

Ensuring success through strategic partnership

Your partner in design and manufacturing services



An underwater photograph of a vibrant coral reef. The scene is filled with numerous small, bright orange fish swimming in clear blue water. The coral is diverse, with various colors including white, yellow, green, and brown. The lighting is bright, highlighting the textures of the coral and the movement of the fish. The overall composition is dynamic and colorful.

SUCCESSFUL CONTRACT MANUFACTURING

requires in-depth knowledge of customer needs as well as extensive technology expertise. Incap's competitive edge is based on proven manufacturing excellence in electronics, mechanics and box-build products, complemented by versatile life-cycle services.



In-depth knowledge of your industry

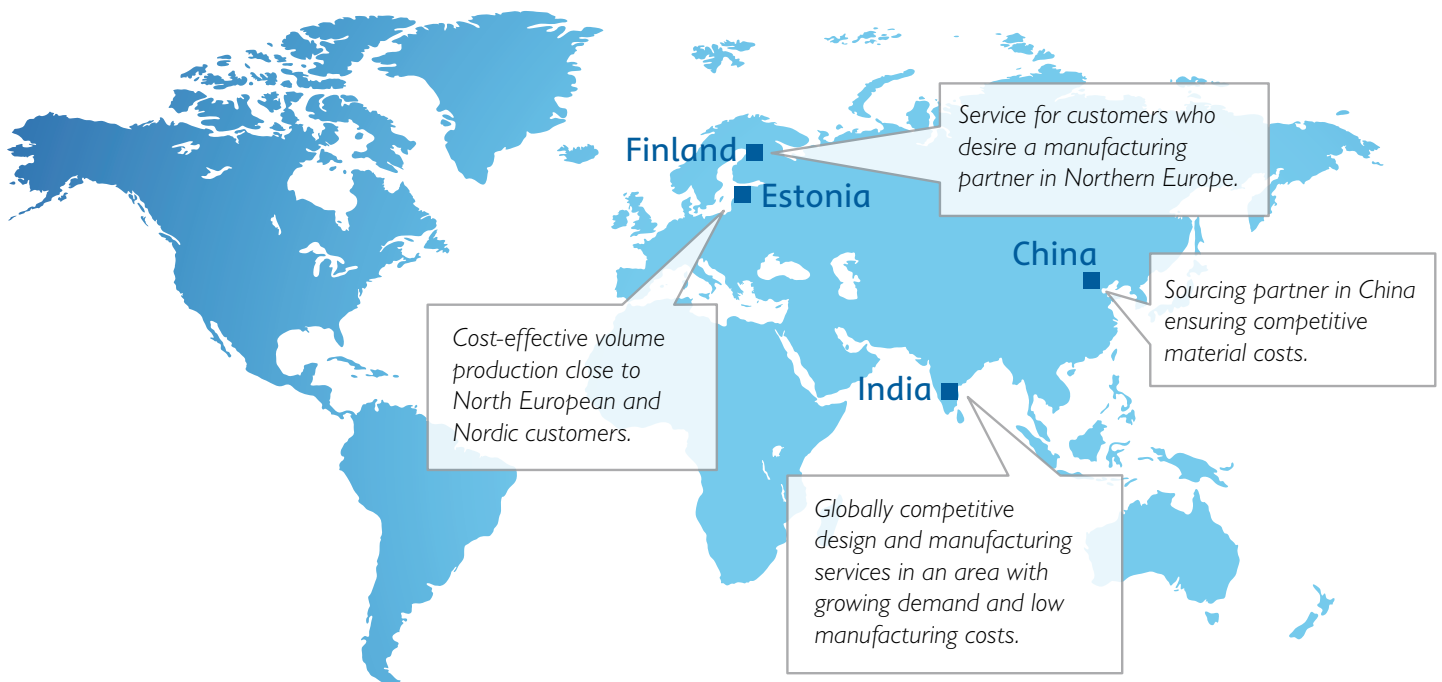
> *Incap is an internationally operating contract manufacturer. Our service offering covers the entire life-cycle of electromechanical products, from design and prototypes to manufacture and after-sales services.*

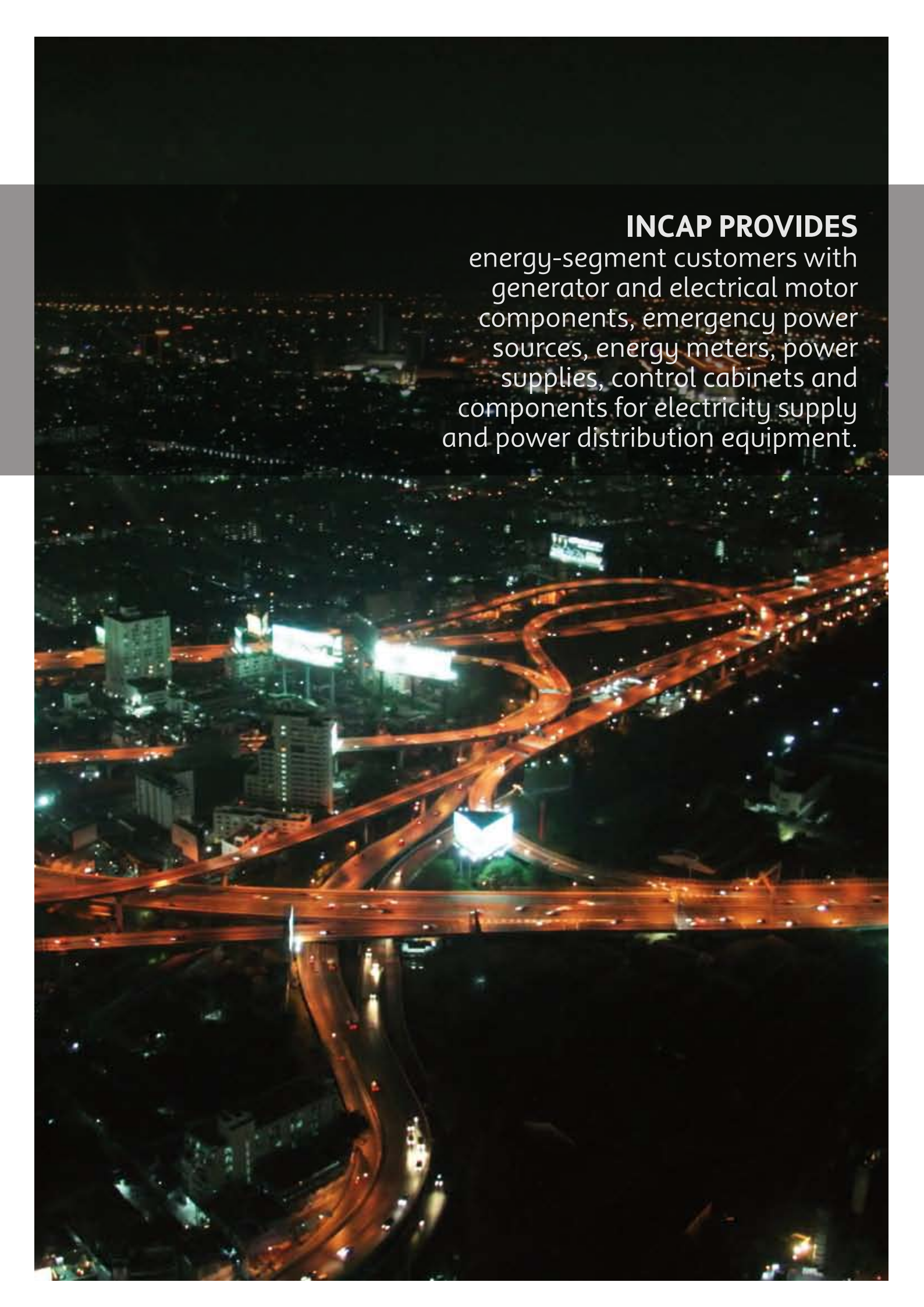
OUR CUSTOMERS are leading suppliers of energy efficiency and well-being technologies. For most of these companies, the key strategic priority is a strong global brand and its effective development, distribution and marketing. By partnering with Incap, you can free time and resources to pursue these vitally important objectives.

INCAP DELIVERS customised and quality certified manufacturing services from its modern plants in Finland, Estonia and India. We provide our customers with reliably available manufacturing capacity based on high efficiency and reasonable costs, as well as the agility and flexibility to react to changing demand.

INCAP'S EXPERIENCE as a strategic partner to leading technology companies provides a solid foundation for successful long-term partnership also with your company.

Incap's major customers include ABB, Emerson, GE Healthcare, KONE Corporation, Rapiscan Systems, Suunto, Vaisala and Victron Energy.



An aerial night photograph of a city, showing a complex multi-level highway interchange with numerous overpasses and ramps. The city lights are visible in the background, and the highway lights create a glowing network of lines. The text is overlaid on the upper right portion of the image.

INCAP PROVIDES
energy-segment customers with
generator and electrical motor
components, emergency power
sources, energy meters, power
supplies, control cabinets and
components for electricity supply
and power distribution equipment.



ENERGY EFFICIENCY SOLUTIONS

Energising your technology

> Demand for ecologically sustainable solutions based on energy efficient technologies and renewable energy sources is growing around the world, in large part due to challenges brought on by climate change.

INCAP HELPS customers to develop and implement solutions that maximise the reliability of power supplies and minimise the power loss of electrical equipment.

WE AIM to achieve a better understanding of the energy sector than our competitors and use this knowledge to develop new solutions for our customers' needs.

IN ADDITION to first class manufacturing of more energy efficient and reliable technology products, we offer this segment's customers design competence and a full range of life-cycle services in both Europe and India.





OUR CUSTOMERS' END PRODUCTS

include health and patient care monitors, performance measuring devices for fitness and sport, electronic weighing scales, dentistry equipment, coin-operated amusement machines, metal detectors, tracking devices, airport security gates, locks, and weather forecasting equipment.



WELL-BEING SOLUTIONS

Finger on the pulse of well-being technology

> Increasing average life expectancy is having a major impact on the development of technology in the service of humankind. This means growing demand for solutions that promote health, life quality and wellness.



INCAP PROVIDES technology companies in healthcare, well-being, security and entertainment industries with versatile equipment manufacturing services, which are complemented by a broad range of solutions for product life-cycle management.

WE KEEP a constant track of trends in healthcare technology and well-being sectors, proactively searching for long-term solutions that benefit our customers and their value chains.





DESIGN SERVICES

Design services to match manufacturing excellence

> *Our long-established India-based design unit serves Incap customers from around the world with technical proficiency and expertise that sets us apart from most other providers of manufacturing services.*

> *Incap's design teams respond proactively to customer needs with innovative solutions, rapid iterations and fine-tuned processes using state-of-the-art design tools.*

INCAP'S DESIGN customers are major companies in the fields of power and energy, well-being, and automotive industries. We specialise in power electronics for UPS, inverters, power supply units, battery chargers, and other electrical equipment.

OUR HIGHLY EDUCATED and experienced design engineers understand the customers' market-driven development needs and speak

the same language also in terms of technology. Their core competencies include power product design, which covers hardware, firmware, industrial design, testing, and validation.

WE SERVE OUR CUSTOMERS

by providing them with cost-efficient and reliable design solutions coupled with an effective protection of the customer's intellectual property.





In step with the world's leading synchronous machines



> *ABB and Incap have a history of cooperation spanning over a decade. As a contract manufacturer of magnets poles and rotor components for ABB's synchronous machines, Incap contributes to the global success of ABB's Helsinki plant.*

INCAP is the principal manufacturer of magnets poles and rotor components for ABB's synchronous machine rotors. All these components are custom built to end customer requirements. Magnet poles are critical to the proper functioning and serviceability of synchronous machines in transport and industrial applications.

MAGNET POLES for rotors must be coiled meticulously. As each coil is stacked into a spiral that can contain over a hundred coils, individual coils must be insulated with utmost care to protect against short circuits. No wonder, the manufacturing of magnet poles requires constant attention to quality, a keen eye for technology and finely tuned in-house processes.

"Thanks to their long-term cooperation with ABB, Incap knows precisely how a good solder seam must perform in real-life use. This accumulated

knowledge has allowed them to adopt new state-of-the-art semi-automated soldering technologies", says Stig Wetzell, project manager for synchronous machines business development at ABB's Helsinki plant.

FOR ABB, it is vital that their synchronous machine supply chain is continuously evolving in terms of efficiency, component quality and delivery times.

"Incap must stay on top of manufacturing technology at all times. The expectation is that manufacturing processes will become smoother, shorter and more efficient, while retaining the highest and strictest quality standards", points out Stig Wetzell. The two companies are also united by their shared sense of purpose and ability to soldier on even in difficult market situations.



> *ABB's market leading synchronous machines are used in the petrochemical, marine, metal and mining industries for a diverse range of applications, including pumps, blowers and compressors and ship propulsion.*



From PCBA provider into design partner



> In India, Incap has earned partnership status with one of its long-term international customers. Cooperation with KONE Corporation has lifted our company from a printed circuit board assembly provider to a design partner in power electronics solutions.

KONE delivers industry-leading elevators, escalators and innovative solutions for modernisation and maintenance, and is a global leader in terms of both technology and market share. An advanced KONE elevator guarantees smooth people flow in all types of buildings, residential or commercial.

WITH INCAP firmly established in India, KONE could now source reliable and cost-efficient contract manufacturing services from one of its long-term European partners. Located in southern India just a few hours' drive from KONE India, Incap's new plant was set up to source raw materials and components, manufacture electronics as agreed with the customer and deliver them exactly on time.

Today, however, cooperation with the elevator giant goes way beyond the original plan: in India Incap's track

record in electronics design expertise goes back two decades. This is why KONE has entrusted Incap with the design of power electronics products.

INCAP is helping design electronics vital to passenger safety and comfort in elevators. These back-up solutions ensure elevator lights and fans function even in the event of power failure. The solutions also include electronic rescue units that enable an elevator car to reach the nearest floor where passengers can exit safely.

A close partnership is essential to the design and manufacture of advanced electronics. Attaining this level of trust requires an ability to listen to customers, understand their technology needs and always deliver on promises. The feedback from KONE has been uplifting.



> Cooperation with a major global player like KONE offers Incap a unique vantage point to the latest energy efficient, environmentally sensible technology.



Scalable scales for precision and quality

SoloTop

> *Solotop is a wholesale business in the field of equipment and machines for retailers, healthcare and food and packaging industries, and it also has its own successful range of scales for retail shops and maternity clinics.*

SCALES and weighing systems have made up the core of Solotop's operations for more than 30 years. Today, the company's product range covers all weighing needs from letter scales to industrial weighing solutions. The market for the company's key product, the Crystal scale, varies depending on investments by the Finnish grocery trade, and exports of baby scales have seen a slight increase year after year.

SOLOTOP and Incap began their cooperation in 2003 when Solotop surveyed various alternatives and decided to outsource its scales production. According to Timo Tammisto, the company's President, Solotop has been satisfied with the decision: "Production is flexible and reactions to requests are swift. We have utilised Incap's services in the design of mechanics as well as electronics. The partnership has become deeper over the years, which proves that the cooperation works", says Tammisto.

ACCORDING to Tammisto, the outsourcing arrangement succeeded surprisingly well, as the transition process was

quick, there was a professional attitude to production and the quality was high from day one. After years of cooperation, Tammisto still thinks that the decision to outsource was the right one.

"Things continue smoothly, schedules are met and the quality is consistently high. Savings have been achieved through production flexibility, and as fixed costs have become variable costs. A small company's resources are limited, which makes it challenging to keep up with technological development. Incap's expertise and resources are a clear advantage for us. Solotop and Incap have clear-cut production roles, but cooperation is where it all begins", Tammisto explains.

AS INCAP also provides Solotop with products under quality processes required by EU directives, quality control is rigorous and continuous. It is a joint and shared process. In other respects, Solotop is responsible for product design and Incap for production, including procurement based on Solotop's specifications and approved components.



> *Solotop outsourced its scale production to Incap and can now confirm with satisfaction that the targeted savings have been achieved.*

Consider it well done.

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