

OUR PURPOSE - To be the recognised global leader in the design and manufacture of reliable and affordable industrial computers fit for demanding environments.

CAPTEC

Tried, tested and Trusted

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INVESTORS IN PEOPLE



Strenuis Ardua Cedunt - Difficult things fall to the strong

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Case Study

Oil & Gas

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The customer

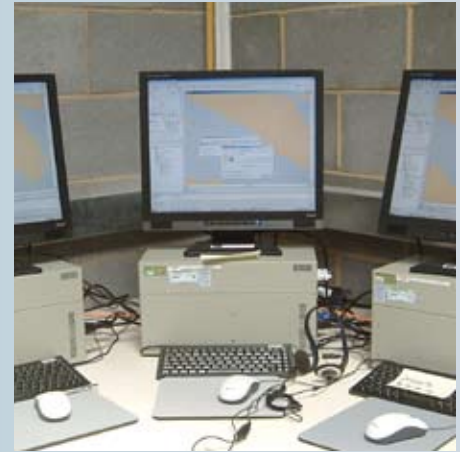
The customer is a high technology company, supplying electronic chart, radar, and GPS transponder systems to offshore oil and gas, ports and military customers. They provide cost effective, innovative solutions, with an emphasis on safety-related features.

The company is recognized as a specialist provider of vessel tracking systems, electronic charting and mapping software systems. They have also developed industry standard safety systems representing major advances in the field of rescue and recovery at sea.

Oil Rig Platform Navigation & Safety

Requirements and issues

- Historically, to run their multitude of different products, the customer used large individually designed, rack-mounted chassis and servers, of varying sizes, up to 16U. The customer required an updated, uniformly-sized, standardized platform on which to operate all their systems. The standard system could then be adapted for specific applications, either half capacity for a single system or fully populated as a dual system.
- Many of the customer's systems are installed aboard vessels, where space is at a premium, a basic requirement for the upgraded platforms was for a smaller standardized chassis size.
- Once the key design features were agreed, the customer required an experienced industrial computing supplier with capability of handling large volume roll-outs. With an ability to provide long term technical support and customized design capabilities.
- By its very nature, the operation of safety equipment is mission critical. Reliability is of paramount importance for any new system. The customer required RAID (Redundant Array Inexpensive Discs) to be part of any new platform. A redundant 400W PSU was also specified, supplying Full System Redundancy to every system.
- The units required increased processor speed, a minimum Pentium 4, to cope with the enhanced functions of the systems.
- The customer required a supplier with change control mechanisms to address the issues of component traceability and obsolescence.
- The customer required a technology partner with a proven reliability track record and an ability to handle the customers payment terms, supply lead times and support on large project bids.



The value proposition

Proven experience in large scale projects with long term roll-out, coupled with an understanding of the customer's issues and requirements.

Extensive and well established global supply chain network to obtain best price/value components, and an ability to leverage volume purchasing over multiple projects to obtain best value for the customer.

The ability to manage change and material control to mitigate component obsolescence and superseded technology, in order to future-proof the customer from the industry's constant change.

Design, research, development and operational capability to produce industrial computing equipment to meet the rigorous requirements of the application, coupled with engineering capabilities to design and engineer customer application specific electronics.

The provision of high reliability systems solutions through the selection of high MTBF components, quality assembly and integration, extensive pre-delivery soak testing and total system component traceability.

The provision of expert consultation and analysis of open standard industrial PC technology to future proof the computing platform.

The solution



6U IPC Chassis with Dual segment back plane and dual redundant PSU. RAID compatability on all systems.

Supplied on other projects:
4U customized rack-mount chassis, fully set up and configured for instantaneous usage.

Shoebox IPC, ideal for small and compact environments.

The outcome



- ✓ The customer/Captec partnership has developed a standard hardware platform on which the customer bases all their products.
- ✓ The standard provided platform is a 6U, backplane chassis, dual redundant Pentium 4 system.
- ✓ The partnership with Captec resulted in two significant international project wins in the North Sea and UAE oilfields.
- ✓ The initial product was a successful roll-out of over 120 systems, supplied on time over a 3 month period.
- ✓ A change control mechanism was implemented to minimize the effect of product obsolescence.
- ✓ The utilization of Captec's technical support and experience in the development of the standard product has resulted in overall cost savings to the customer's end users.
- ✓ The project has established a firm relationship for future developments of the customer's technology requirements.