

Introduction To *RACE*

Bill Brooks, Founder

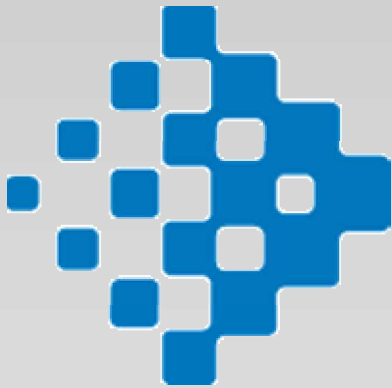
507-282-3305 | Fax 507-252-4617

kfvt29a@infonet.isl.net or founder@RACEMinn.com

<http://www.RACEMinn.com/>

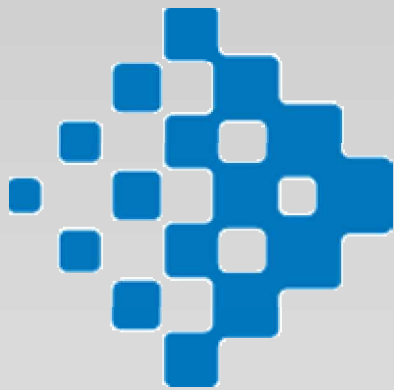
Rochester Area Consulting Engineers

Doing Business Since 1994



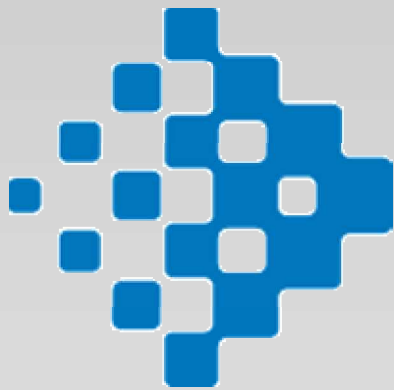
Introduction

- What is **RACE**?
- Who is **RACE**?
- What does **RACE** do?
- What are our prices?
- Why is **RACE** valuable to you?
- Examples of past **RACE** projects
- Next Steps



What Is *RACE*?

- ***RACE*** is a virtual project team, ready to assist you in your highest profit activities
- ***RACE*** provides a cost effective engineering team that will work with your staff
- ***RACE*** can take an idea from an early concept to a patentable idea to a manufacturable design, or any part of that development path that you want
- ***RACE*** will provide a project team matched to your needs
- ***RACE*** can provide you with new product ideas, under suitable contractual arrangements, and will work with your team to implement these ideas as leading edge, successful products

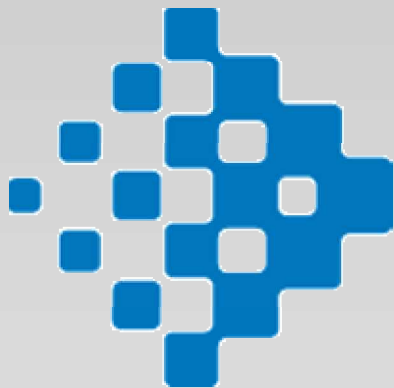


Who Is *RACE*?

- **Rochester Area Consulting Engineers** is an organization of experienced engineers and designers, each acting as an independent consultant on a project team
- Each consultant provides his/her own tools
- Only those talents needed for a project are engaged for that project
- **RACE** consultants hold over 55 patents on a variety of different products
- Current capabilities include project management, mechanical design, mechanical engineering, mathematical analysis and modeling, electrical engineering, manufacturing engineering, software engineering, optical engineering, automation engineering & design, human/machine interface design, industrial design, technical writing, newsletter production & website creation

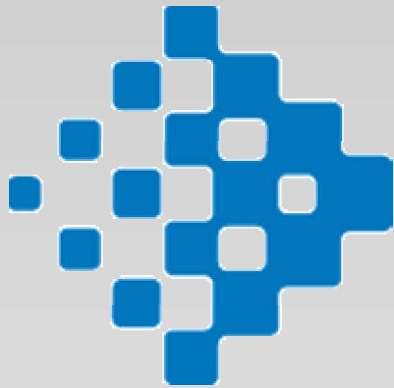
What Does *RACE* Do?

- We are ready, willing and able to take on projects of all sizes, from detailing of mechanical components to complete product design projects, with special emphasis on manufacturability and cost control
- We specialize in the design of mechanical, electro-mechanical or optoelectromechanical devices with challenges due to tight tolerances, small sizes, special material needs, or challenging thermal, mechanical or optical functioning
- No project is too small, too large or too complex
- We only bid on projects for which we have the proper balance of talents to successfully complete the work
- We can provide information for patent filings and will provide intellectual property ownership in exchange for legitimate credit on patent filings



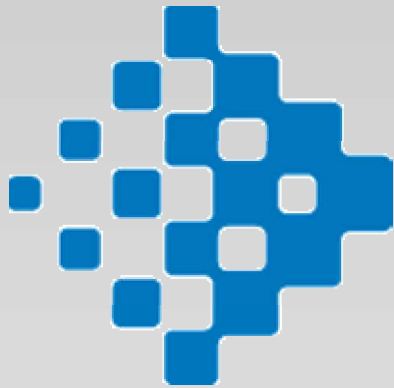
What Are Our Costs

- Project costs will depend on the labor hours and the skill types needed to execute that project
- Routine tooling, fixture design, technical writing or newsletter projects will be relatively inexpensive
- Complex product development projects will be relatively expensive
- Activities requiring special software and special training will be relatively more expensive
- Management of routine projects will be relatively inexpensive
- Management of complex projects will be relatively expensive
- Our total project costs will be relatively low because we have few overhead activities to fund



Why *RACE* Is A Good Fit For You

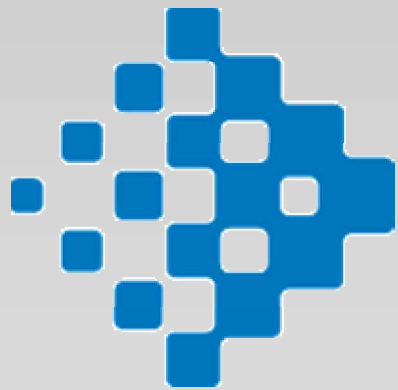
- There are no long term commitments
- There is flexibility since a project may be suspended at any time with only expended and committed costs needing to be paid
- You only pay for the skills that you need for your project and only for work on that project
- A project is done in fixed price sections, with reviews before proceeding so your project costs will not grow out of your control
- RACE participants are experienced workers so you don't pay for on-the-job training



Examples Of Past *RACE* Projects

- Provided an ESD expert to HTI for training of their staff. \$50 fee for making the arrangement.
- Provided a detailed design with first pass cost estimates for a barn type horizontal door opener. 57 labor hours.
- Provided a 4 page newsletter once a month at 6 hours per issue. Converted the printed newsletter to PDF format so that email could be used to cut preparation and mailing costs.
- Went from prototype concept to a fully detailed working model. Designed and built 15 working models of a personal epinephrine injector. Project took 437 labor hours, excluding contracted machining.
- Provided a fully functional conceptual design of a new type of prescription drug dispensing system. Provided system performance model, preliminary system cost model and industrial design concepts for customer marketing use. Project took 175 labor hours.

Assembled Personal Injector



February 5, 2004

RACE Group Information

Slide 9

Next Steps

- When you are ready, invite **RACE** to meet with you and your staff to identify profitable activities and to select a project for you
- **RACE** will develop and provide a project proposal with a detailed plan for your review
- When you approve, **RACE** will staff and execute the project for you with mutually agreeable schedule and costs

