

## Panel Discussion III

# Realizing Advantech Design & Manufacturing Services (DMS)



**Moderator:** Shawn Jack Sales Director, Advantech North America

**Panelists:** Kunal Agarwal GM of IoT, Symantec  
Vincent Chen AVP of ACG, Advantech HQ

















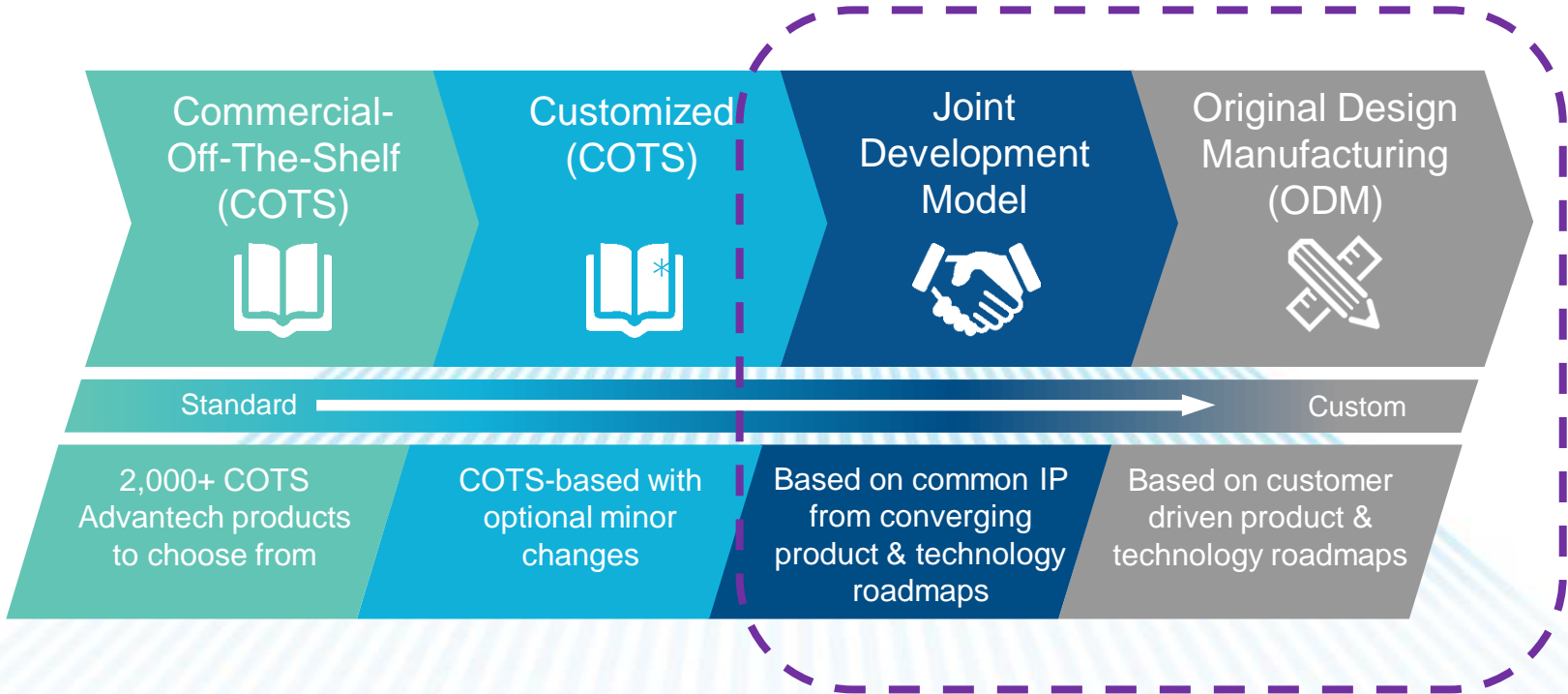
**BIG SALE**

**SAVE 25-50%**  
on sale and clearance styles





# Choices – Just for You

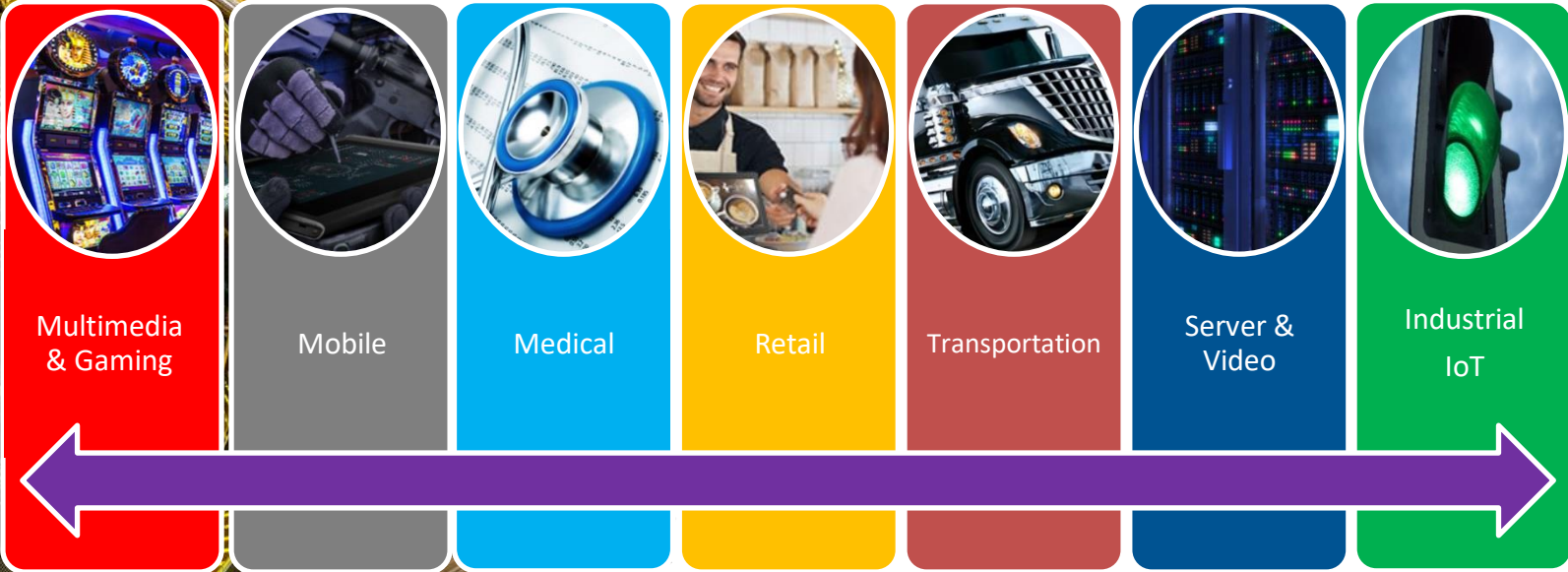


Advantech’s relationship and collaborative working model can adjust to different needs.

# Design & Manufacturing Services (DMS)

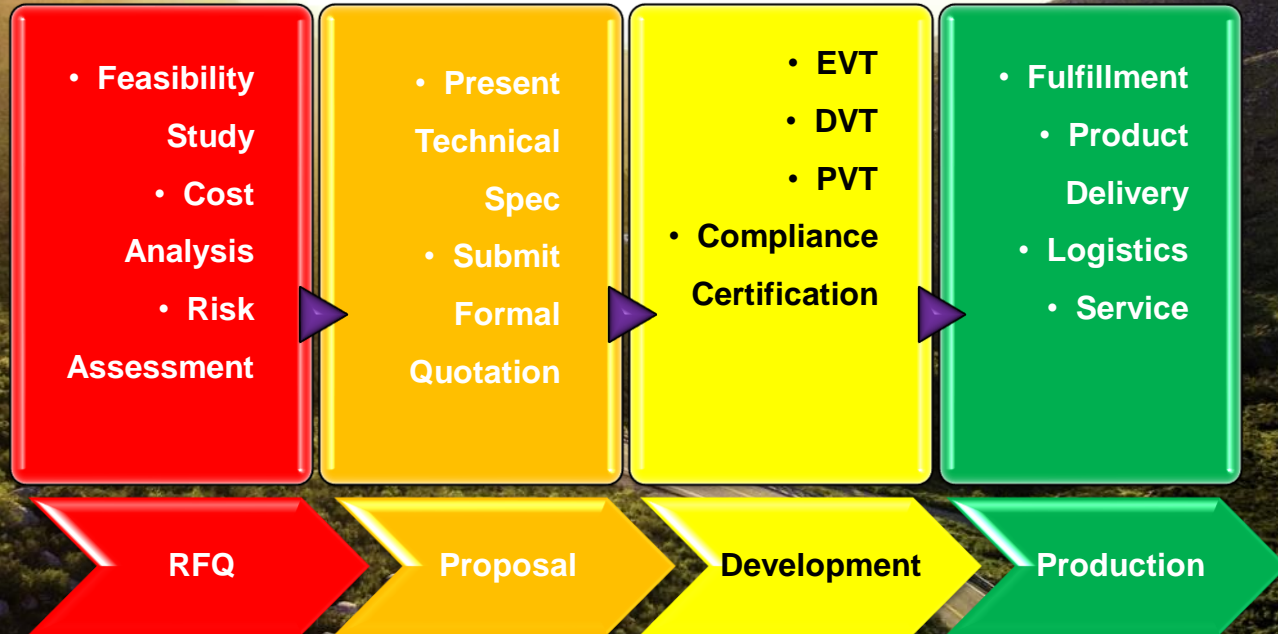


- DMS aims at providing the best solution to match your vertical market requirement





# DMS – The Road to Success







Confidential



NEURAL

Confidential



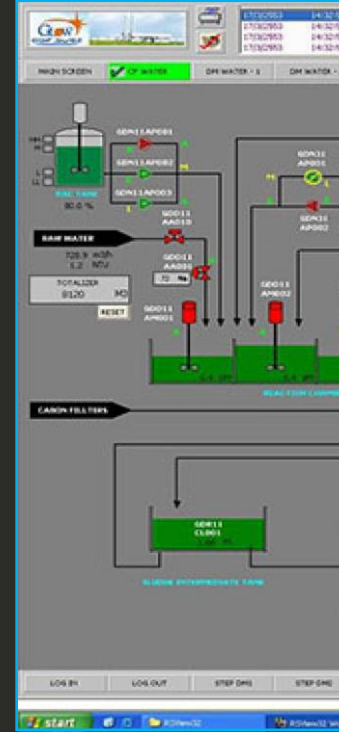
Manufacturing



Ships & Logistics



Automotive MFG



Oil/Gas



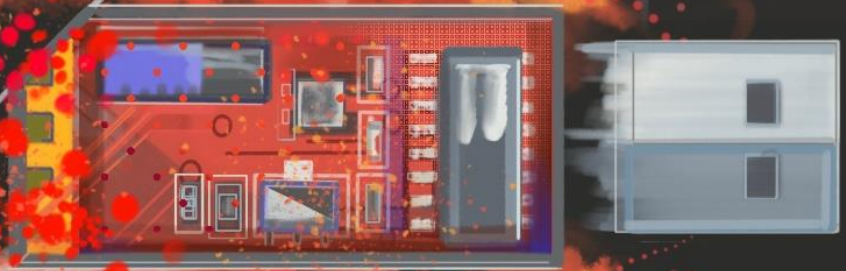
Pharma/Hospital



Confidential

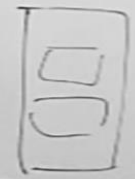
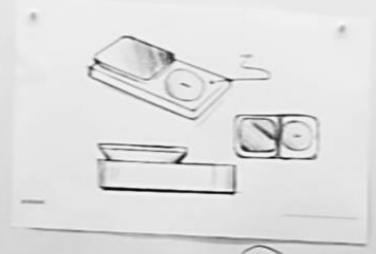
## USB Usage in Industry

Up to 50% of USBs  
contain malware

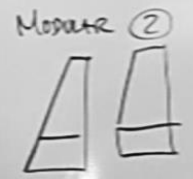


1200

42x108



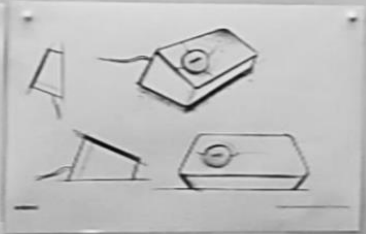
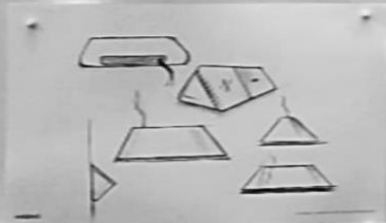
Confidential



STATUS LED?  
DIMM:  
16:10  
1980 X 1200



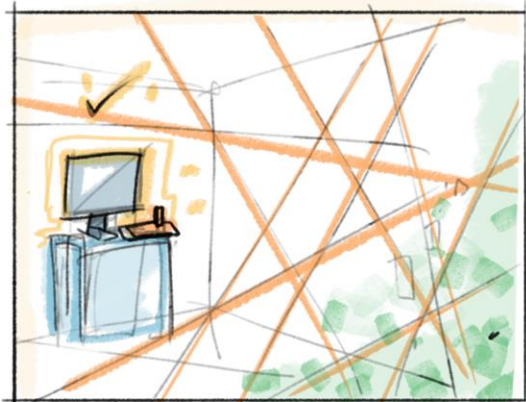
WEDGE



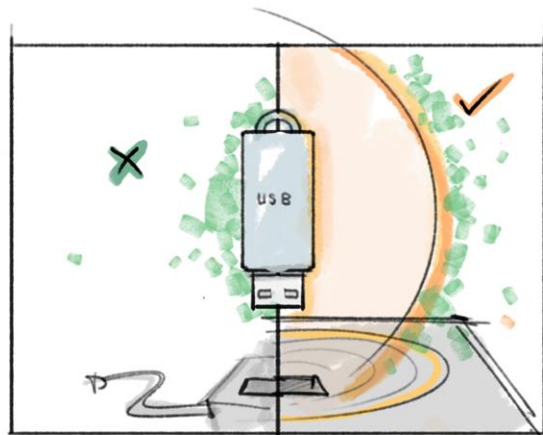
MANUALLY  
USB-CENTRIC  
SUBSTANTIAL  
STABILITY



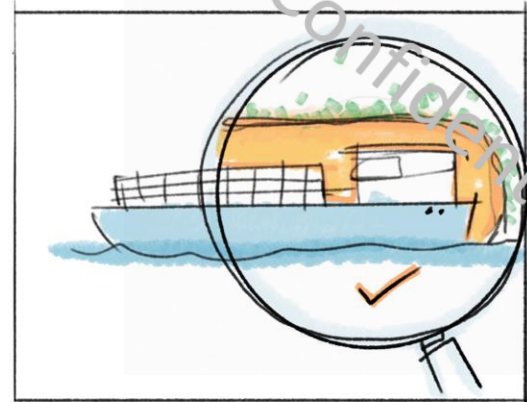




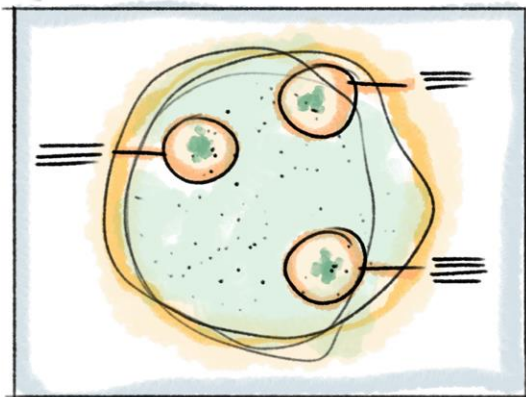
1A "LASER-HEIST"



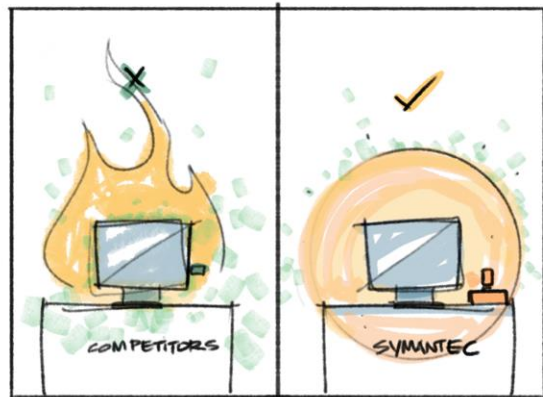
2A COMPETITION SYMANTEC



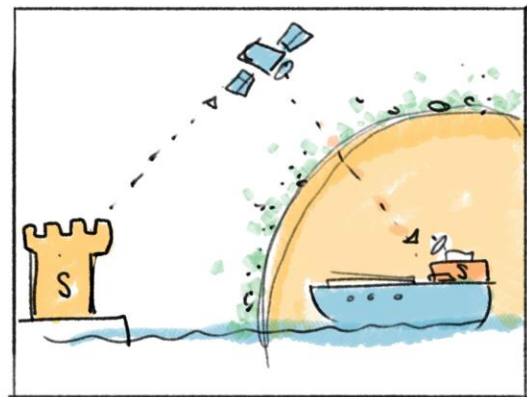
3A "UNSEEN SECURITY"



1B "GALAXY SCAN"

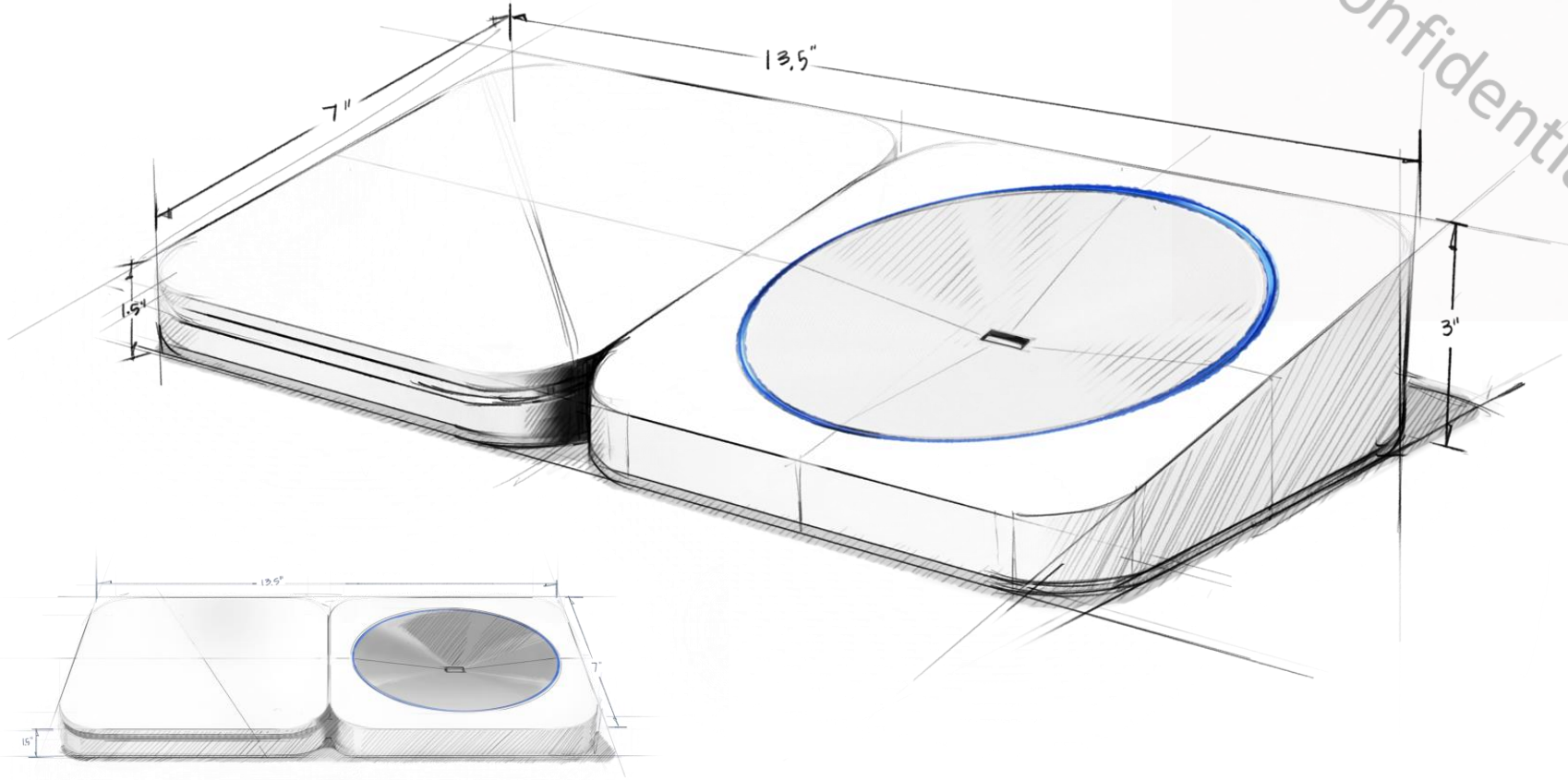


2B "NO COMPARISON"

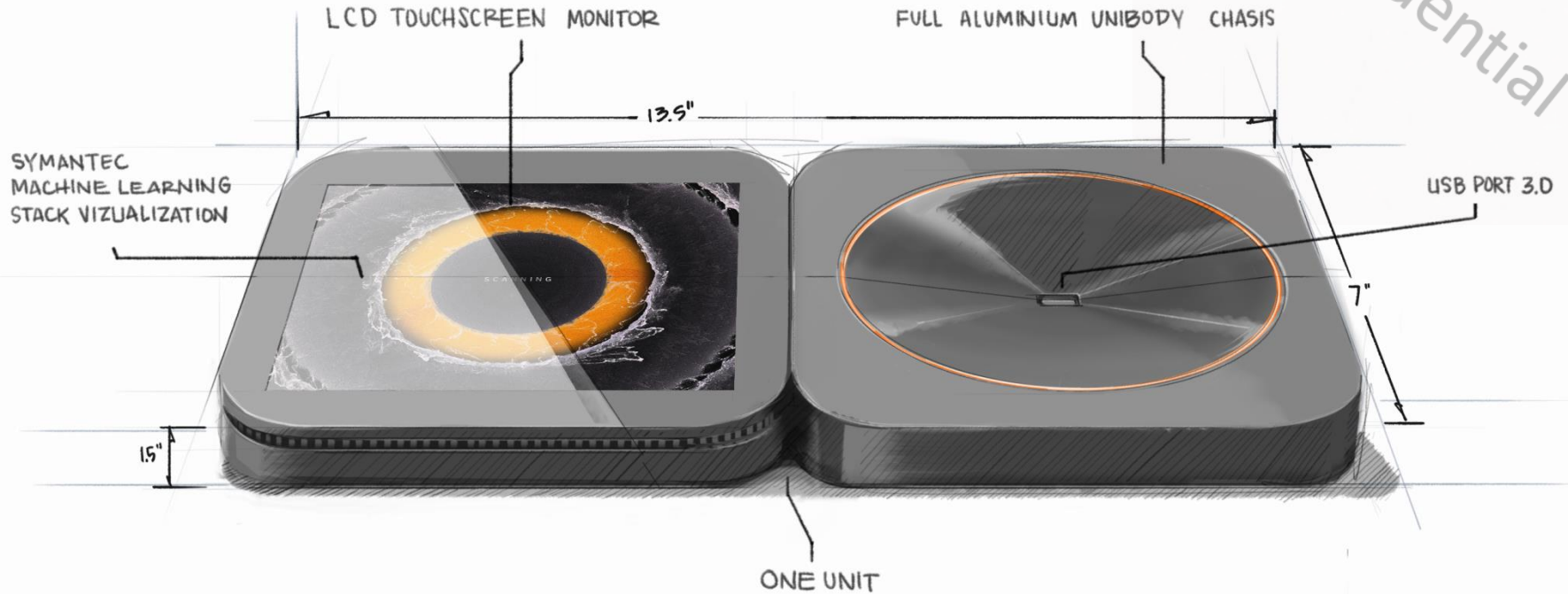


3B "SECURE ANYWHERE"

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Confidential

# ICSP NEURAL





Confidential



# The ICSP Neural USB Scanner

4-Finger P-CAP Touch

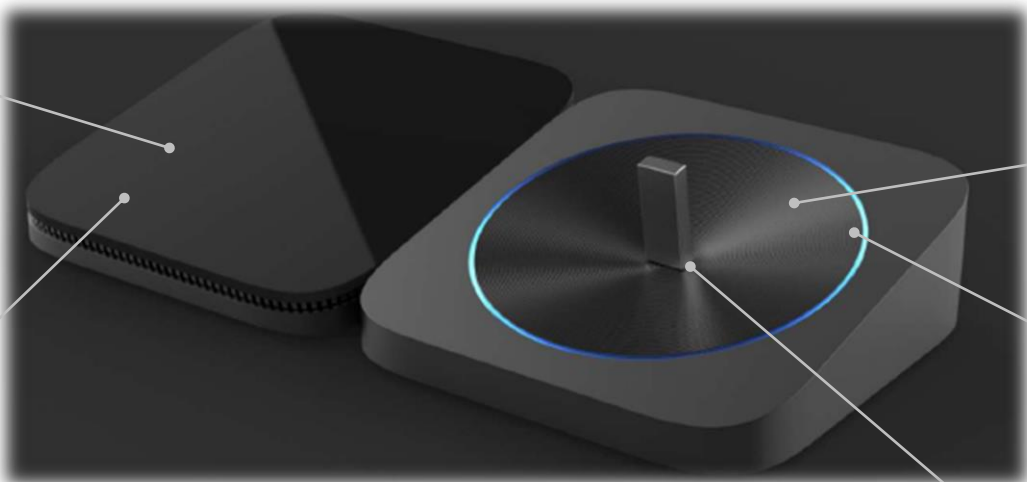
6.4" LCD, 1400 nits  
-20 ~ 80 °C Wide-temp

3-Axis Sensor  
MB, Storage, Fan-cooler

Cone-Shaped  
Metal plate

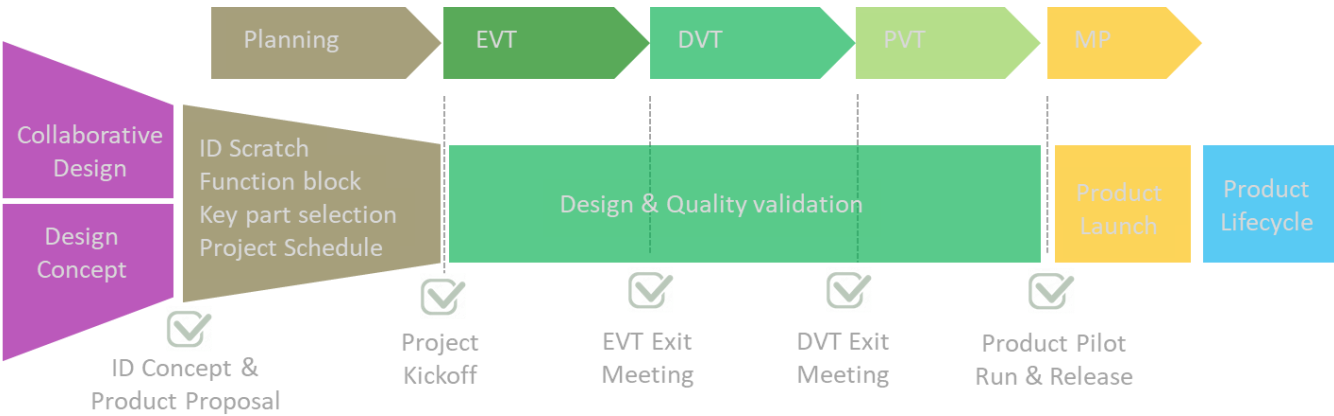
LED Light Ring  
RGBW (80 GPIO)

IP64 Waterproof  
USB3.0 Connector





# 6-month from Concept to MP



**Quick Design & Adaptabilities**

**EE, ME, Thermal and Display Integration**

**CNC & Anodizing, Cables, LED board**

**DQA Function & QA Lab Validation**

**QC Flow Control & Vender Quality Audit**

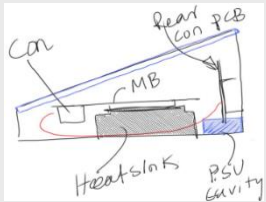
# Space, Heat, & Thermal Simulation



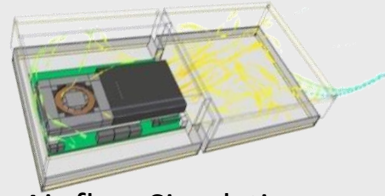
LCD Heat



MB TDP 15W



Space Limitation



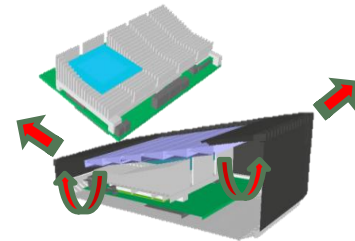
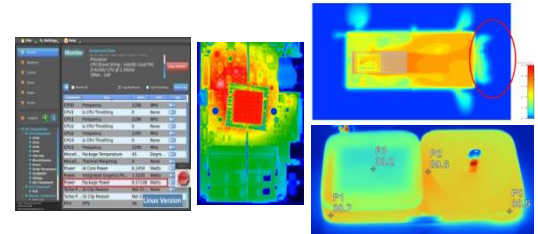
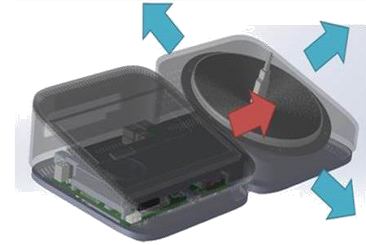
Air flow Simulation



Chamber Simulation



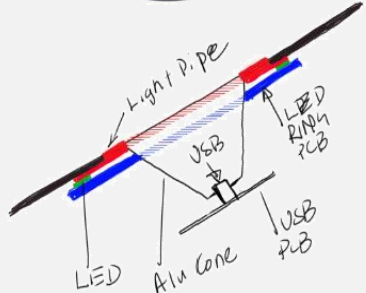
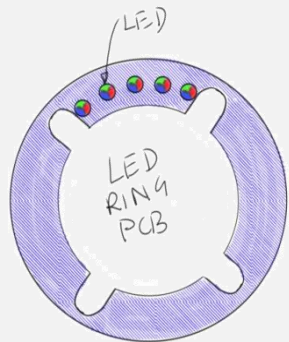
Optical Design





# The Programmable LED RING Status Indicator

## LED Design Concept



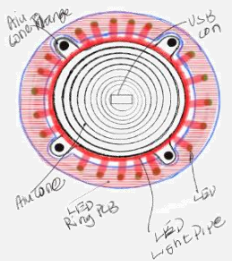
### Light Conductive Design & Mold Flow Analysis

### LED-Ring/USB-Cone Fitting

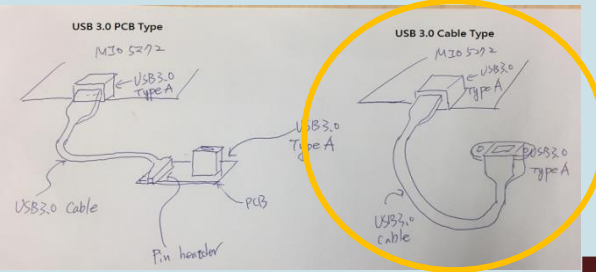
### Program Arduino Code

# The Waterproof USB3.0 & Cone Design

## Cone Design Concept



## USB 3.0 Design Concept Sketches

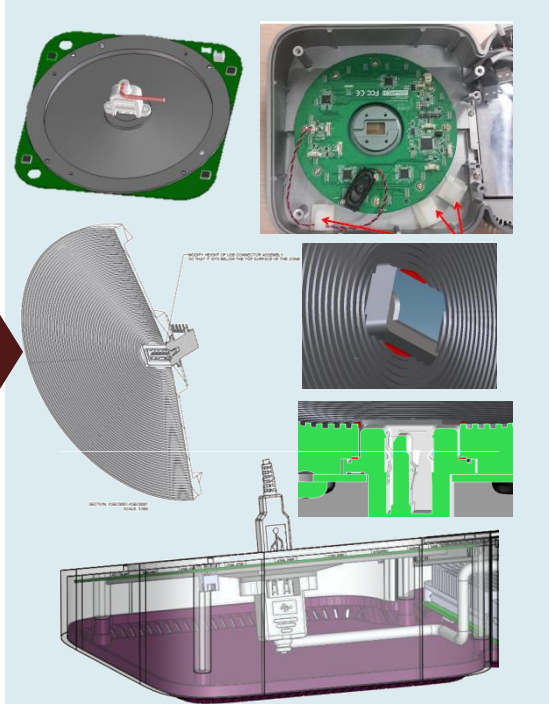


## Waterproof Design

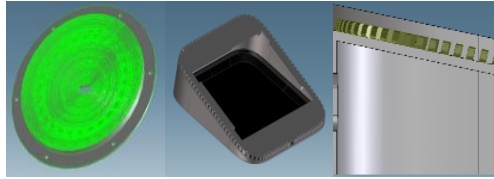


IP64 Compliant

## Selection from Variety of USB 3.0 Suppliers



# Everything to Shorten Developing Schedule



Apple-like CNC Texture



CAD Design



3D Printing



CNC Mock-ups



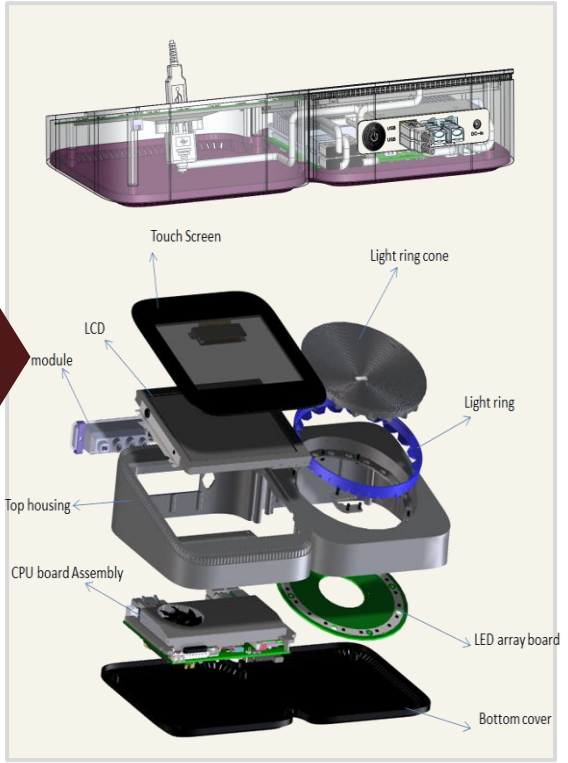
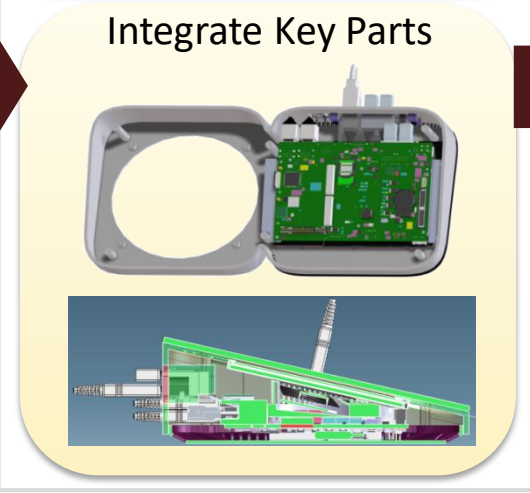
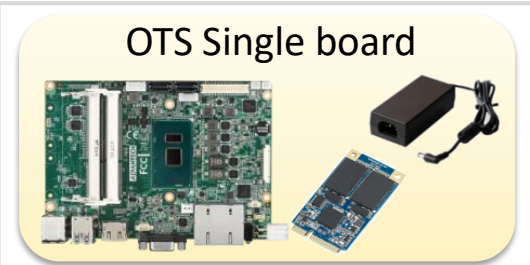
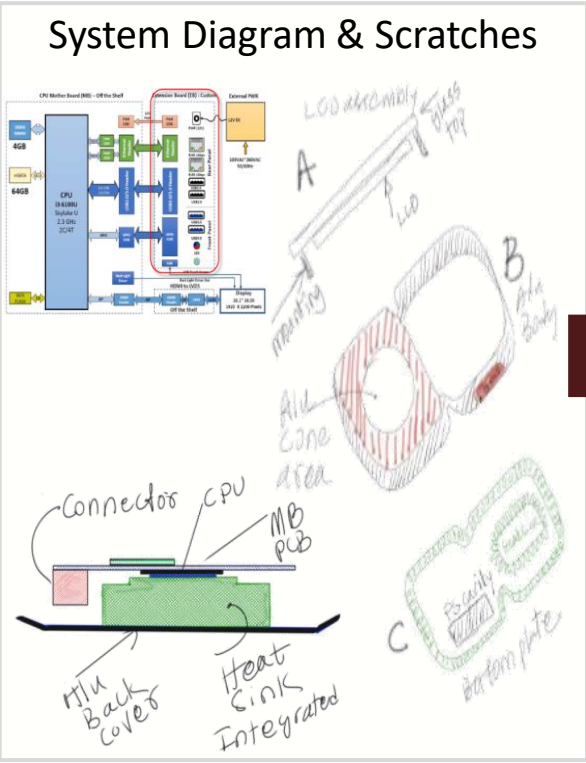
Apple-like CNC Texture  
Early Samples



Early Assembly Validation



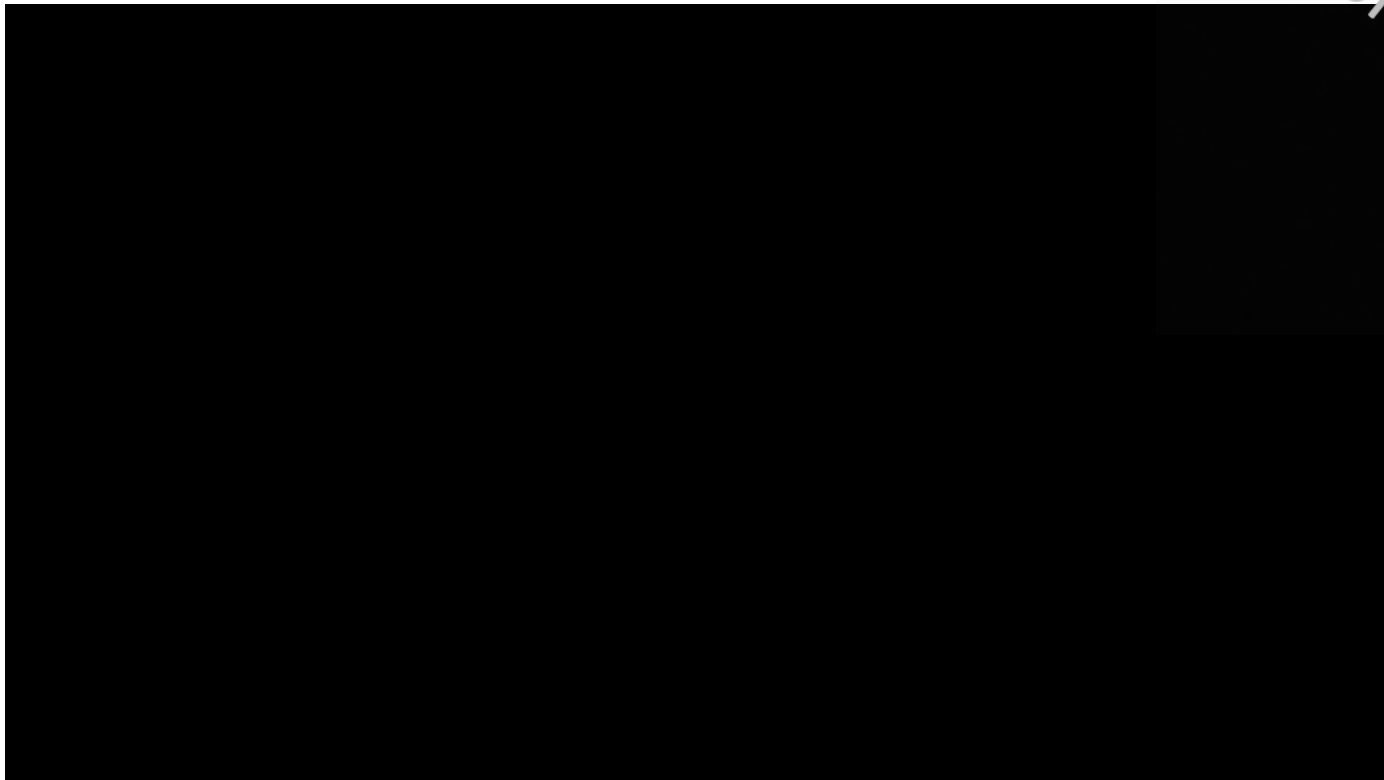
# OTS SBC for Early Verification & L/T



# OTS SBC for Early Verification & L/T



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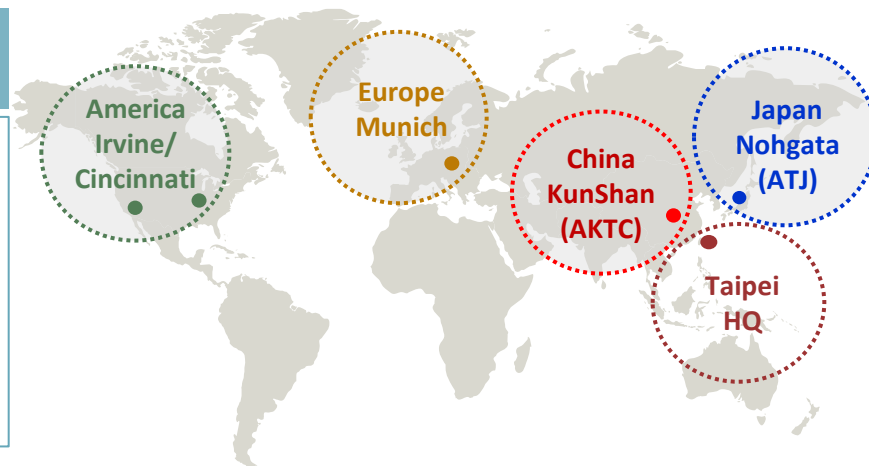


# Global DMS Footprints

Supports from both Advantech HQ & Local Teams

## Regional DMS Design Centers

- Taipei, Linkou Campus (ACL)
- China KunShan AKTC (ACN)
- USA, Irvine & Cincinnati (ANA)
- Europe, Munich (AEU)
- Japan, Fukuoka (ATJ)



## Vertical DMS Sales

- Medical Equipment Builder, Europe (MEB)
- Gaming Solution Sector (Global)
- Robot Industry Automation, Japan (ATJ)

## Vertical Focused DMS Services & Product Divisions



IoT Appliance & Solutions (IAS)



Medical Equipment Builder (MEB)



Intelligent Display Computing & ARM DMS



Panel Computing & Tablet



Automation & Transportation



Gaming DMS



# Fully Leverage OTS Embedded Platforms

## Industrial Peripherals



## Intelligence Software Built-in



## Edge to Intelligence Solutions

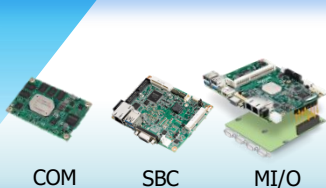


## Embedded Systems

## Vertical Focused Systems

## Edge AI Solutions

## SW Distribution & Cloud



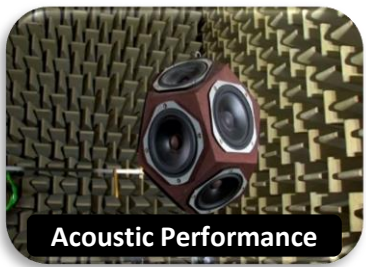
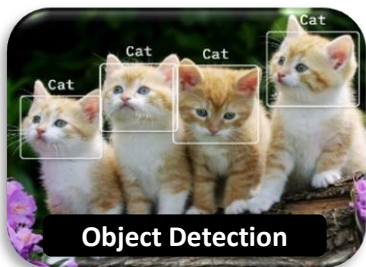
## Small Form Factor

## Industrial Motherboards

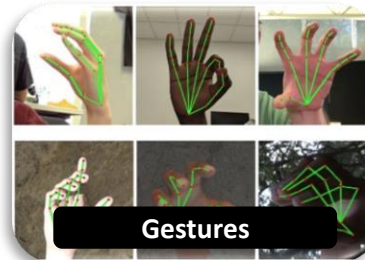
## Arm-based Platforms

## Wireless Solutions

# You have the vision? We can make it a reality!



YOU









# Co-Creating the Future of the IoT World

