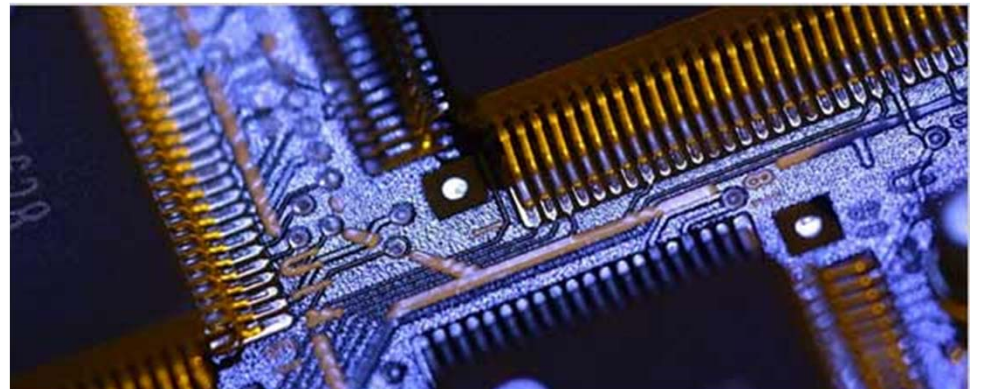




Your access point to winning design and partnered customer relationships in the Great Lakes



Bear VAI Technology: value offer

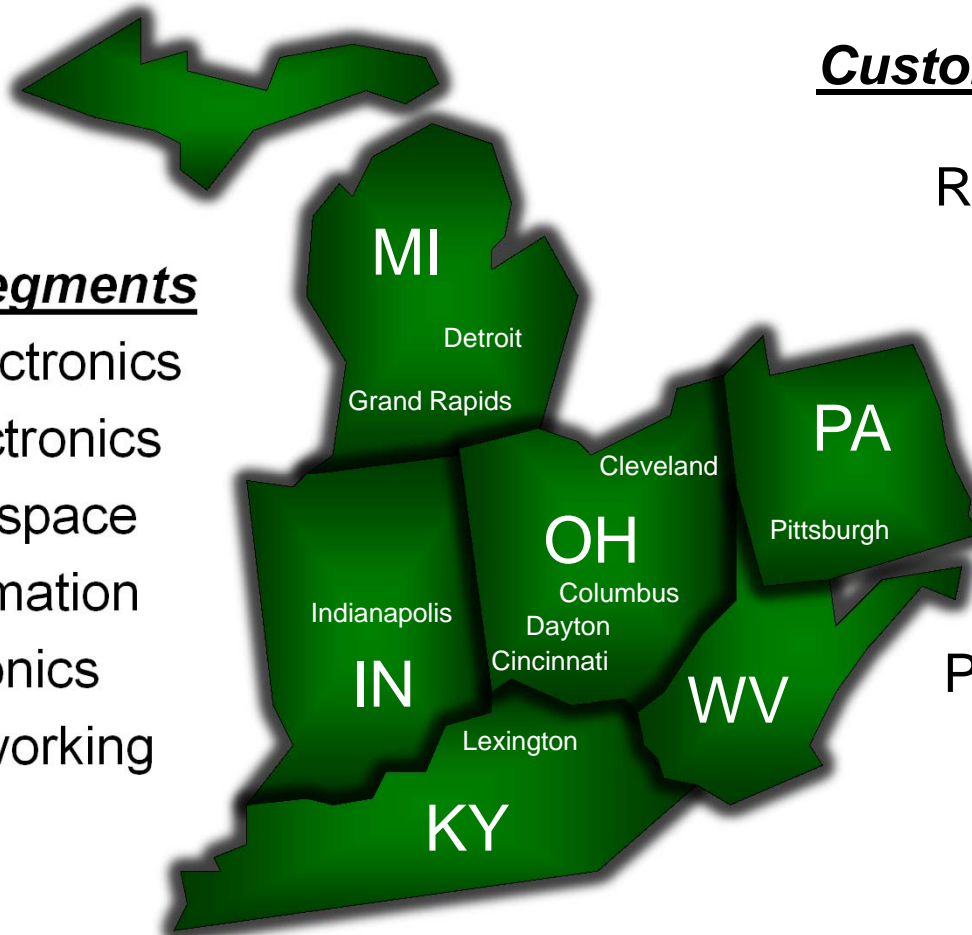
More Design Wins for our Supplier Partners

- A large technical sales staff, comprised primarily of BSEE, with expertise in the customer's end equipment
- Strategic business relationships with the region's major OEMs, their key decision makers, and executives
- Consultative selling approach, with a proven model for winning strategic sockets at the architectural stage of a customer's system design
- World class supplier partners guarantee customer access
- Design services, product development and IP dev
....VAI Logic

Technical Sales and Design Win Representation in these Midwest USA Markets:

End Market Segments

Automotive Electronics
Consumer Electronics
Defense / Aerospace
Industrial Automation
Medical Electronics
Telecom / Networking



Customer Relationships

Lexmark
Rockwell Automation
Thomson
Cisco
ECI
Network Appliance
Harman Becker
Whirlpool
Gentex
Philips (Respironics)
JCI
L3
ITT

Corporate Information

- Two fully staffed offices sites (Cleveland/Indianapolis)
 - 13 sales engineers
- Indiana/Kentucky
 - 4 sales engineers
 - 3 Inside sales
 - Distributor Sales Manager (DSM)
- Ohio/Western PA
 - 6 sales engineers
 - 3 Inside sales
 - DSM
- Automotive Group
 - 4 sales engineers
 - Automotive electronics expertise and qualification support program
- Michigan
 - 3 sales engineers
 - Western Michigan resident



Logic Design Services for OEMs and Supplier Partners

- OEM
 - Consulting
 - Technology Planning
 - System Architecture
 - Training
 - Design Services
 - HW / SW
 - FPGA / ASSP / ASIC
 - IP development
 - System-level modeling
 - Reference designs
- Component Supplier
 - IC Development
 - Specification
 - Logic Design
 - Physical Design
 - Verification / Validation
 - Application Design Partner
 - Automotive
 - Medical
 - Military
 - Consumer

Bear VAI Technology (sales) + Vai logic (services) offers your company a scalable regional partner in Midwest USA

