

# VIRTUAL ENGINEERING SERVICES

Maximize your development resources and realize high performance engineering.





WATCH YOUR BUSINESS GROW WITH OUR  
PRODUCT DESIGN OUTSOURCING.

Virtual Engineer

Kohlex offers mechanical engineering and design outsourcing services from our India Design Center. Kohlex combines cloud computing, telepresence and synchronized product data management to provide engineering and product design outsourcing for our customers. We bring enterprise class outsourcing services to small and medium sized businesses and provide access to the same resources that Fortune 500 companies have been using for years to remain competitive in a global economy.

Our India Design Center is staffed with professional Virtual Engineers (VE). A VE is simply an engineering resource that works for you remotely from our India Design Center (IDC). He or she is a mechanical engineering college graduate with experience in the work place utilizing Solidworks and Pro/Engineer. We match each VE to your requirements. We will present VE resumes for

your review as well as participate in interviews together to insure compatibility.

Your VE will work only for you and will not be time shared outside your company. Your VE will report directly to you and will submit their work product to you for review. We encourage you in the beginning to work together to set the expectation for your working relationship, but it is entirely up to you to decide the hours of operation and process for working together. Kohlex managers at the IDC are accessible to you as well for immediate assistance to your VE. IDC managers can help implement your instructions, resolve problems and provide process coordination. With such management, Kohlex makes certain the entire outsourcing process is a success at all times.

Product Data Management

Kohlex brings significant value to outsourcing by including robust Product Data Management (PDM) with every VE. Our complete PDM solution makes sure that product data is available to each member of the team from anywhere in the world and that each product file is synchronized with the latest engineering inputs from your VE and your local engineering team. The PDM vault is located in the United States in a Tier 1 enterprise class secure datacenter. By operating with one centralized vault for CAD data, an entire organization is instantly streamlined and connected. That means no more broken assemblies, unnecessary development delays, or accidental overwriting of files. From now on, every one of your designers, vendors and customers will be working with the same secure data.

Virtual Engineering Outsourcing

By outsourcing engineering services to Kohlex' high productivity India Design Center (IDC), local design teams can focus on their core competency with the net result being High Performance Engineering for your organization.

Utilizing HD quality communications systems, our IDC clearly communicates by voice, video and real-time 3D model presentations through secure internet connections. The offshore IDC team will collaborate daily with local design team members to facilitate High Performance Engineering and productivity.

We appreciate the opportunity to present services to you. We believe there is a genuine fit for engineering design outsourcing services within your organization. We think our virtual engineers will be able to contribute in the following areas:

- 1. Product design engineering
- 2. 3D model detailing applied to concept models
- 3. Drawing detailing
- 4. Bill-of-Material management for product development
- 5. Product Data Management using Enterprise PDM

How do we start?

We recommend starting with Kohlex utilizing two Virtual Engineers working offshore from India over our WAN. Based on our experience in outsourcing, we know that successful operations start with a minimum offshore head count of two people. Working as a team improves innovation, provides an internal review mechanism and most importantly ensures continuity of knowledge, through illness or resource changes. Our managers in India have been driving large offshore design teams for many years. They are skilled at resource pre-qualification. We will only pass candidates that we are sure will meet our customers expectations.

We propose to begin offshore service at the beginning of the month after we create a link from our United States based ePDM datacenter server to your LAN. It typically takes 1 to 2 weeks to fully deploy the network connectivity with new companies. We will need a site-to-site VPN connection from your LAN to our datacenter in the US. We recommend that you provide and utilize a Cisco ASA 5505 or similar device for this connection. Our IT associates can help with this network implementation as needed. We will install a software archive server at your facility to replicate files created off-shore onto your LAN. This ensures that your local staff will always have a local backup as well as quick LAN access to all the files. Software network licenses can be distributed to your team once the VPN connection is established.

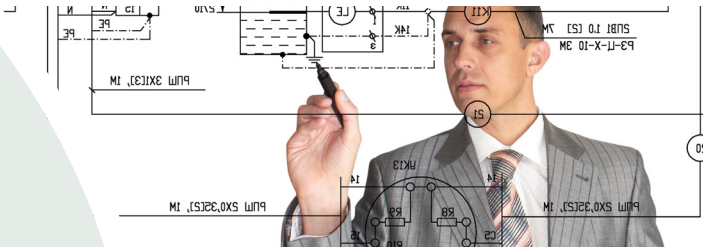


High Performance Design

INNOVATE. ACCELERATE. COLLABORATE.

Kohlex actively recruits and develops best-in-class engineers in an effort to create High Performance Engineering teams.

Innovation is a natural result of our well rounded engineers who are consistently challenged with new disruptive technologies and product development projects. Kohlex employees develop a loyalty and proprietary interest to our customers that promotes innovation in the products they design.



OUTSOURCING SOLUTIONS THAT WILL ACCELERATE THE  
EVOLUTION OF YOUR BUSINESS.

# Service Fees

			COMPARISON	PROPOSAL
Qty	Description	Kohlex Unit (USD)	Typical Total	Kohlex Total
2	Effort for offshore Virtual Engineer	\$CALL / mo	\$13,332*** / mo	\$CALL / mo
2	Workstation class engineering computers optimized for large 3D modeled assemblies with Solidworks	\$3,000	\$6,000	No Charge
2	Solidworks 2013 3D Design software (Network License)*	\$5,500	\$11,000	No Charge
2	Solidworks 2013 Enterprise Product Data Management (EPDM) (Global Network License)*	\$3,000	\$6,000	No Charge
**	Solidworks 2013 Simulation including: motion, structural, sustainability (Global Network License)*	\$9,000	\$9,000	No Charge
**	Solidworks 2013 Electrical Routing (Network License)*	Included		
**	Solidworks 2013 Design Validation including: collision and interference detection, tolerance stack up analysis, 3D CAM output, Automatic output of weld tables and cut lists.	Included		
**	Photoview 360 photo-realistic rendering software (Global Network License)	Included		
**	Solidworks 3DVIA Composer (Technical communication package)	\$23,000	\$23,000	No Charge
**	Solidworks Electrical (Dynamic electrical schematic creation)	\$9,000	\$9,000	No Charge
**	Solidworks 3D Electrical (3D routing integrated with schematics)	\$9,000	\$9,000	No Charge
**	Autodesk 3D Studio Max 2013 (3D Modeling, Animation and Rendering)	\$5,500	\$5,500	No Charge
**	V-Ray 2.0 (3D Rendering Software)	\$2,000	\$2,000	No Charge
	WebEx telecommunications access through www.kohlex.webex.com. Phone charges may apply.			
	Access to our local Solidworks Value Added Resource for phone based Solidworks technical support.			
	Total charges after 6 monthly bills		\$160,492	\$CALL
	<b>6 MONTH SAVINGS</b>			<b>(30 - 50% SAVINGS)</b>

\*Licenses are available for each engineer and when not in use may be available for your local engineering team.

\*\*Software is subject to availability from a pool of licenses for use by all Kohlex customers.

\*\*\* Based on two employees at \$60,000/yr each with 33% benefits and tax overhead.