffic-killed animals require many resources to find and collect. To optimize the resources at The Danish Road Directorate Develco and Trifork have developed a technological knowledge platform consisting of physical hardware and software with Artificial Intelligence AI.

Camera Box with Computer and GPS

Develco has developed the physical hardware with a camera box mounted on The Danish Road Directorate's cars with a Thule stand fitting all car models. The box contains two cameras, a computer with high graphic processing power, a gateway with GSM communication to the Cloud, a power supply, and a GPS tracker to identify the location of the invasive plants and dead animals on the roads.

Software with Artificial Intelligence AI

With the camera boxes on the cars The Danish Road Directorate can take 41 pictures per second of the state roads and transmit data with photo recordings on to a Cloud solution developed by Trifork.

Trifork has also developed the software with Artificial Intelligence AI, which is run on the computer in the camera box on The Danish Road Directorate's cars. The AI model analyzes the images while driving the cars and can distinguish and process the recorded photos of plants and animals on the roads.

In the Cloud solution The Danish Road Directorate analyzes the photo recordings and ensures that the invasive plants and dead animals are subsequently removed from the roads by The Danish Road Directorate's biologists.



*"We chose
Develco
because of
better chemistry"*

*"A high degree
of flexibility from
the project manager
responsible for our
development project"*

*"Constructive talks
in the dialogue
about our
development project"*

*"Good match
in concept and
understanding
of the task"*

*"Systematics
throughout the
development process"*

*"Help
from prototype
to production"*

*"Successful
co-operation
about production,
products, and Cyber
Resilience Act CRA
with a proactive and
technical Develco
team"*

*"A good
project progress
in a completely
new area to us"*

Don't Take Our Word for It...

**THIS IS WHAT
OUR CUSTOMERS
SAY ABOUT US...**

*"Confidence
in the development
process with
Develco"*

**“We Are
Fully Satisfied
with Our
Collaboration
with Develco”**

Founder & CTO Mikael Kirk at Agrisys



Agrisys Smart Farming with Intelligent Feeding of Pigs

The Danish company Agrisys delivers solutions for modern, professional pig producers focusing on individual feeding, weighing systems, welfare, management, and biosecurity. Agrisys was looking for a new and more robust generation of their electronic control modules, that handles all distributed communication in their feeding systems and control devices throughout the stables.

Product Development and Industrialization Process

Develco has been involved throughout the product development and industrialization process. We have developed two different Printed Circuit Boards PCBs and have been responsible for development of embedded software / firmware for the two PCBs. Agrisys being experts in feeding systems have developed all the application software themselves.

After completion of the development project, we supported the industrialization of the electronics and establishment of production at the selected Electronics Manufacturing Services EMS partner.

AGRISYS®



**“The Development Process Has Only
Confirmed My First Impression of Develco”**

CCO Tomasz Goldman at Ruxbury



Ruxbury Tracker IoT Solution for Optimizing the Training of Competition Horses

For Ruxbury we have developed the Ruxbury Tracker for measuring the horse's heart rate and movement. The Ruxbury Tracker collects and transmits data about the horse's heart rate to the Ruxbury Training App on smartphones. The horse's owner, the rider, and the trainer can monitor the horse's well-being during training for dressage, racing, and jumping and optimize the horse's training.

Development Partner through the Entire Process

Develco has been a development partner through the entire process from idea, concept, development, industrialization, and to production of the finished horse heart rate monitor. We have developed electronics, embedded software, mechanics, and test Apps. After the development process we have been responsible for New Product Introduction NPI, production management, and the necessary approvals for the horse heart rate monitor.

RUXBURY

WHO WE ARE AS A TECHNOLOGY DEVELOPMENT PARTNER

We Give You Confidence

When you co-operate with Develco as your external Technology Development Partner, you can feel confident. We are responsible and flexible in the development process of your new electronics products and manage your projects as agreed with you at our local Danish premises. With Develco you can concentrate on your own core business while we work with your technology development projects.

We Are Responsible

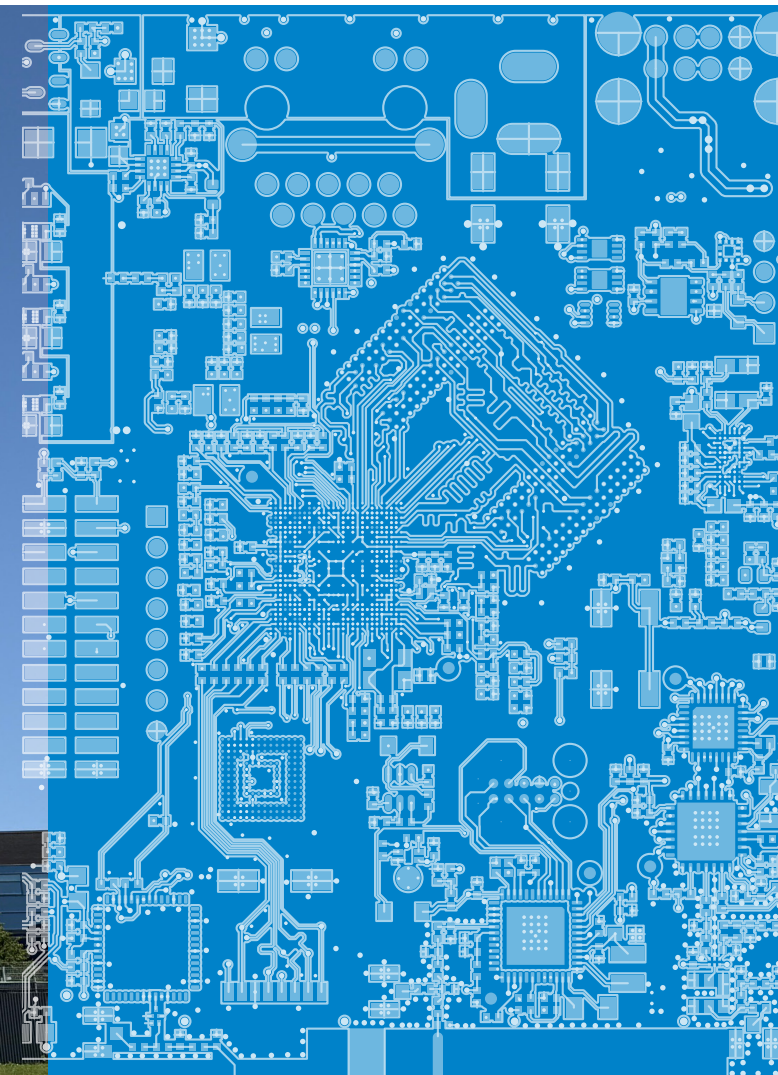
We build strong relations with our customers based on responsibility and trust. Develco's highly qualified engineers, technicians, and project managers are dedicated to realizing your exciting product ideas on to supplies of the fully developed electronics solutions. We are working with high commitment throughout the development process.

We Co-operate with You

Develco is both a competent Technology Development Partner and a professional co-operation partner. Our project managers manage your development projects, and our engineers and technicians develop your electronics products. During the development process our development team has an ongoing and constructive communication and dialogue with you about your development projects.

We Are Flexible

Develco manages your development projects with a high degree of flexibility. In development of your electronics products, we have a creative working process, where we in co-operation with you are flexible in connection with use of resources and choice of technologies for your products. In the development process we always customize your product solutions with specific features according to your wishes for the final electronics products.



We Manage Your Projects

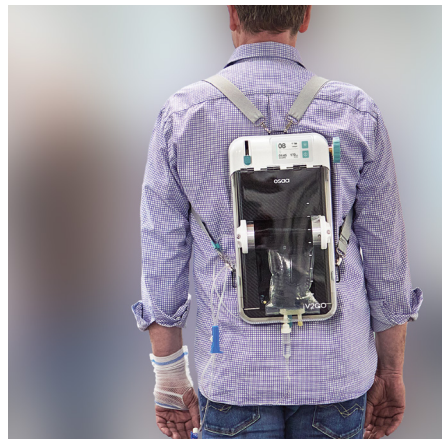
One permanent Develco project manager ensures progress and continuity in your technology development projects. The development process follows the agreed specifications, plans, and conditions with you. We manage your projects either according to your company's own development model or according to our own stage gate model.

We Are Your Local Danish Technology Development Team

For your product development and production management you co-operate with our Danish technology development team of competent engineers, technicians, and project managers. With location in Aarhus in Denmark, our office with workshop is close to your company. Therefore, we are always ready for meetings with you during your development projects.



MORE SUCCESSFUL PROJECTS



iV2GO - Smart IoT Solution for Intravenous IV Treatment

We have participated in the development process of iV2GO from the first prototype to the finished product with several iterations throughout the process. Develco has developed electronics including display, embedded software, sensor interface, and wireless communication.

"We feel secure in the co-operation with Develco about the development of iV2GO. Develco has developed a super good product solution with iV2GO. Security and confidence mean a lot in our business relations."

CEO Ahmed Hessam at
OSAA Innovation

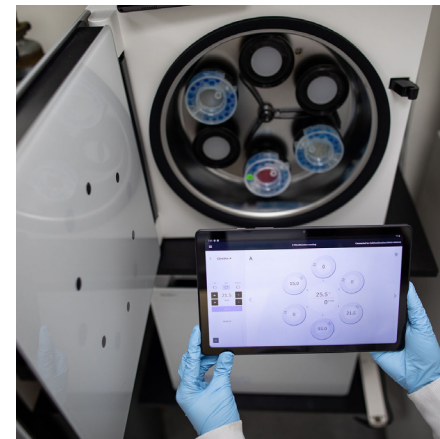


Grundfos MI 301 - New Updated Wireless Remote Control

A component was no longer in production for the old remote control for Grundfos MI 301 communicating with the Grundfos pumps. The external mechanics of the new remote control for Grundfos MI 301 are unchanged. We have updated the internal electronics, radio technology, and infrared communication.

"The development co-operation with Develco has been very good. Develco has contributed significantly to the continued production and introduction in due time of the updated remote control for Grundfos MI 301."

Lead Engineer Flemming Beck at
Grundfos



ClinoStar™ - High-Tech Incubator for Functional 3D Cell Culture

CelVivo's user-friendly CO₂ incubator ClinoStar™ is technologically of a high quality and with precise motor control and climate regulation enabling functional 3D cell culture applicable for tests of medicines or other research. We have developed electronics, hardware, and embedded software for the high-tech incubator.

"For CelVivo the co-operation with Develco has been a very good match between cell biology and technology - based on trust, responsibility, and the best decisions throughout the development process."

COO Søren Alnøe at
CelVivo



OUR RESPONSIBILITY

ESG Initiatives

As a company we recognize and accept our social responsibility at Develco. Within our ESG initiatives we have among other things elaborated a Corporate Social Responsibility CSR policy in which we commit ourselves to act responsibly in society. At Develco CSR is an integrated part of the day-to-day management. We pay attention to human rights, social conditions, working conditions, environment, and climate. We help our customers with product development of future technology solutions for the industry and the society.

We follow the 10 principles issued by UN Global Compact being a global initiative established in 1999 and the world's largest voluntary network for companies wishing to be involved in CSR. The purpose of UN Global Compact is to involve private companies in solving the social and environmental challenges which the global world is facing. At the same time, we encourage all subcontractors to live up to the 10 principles issued by UN Global Compact.



