



Engineering success through partnership...



● “INNOVATE, ENCAPSULATE, ENGINEER, DELIVER...”

Whatever the industry, if your products require embedded monitoring and control solutions, then LeoTel can enhance their performance. We specialise in engineering quality bespoke software, specifically designed to increase the functionality and reliability of the given product.

Whatever your requirement LeoTel Software can help you. Our senior engineers, each with more than 15 years experience, bring an enviable breadth and depth of knowledge to every project. Requirements are rapidly understood and software is engineered with precision, often with the added benefit of reducing your time to market. Getting things right first time enables us to offer a warranty with every project. We work in partnership with our customers complementing, not replacing, their in-house engineering teams. Our locality is also a great attraction for our customers enabling rapid, accurate communication and a flexibility in working, both at our offices and theirs.

At LeoTel Software, we are experts at engineering these technologies. Our software is designed to enhance your products and produce additional, ground-breaking functionality. We are not simply programmers, but engineers that assist in the development of better products through partnership.

● OUR APPROACH...

LeoTel Software are accustomed to working with all types of company, from private/VC funded start-ups and medium sized businesses, through to blue-chip multinationals. Our focus is not on your size or sector, but on your product's potential when effective technology is incorporated.

We also see your business as our business. If the products you manufacture are successful, then we are successful. This creates concrete commercial relationships that grow and are based on trust and service. For this reason, we always set out to exceed expectations.

● OUR PROJECT CYCLE OUTLINE...

1. We always begin by meeting our customers in order to fully understand their requirements. In addition, we look to provide ideas or suggestions to enhance or benefit the project prior to proposing a solution.
2. We then submit a proposal for the customer to review and comment on. If there are changes to be made to the project the proposal is revised and then resubmitted to the customer until all amendments or changes and subsequent requirements are encapsulated and the customer is happy with the proposal.
3. Once the proposal is accepted we then look to schedule the project against an order from the customer.
4. At the start of every project we meet with the customer, their technical staff and everyone involved with the project. A review of the project plan and deliverables are reconfirmed and roles, actions and points of contact are agreed and assigned.
5. Upon order we then devise the project design, architecture and test documentation, which are then submitted to the customer for review and acceptance.
6. During the course of the project, management meetings are scheduled to ensure project milestones and deliverables are being met and that any other issues are addressed.
7. During the final stages of the project and as part of the handover process, the project is delivered and tested to the satisfaction of the customer.
8. Upon user acceptance and again part of the handover process, any documentation outstanding such as operator handbooks or project test results are supplied to the customer.
9. We provide a comprehensive warranty on all the software we produce.
10. Annual support and maintenance can be agreed and provided at the end of the warranty period.



• YOUR WAY...

We also place great emphasis on working with our clients in a way that is suitable and convenient for you. Resource when required, from a UK company that understands the end-user environment and is available for meetings and phone calls immediately. All of this reduces your management issues, protects your intellectual property and ensures that your products get to market more quickly and are able to react to competitive pressures.

• THE DEVELOPMENT SKILLS YOU NEED, WHEN YOU NEED THEM...

All of our senior engineers have more than 15 years of experience in commercial development environments within highly technical industries. Their expertise is such that they have now become the experts for the experts. We can therefore offer unique skills, in any combination, to deliver the level of service you require.

• CONSULTANCY...

Successful planning and specification saves time and money on any project and we are well versed in the issues to consider from the very beginning.

We can offer:-

- Experienced technical consultancy for the preparation of requirements and design specifications.
- Independent review and auditing of existing specifications and designs.
- Professional advice and recommendations on possible improvements and innovations to existing systems.

• SIMULATIONS & PROOF OF CONCEPTS...

Knowing that a system or application idea has potential prior to committing a large project fund is paramount in a commercial environment. LeoTel Software can develop basic working routines that test concepts thoroughly - from basic functionality to full simulations, providing the insights necessary to establish viability.

• PROJECT STAFF...

On occasions our clients just need a helping hand and need us to react quickly. Therefore, our ability to place appropriately skilled staff at any level of a development process is a real bonus for clients, helping them bring projects back on track and within budget.

• DEVELOPMENT PARTNERSHIPS...

LeoTel Software are uniquely aware of the types of partnership that can exist within a product design or development. We are always open for discussion on the best way to get client products to market and can offer a number of financial/resourcing models:-

- Fixed price projects.
- Discounted development for equity.
- Ad-hoc use of LeoTel Software staff at a standard day rate.
- Minimal upfront costs for share in revenue.
- Long term contract discounting.
- Complete, out-of-house, development arrangements.

• SUPPORT & ENHANCEMENT...

Technology is always advancing and changing and because of this product systems are rarely considered complete. So we strongly believe in long term relationships. You get to know us and we get to know your products and services. Over time, this allows us to be your best course for rapid innovation. In other words, always ahead of your competition.





OUR TECHNOLOGIES...

Our skills and specialities range across a number of technologies from embedded and communications to control and monitoring software. A list of some of these are detailed below, but if you would like more information on a special language or skill set, then please give us a call for details.

<i>Processors & Control</i> Many 8, 16 and 32 bit μ Processors, μ Controllers & DSP including Intel, TI, Freescale, AD, ARM, AVR, PIC	<i>Operating Systems</i> VxWorks, QNX, Windows, Linux, FreeRTOS, eCos, μ C/OSII, Solaris, pSOS, HP-UX, OSF/Ultrix, iRMX, Symbian	<i>Languages</i> C, C++, C# .NET, Java (J2ME, J2SE, J2EE), Various Assembler, Visual Basic, Perl, Python, JavaScript, UML, XML, SQL
<i>Devices</i> Embedded Devices, Desktop Monitoring and Control Applications, Product Demonstrators, Turnkey Workstation Solutions	<i>Applications</i> Firmware, Software, Device Drivers, Supervisory Control & Data Acquisition, Web, Mobile & Media Enablement, Network Management	<i>Roles</i> Software Engineering and Development, Product Development, Proof of Concept, Troubleshooting, Software Validation and Maintenance

CONTACT US...

We would welcome an opportunity to meet you, and are confident that our approach, ideas and experience could be of benefit. If you would like to explore things further then please give us a call.

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