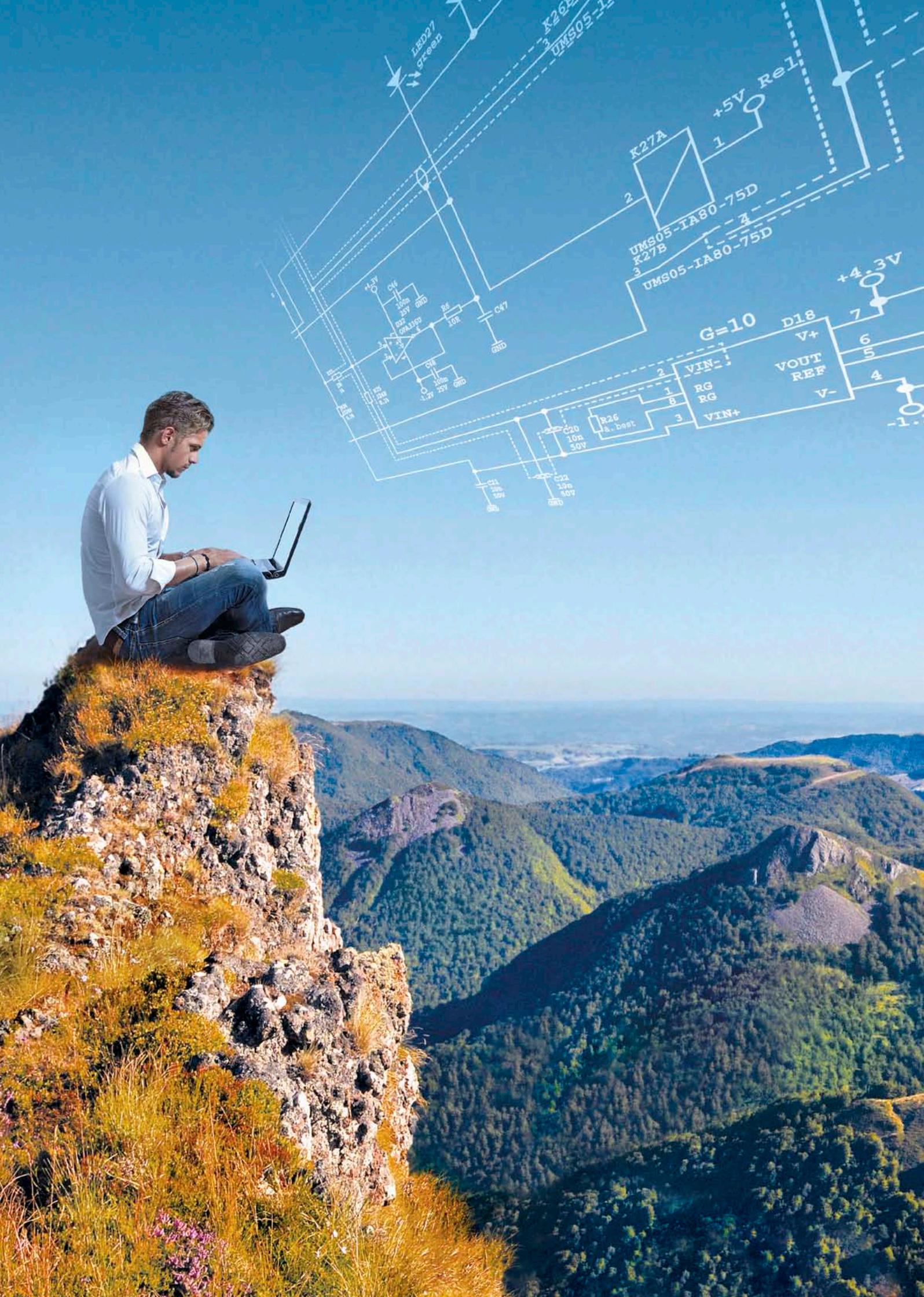




# EXCO. The Quality Company

## Solutions for Industry and R&D







# About Us

## Our experts keep track of complex project work

Every innovation poses new challenges to products and processes. EXCO transfers expert knowledge and experience to highly demanding client projects. This results in strong partnerships and excellent technical solutions.

EXCO is a globally active technology services provider that delivers consulting, project work and ready-to-use solutions. EXCO provides tailor-made project support in product, laboratory and production environments. From initial consultations to lifecycle management, EXCO embodies technological expertise with special focus on quality assurance in development, production and testing.

EXCO is active primarily in those sectors where products and processes must meet the highest requirements in terms of quality, efficiency and safety: for example, in medical technology, pharmaceutical production, biotechnology and the chemical industry. EXCO also operates in other sectors where R&D intensity is clearly above average.

With more than 300 employees, EXCO works for major global players and leading small and medium-sized technology companies. Founded in 1994, EXCO has grown steadily even during challenging economic cycles. In addition to EXCO's headquarters in Frankenthal, EXCO established several branch offices across Germany as well as a subsidiary in Switzerland.



### What drives us?

Our clients' individual needs. Mastering complex challenges. Implementing our key values. Constantly enhancing our expertise. The excellence of our mutual results.

**Our tailor-made project solutions  
allow clients to concentrate on  
their core business.**

Step7			
S1 N	MD2		
N C	MD2		

S8  
step8

Step8			
S1 N	MD4	=	T#OMS
S1 N	MD4	=	T#OMS
N C	MD4	=	MD4 +
			TICKS_DELTA

S9  
step9

step9			
S1 R		M8	
S C		M	

T4  
Trans4

T5  
Trans5  
S1



# Our Solutions

## We lay the foundation for growth

EXCO brings complex technology projects to fruition: from the initial concept, planning, development and implementation all the way to quality assurance and full documentation.

EXCO's quality consultants belong to the leading specialists in qualification and validation, especially in medical technology and diagnostics.

EXCO's IT experts collaborate efficiently in developing intelligent software and system solutions, ensuring first-rate customized results.

EXCO's automation specialists are forward-looking engineers that have a keen eye for

process control systems in process engineering and manufacturing.

The highly reliable services and above-average flexibility supplied by EXCO are made possible by proactive team members. For over 20 years, experienced technicians, engineers, computer specialists and natural scientists have been fully committed to fostering the competitiveness of EXCO's innovative clients.

As a result, consistent and reliable development solutions are carried out in a prompt, flexible and tailor-made manner. Everything is in line with time and budget.



What is our approach to customer focus? Our philosophy is to listen and work in partnership with our clients. We understand their day-to-day operations and provide practical, hands-on solutions that work. As an engineering partner, we keep track of market innovations and draw on trends where necessary.

**We lead our clients to success. We maintain strong, long-term partnerships based on trust and mutual respect.**





# We Generate Your Quality

## Nothing prevents us from implementing QM standards

Absolute precision and unmitigated reliability are the most critical factors when bringing highly complex products successfully to market in a regulated environment.

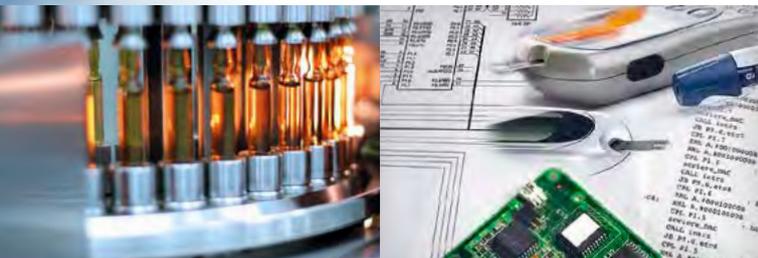
As an expert consultant, EXCO performs all quality assurance activities required in the development of software, processes, systems and analytical methods. On the basis of Good Practice (GxP), EXCO has developed a time-tested set of qualification methods ensuring that production processes and end products meet the highest regulatory standards.

EXCO's experts have years of experience in interpreting and applying current QM standards, processes and regulations in order to comply with economic parameters and the expectations of authorities.

EXCO serves clients all along the supply chain, ranging from drafting requirements specifications to assisting clients during certification procedures.

This enables EXCO to offer complete service packages. Specialized experts validate systems, qualify processes and equipment, verify software in medical products, carry out product testing in device development, ensure systems integration and support method validation in analytical chemistry.

EXCO specialists develop quality management systems that comply with all relevant regulations (FDA, GxP, ISO) and help clients gear up for official inspections and audits.



Why do we provide more value than just compliance?

We take up the challenge to help clients meet regulatory requirements and establish efficient risk management processes in a manner that maintains business flexibility.

**We provide much more than simply meeting standards. We create an understanding for systems and processes so that quality can be incorporated to its fullest.**

```
// Handle all requests in queue.  
iterRequestQueue = m_queueRequest.begin();  
while (m_queueRequest.end() != iterRequestQueue)  
{  
    // Get request from current element.  
    iterRequest = m_mapRequest.find(*iterRequestQueue);  
    pRequestEntry = (*iterRequest).second;  
  
    // Remove request from queue.  
    m_queueRequest.pop_front();  
  
    // Set state of request to in progress.  
    pRequestEntry->enuRequestStatus = RequestStatusInProgress;  
  
    // Execute the request.  
    EvaluateRequest(pRequestEntry->pRequest);  
  
    // Set state of request to finished.  
    pRequestEntry->enuRequestStatus = RequestStatusFinished;  
  
    // Get next element from queue.  
    iterRequestQueue = m_queueRequest.begin();  
}
```



# We Develop Your Software and Systems

## No pipe dreams, only first-rate IT solutions

EXCO's IT experts create software and systems solutions for high-tech products and processes as well as for complex business applications.

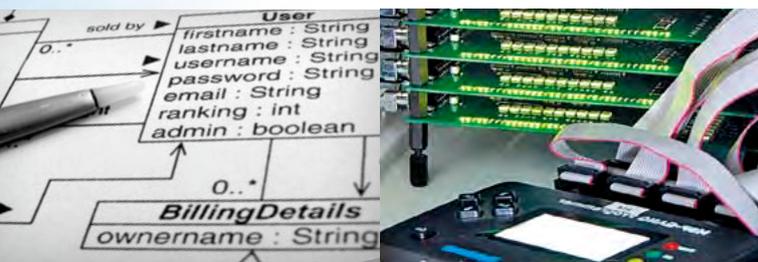
EXCO systems specialists are proficient in implementing custom-made software solutions in products, at testing and production facilities, in laboratories and analytical chemistry. They are experts in software engineering and as well as in regulatory compliance.

As project partners, EXCO's IT specialists feel most at home tackling demanding project tasks in sectors associated with medical

technology, pharmaceuticals and the chemical industry. If required, they will be on hand from the very beginning, for example by carrying out feasibility studies and by developing requirements specifications.

For customized and reliable IT solutions, EXCO's experts use a broad range of professional tools and experience in developing specific methods suited to each individual project. EXCO is also a Microsoft® Partner.

EXCO's certified IT specialists achieve excellent results by applying standardized development and testing processes.



How can EXCO benefit your company? Our proven efficiency is firmly grounded in years of experience with standardized development procedures and processes. This allows our clients to save on resources and costs.

**We provide individualized solutions and tailor-made results to increase our clients' efficiency and success.**





# We Automate Your Facilities

**To ensure that everything flows smoothly,  
we maintain transparency in your processes**

Productivity, effectiveness and efficiency of processing plants present a constant flow of challenges to operators. EXCO specialists deliver automation solutions based on intelligent, state-of-the-art process control technology.

From feasibility studies to commissioning, EXCO ensures that our clients' processes and manufacturing lines run smoothly. EXCO applies a holistic approach to develop structures and strategies that lead to reliable and efficient solutions.

EXCO's broad range of services is scalable according to client requirements. Technicians and engineers carry out projects all the way from the initial process design to ERP access, including the design of electrical, instrumentation and control technology. EXCO's portfolio also involves process qualification as well as services and support in life cycle management.

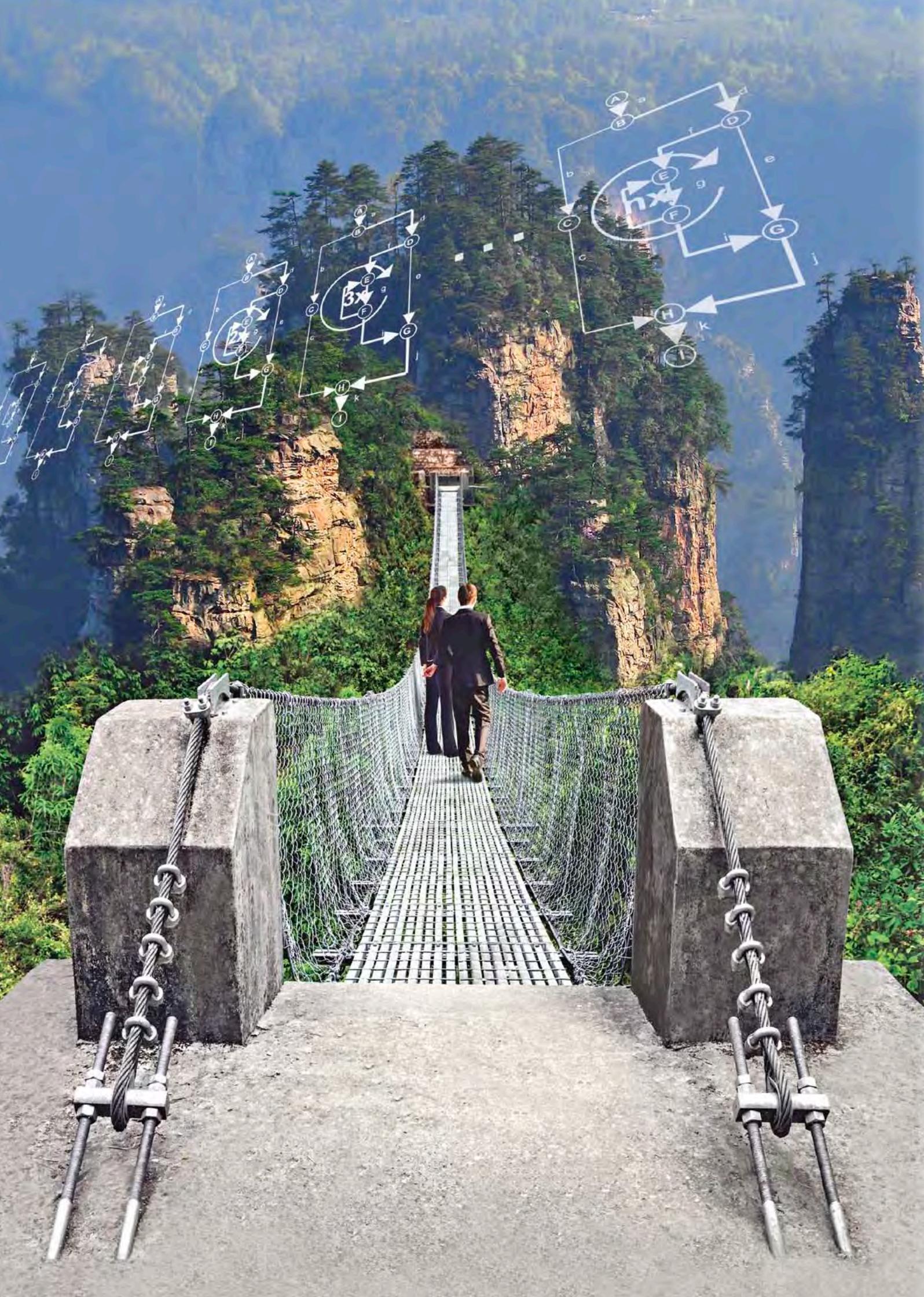
A network of strategic partners consisting of market-leading engineering companies and of plant and systems manufacturers enable EXCO to operate as general contractor.



How do we assist clients in process control and production?

We keep your processes under control. Our solutions ensure the productivity of your production facilities. We also constantly scrutinize production processes, optimizing them where necessary.

**Our aim is to deliver integrated solutions  
that lead to state-of-the art and cost-effective  
production processes.**





# We Train Your Staff

## Professional training builds bridges and eliminates knowledge gaps

EXCO is an independent service provider for quality assurance projects that involve systems development, testing methods and production processes.

EXCO trainers pass on theoretical and practical knowledge of current test standards, methods and processes. Training sessions may either be held in EXCO's own facilities or, if requested, on clients' premises. Usually, EXCO's courses are tailor-made to suit clients' individual needs and qualification requirements.

Participants benefit from the practical, hands-on approach of EXCO developers and test managers. As trainers work directly with users, they are able to draw on a large pool of case studies.

EXCO is officially accredited by the German Testing Board (GTB). The GTB develops the curriculum for the International Software Testing Qualifications Board (ISTQB®) in Germany.



What is your additional value?

Our training courses are tailor-made and flexible to suit individual needs within an optimized time framework. In addition to teaching current standards, we adapt our training to each unique system and solution environment.

**Thanks to years of practical  
experience, our trainers know  
what they're talking about.**

# Our Commitment

## **We live quality**

Quality is EXCO's highest priority. It is our key principle. Quality management certifications (DIN EN ISO 13485 and 9001) issued by TÜV SÜD create the framework for our daily work.

## **We carry responsibility**

Our Environmental, Health and Safety (EHS) Management System enables us to live up to our responsibilities. We get involved and seek to provide support to those who require special attention. We take on social responsibility via regular donations.





# & Values

## **We work as a team**

We place considerable trust in our employees, all of whom we select very carefully. We appreciate their individuality and seek to maintain an atmosphere of mutual respect and exceptional teamwork. Challenging tasks and professional training motivate our employees and allow them to develop their talents.

## **We promote balance**

EXCO considers cultural diversity, heterogeneity and equal opportunities just as important as maintaining a healthy work-life balance.





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