



*Web-enabled Remote Monitoring Solutions*

12885 Research Blvd, Austin, Texas 78750 ~ Tel: 512-331-8676 ~ Fax: 309-406-3651 ~  
support@geisttek.com

## **Geist Technology Solution Process**

### **Initial Meeting:**

- We discuss the problem you are trying to solve:
  - Can it be solved using a standard product from IT WatchDogs or Geist Manufacturing?
  - Can we solve it by building on what we've done before? How much of our experience would be applicable?
- You list the inputs and outputs, plus any constraints such as size, shape, weight, power consumption or hostile environments
- You describe what our device must do, describe the software functionality
- Is this a one-shot project, or is it worth designing with future expansion in mind?

### **Planning Process:**

- Our project manager consults with the engineering group to develop a proposed solution.
- An estimate is made of the non recurring engineering cost ("NRE") as well as an estimate of what the device might cost to build in quantity.
- We deliver a formal proposal to you including a detailed description of the proposed design, acceptance tests, the estimated costs, and an estimated delivery date. The proposal is incorporated into a contract acceptable to both parties.

### **Development:**

- Our contracts usually include a down payment. Once you accept the contract and pay the down payment we begin development.
- We provide periodic progress reports as development proceeds

### **Delivery:**

- We demonstrate that the device meets the requirements by performing the acceptance tests. We deliver some number of prototype devices for you to test.
- Once you have accepted the prototypes and paid the remainder of the development costs, we deliver the design documentation, including schematics, board layouts, and bills of materials.

### **Deployment:**

- We will offer to build production units for you.
- If you would rather build them yourself we will sell you processor modules or programmed microcontrollers for a price that includes a software royalty for our system code.