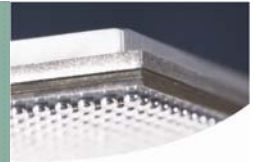


Case Study



THE CLIENT



Supercomputer Application

The client is a specialized investment and technology development firm whose activities center on various aspects of the intersection between technology and finance. Activities range from computer-based quantitative investment management to the development and financing of technology-oriented business ventures, but are tied together by a common focus on the economic implications of technological innovation. The firm has earned an international reputation for financial innovation and technological leadership.

THE CHALLENGE

Based on a considerable amount of technical and market research, the client concluded that advanced computational techniques could achieve breakthroughs within the fields of chemistry, molecular modeling, protein structure and drug design. However, the client possesses no internal design and manufacturing capabilities, so they approached EI and a leading competitor regarding the manufacture of a specialized supercomputer that would provide a competitive edge in the development of new drugs for the medical and pharmaceutical industries.

THE SOLUTION

The client's original request was for PCB fabrication, but after learning of EI's technical capabilities, high reliability and vertically integrated structure, PCB assembly as well as rack assembly and functional testing were also awarded.

Procurement will be handled by EI, except for the proprietary ASICs which will be supplied by the customer. This opportunity to manufacture two units is expected to result in \$1M in revenue in 2007 and \$20M in 2008 in the targeted medical market segment.

THE BENEFITS

This business was won because of the client's confidence in EI's ability to provide highly reliable, advanced super computing assemblies along with the required functional testing. The size of this opportunity was also a nice fit because EI will provide the necessary attention that it might not receive from a larger supplier. This client was very comfortable with the close proximity of the two companies which facilitates communication and frequent visits to EI's manufacturing facility.

