



Introduction of Paragon's Services and Capabilities

Embedded systems design from start to successTM

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- 12+ year old professional development company specializing in embedded H/W & S/W
- Most complete and comprehensive documentation package in the industry
- Complete transfer of Intellectual Property
- Bi-lingual design engineers (H/W & S/W)
- Corporation's foundation is process oriented to create more value for our customers
- Thrived during the ups and downs of the economy by selecting clients wisely and holding true to our design processes
- Int'l. speaker on embedded systems
- Advanced Communications & process tracking systems with customers

- **Mike Wilkinson**, CEO, 20 years embedded design, two startups, AEA CEO roundtable and MTBC board of advisor positions.
- **Mike Willey**, VP Development, 24 years embedded design experience, 17 years in telecom development, 8 years ESC technical facility, patent for Telecom switching system
- **Sandy Wilkinson**, VP Finance, 12 years VP of Finance, MTBC CFO Roundtable advisory committee,
- **Kris Stafford**, Director of Tech Ops, 12 years embedded design experience, ESC technical facility member, Masters degree in Neural Networks and Fuzzy Logic Systems

Select Customers



Recent Press



- Medical devices (*see sidebox*)
- Video (TI DLP, NTSC, TMDS, SMPTE, LVDS...)
- Internet connectivity-TCP/IP (*see sidebox*)
- Audio (AC97, I2S, Analog,...)
- Low power design (Handhelds, PDA,...)
- Industrial automation
 - (CAN bus, Modbus, Device Net, Profibus...)
- Palm OS applications
- Telemetry applications
- Harsh environment applications
- Safety critical systems

- Specific Medical Devices
 - Infusion Pumps
 - Pulse Oximeters
 - Continuous Cardiac Output Monitor
 - Insulin pumps
 - Palm OS Medical applications

- Specific TCP/IP Technologies
 - Wireless
 - 802.11b, 802.11a
 - CDMA / 1xRTT
 - GSM/GPRS
 - Flex/ReFlex Paging
 - Bluetooth
 - Modular RF
 - Wired
 - 10/100 Base T
- Embedded Web Servers
- SMTP / POP3 / SNMP / FTP / TFTP / etc.
- Wireless Telemetry

The Standard Reasons

- Expertise
 - No company (small or large) can be an expert in everything
 - Define core competencies in house, outsource everything else
- Limited resources in house
- Time to market and cost savings
 - Often outsourcing is less expensive & speeds time to market

Why our Customers Outsource¹

- Our staff's expertise
- Documentation
- Extra help to finish existing projects
- Capabilities of the entire team
- More cost-effective than their internal resources
- Having trouble completing in-house projects
- Location
- Quicker than in-house or other competitors
- Dissatisfaction with competitor

¹ Reasons collected via 3rd party research firm from our clients

- “Based on the quality on our initial projects, I have asked them to manage the entire project for us, from beginning to end on two new IV pumps.”--- Gale White, General Manager, B Braun
- “Their value is beyond measure. They helped me, with their expertise and my parameters, to develop a product that has the best combination of 1. Light output, 2. Price, 3.Ease of installation and 4. Performance in the ...market.” ---Ron Farmer, CEO, US LED
- For their niche and expertise, they’re the Rolls Royce ---Nicky Otts, STAT2000
- Their engineers were so good, I have asked them to do hazard analysis on one of our existing projects. --- Gail White, B Braun Medical
- We have used six outsourcing firms this past year, and Paragon Innovations is at the top of the list. ----Carroll Perkins, Schilling Robotics
- ...insight into both our hardware and software problems... Without his work we may have not been able to produce the monitors at all. ----Tom Leete, InterFlo Medical (Baxter Healthcare)
- ...makes outsourcing projects to you as easy as if you were right down the hall, rather than across the country. ----Bill Homan, Hitachi
- ...best possible implementation in a very short time frame. ... understanding of our business to implement a complex [application].” ----Jim Hardin, Communications Technology Corporation
- ...trained and disciplined engineers ...rigorous design philosophy ----Steve Saxe, 3M
- The software that Paragon developed for the Palm-operated handheld device is the finest, most user-friendly you could ever imagine. ----Curtis Roys, C.C. Technology
- We really like their outsourcing guide. To us this was like a roadmap. --- Roger Hill, B Braun Medical
- high-level professionalism and extensive technology design expertise...great team to work with. ----Steve Carson, Genlyte
- We had pretty tight schedules with goals to please our investment bankers. It was an aggressive schedule and we met all of our deadlines. We were very pleased with work of Paragon Innovations. ----Paul Woods, InterFlo Medical (Baxter Healthcare)
- ...comprehensive design experience and in-depth documentation procedures ----Eric Broockman, Alchemy Semiconductor Inc.
- ...very wide range of skills for both hardware and software development. He was there to do more than just what we asked of him. ----Mike Quinn, InterFlo Medical
- They have been excellent. Paragon was very thorough. They were timely and they delivered what they said they would. ----Michael Lanham, MultiTechnology Services
- We carefully guard our customer experience and choose only veteran suppliers who consistently meet our high standards. ----Lyle Supp, Hitachi

The full text of all testimonies are
available upon request



- ...**Baxter Healthcare** call when they want a open heart surgical instrument?
- ...**Motorola** call when they needed a shipboard system designed, produced, and shipped inside of 60 days?
- ...**3M** call for developing their flagship DLP projection system?
- ...**Medtronic / MiniMed** call to develop the most advanced insulin pump in the world?
- ...**Hitachi** turn to for solutions when another Outsource partner has delivered 1000 flawed development systems after announcing a worldwide design contest?
- ...**Andrew Corporation** turn to for a universal RF alarm control system to be deployed on all 7 continents?
- ...**Matsushita / Panasonic** call to develop the lowest power PDA for distribution in Japan?
- ...**Tidel Engineering** use for developing an ATM machine for convenience stores with remote monitoring, control, firmware?