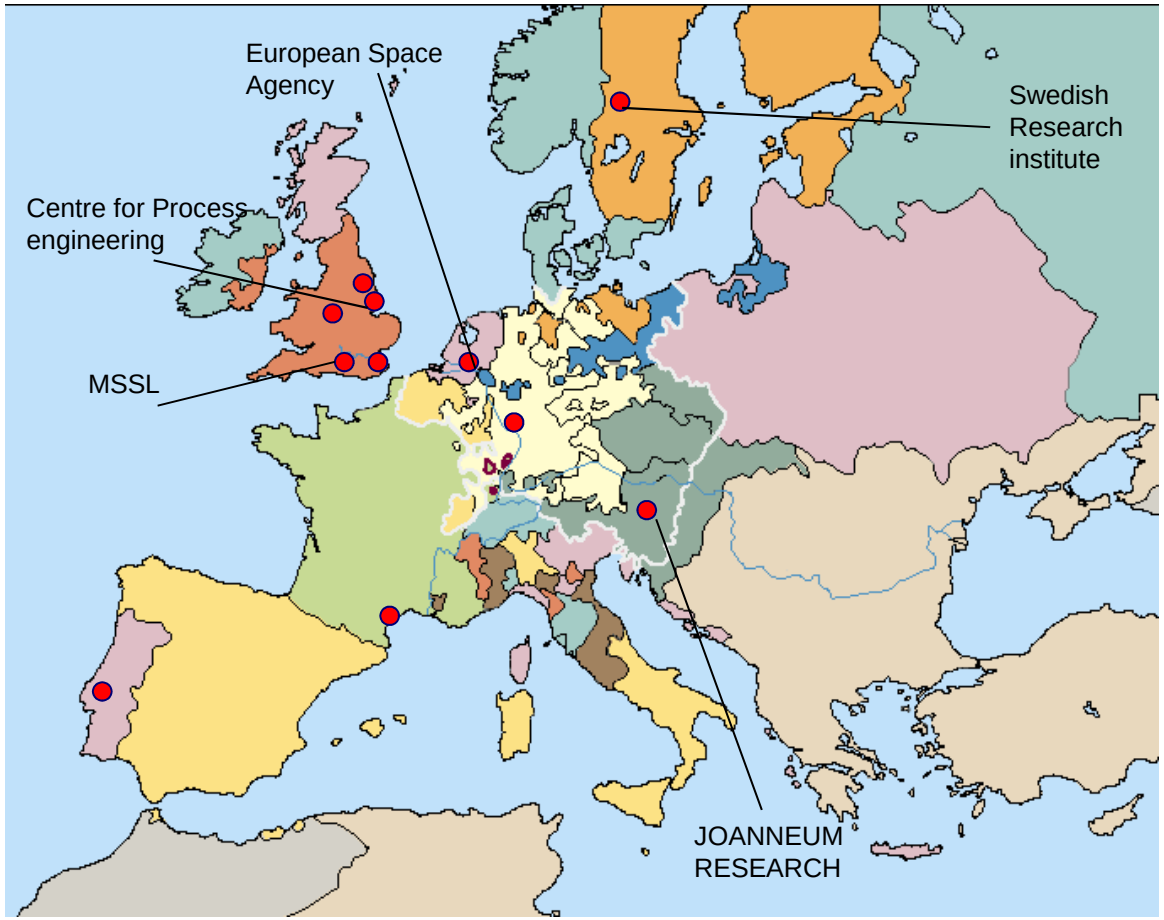
Who are our customers?

Since its start ISI has built a network of partners and customer across Europe From major research organisations such as the European Space Agency Through to large cooperate clients such as Tata steel



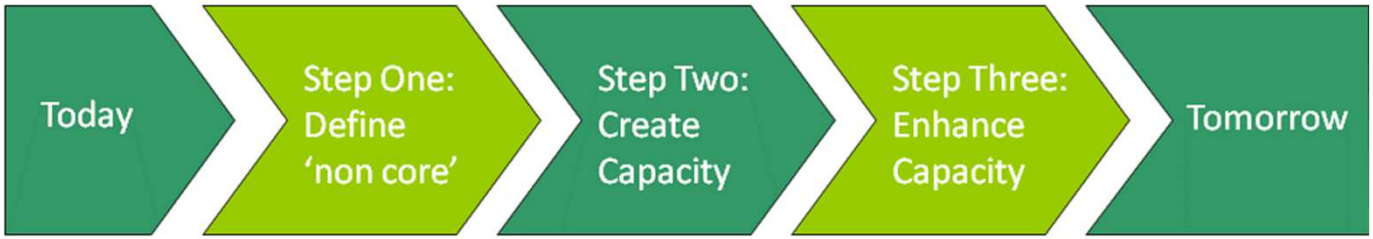
Location of Partners and customers

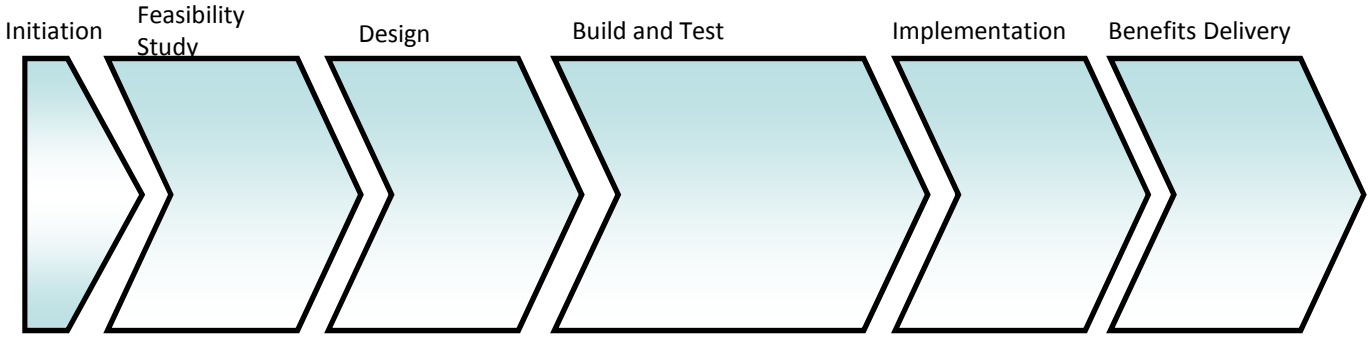
What we do for our customers?

Supporting your journey	with expert solutions	delivered your way
SUPPORT	Full range of capabilities Solutions delivered locally Sector and product expertise	we do what we say we will Flexible approach Return on investment royalty Speed of decision
EXPERTISE		
FLEXIBLE DELIVERY		
RETURN ON INVESTMENT		

For our customers and prospects

- Use every opportunity to communicate our promise
- Ensure proposition is consistent
- Be a trusted advisor to our customers





Flexible approach allows customers to control the development with nature points inserted within a given program.

Feasibility Study
Instrument Design
Build and Test
Review of product

First Two stages have a fixed price
ISI offers a complete review of the product and the end of the development against the initial objectives so client can understand the return on their investment

Today: The Evolution of your Solution

ISI Core expertise is in, laser remote sensing systems including LIDAR and Raman Spectrometers for liquid a gas identifications. In addition ISI are experts in 3D vision systems in challenging industrial environment's . ISI offer a unique bespoke development product for our customers. Developing solutions to your problems by working in partnership with the end user. We apply our extensive to provide customers with the best solution overall solution, taking account of both technical and commercial sensitivities

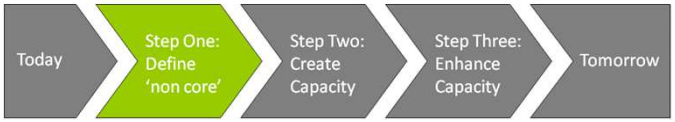
This staged approach allows cost to be controlled and stop mission creep in the development

Allows the customer to stay in control

Customer Problem → **Final Sensor**

Positive Changes	Initial problem generates losses May have environment impact	Final sensor offer reliable measurement of issue allowing problem to be controlled Improve process efficiency
Step 1	▪ Feasibility study and concept design	▪Typically 2 months ▪Fixed price ▪Identifies keys risks ▪End report produced for review
Step 2	▪Detailed Design	▪Typically 2-3 months ▪Fixed price ▪Provide estimates for final instrument cost
Step 3	▪Build and test	▪Timeline depends on complexity ▪Keep customers involved in the process ▪Instrument tested on site and refined
Step 4	▪Programme review	▪Performance of the instrument reviewed and compared to initial objectives ▪Cost benefit analysis performed

Step One: Feasibility and Concept Design



Feasibility Study

- From initial inquiry define top level requirements/Objectives
- Develop Baseline Instrument requirements
- Technology trade off
- Select Solution
- Simulate expected performance and compare to Objectives
- Develop Concept price

Benefits to our customers

- Can be conducted as a stand alone consultancy or part of an instrument development
- Fixed price
- Report provided in which customers decides on weather or not to move forward to the next stage

Previous studies

- Hazardous Liquid identification in an industrial plant
- Development of an integrated LIDAR with a stereo Camera
- Identification of DMS in a gas pipe line

Step Two: Detailed Design

Detailed Design

- From initial inquiry define top level requirements/Objectives
- Develop Baseline Instrument requirements
- Technology trade off
- Select Solution
- Simulate expected performance and compare to Objectives
- Develop Concept price

Benefits to our customers

- Can be conducted as a stand alone consultancy or part of an instrument development
- Fixed price
- Report provided in which customers decides on weather or not to move forward to the next stage

Previous studies

- Development of LIDAR simulation tool for solar system applications
- Development of Raman spectrometer to detect CO_2
- Development of photon counting spectrometer for identification of DMS
- Development of 3D measurement system to detect corrosion in metal processing plants with the MSSL and UK space agency

Step Three: Build and test

Build and Test

- **Typically split into two stages to allow easy monitoring of progress and manage costs**
- **Initial prototype developed from detailed design**
- **All drawing provided**
- **Design and ,manufacturing reports provided**
- **Work in partnership with customers to ensure return on investment for all parties**
- **Test campaign include in-situ testing**

Benefits to customer

- **Complete sensor development**
- **Route map developed for additional systems**

Previous builds

- **Photon counting Raman spectrometer for DMS detection**
- **Imaging LIDAR For landing on Martian surface**
- **Liquid detection and identification instrument for industrial client**
- **High temperature probe for corrosion monitoring***

***In development**

Tomorrow: Project review and way forward

Project review

- **Review instrument performance with respect to initial objectives**
- **Cost benefit analysis**
- **Develop route map for next steps – to develop multiple systems**

Benefits to customer

- **Helps understand benefits for the sensor**
- **Identifies future improvement that can be made**
- **Identifies cost saving acquired**
- **Route map developed for additional systems**

Previous builds

- **Imaging LIDAR For landing on Martian surface**