

OEM / ODM

Industrial PC

VMEbus & PMC

Touch Screen Displays



To be the First Choice **Hardware Development Partner**  
for IPC, Embedded Systems, Touch Screen Displays,  
OEM Design & Build.



### Markets Sectors

BVM's expertise extends to many areas with experience gained from working with partners worldwide.

*"Indeed there are BVM systems in service which have been working for twenty years."*

R Clarke CEO

Areas of particular note are:

- Mobile Systems & M2M
- HMI Display & Control Systems
- Graphics & Video Capture
- Security & Surveillance
- Gaming & Technology
- Transport & Logistics



*Whatever your demands are,  
BVM can meet them  
creating a product which  
is original, comprehensive,  
robust and unique to you.*



### BVM Global Network & Industrial PC

**BVM** has a global network of integrated partners including many well recognised brand manufacturers. When supplying components and products in nearly all cases **BVM** provides some form of additional configuration to add value to the item because of a special requirement from the customer.

**BVM** has an extensive stock in our UK warehouses plus service, pre and post sales technical support and supply all performed under our ISO9001 certified quality assurance procedures.

We offer a wide range of products from Industrial PC (IPC) motherboards of various form factors to embedded systems and Panel PCs. We will work closely with you to ensure that all product specifications are to your requirements.

During a product's lifetime obsolescence management is an important function and **BVM** works with its global network of partners to ensure maximum notice and minimum impact. This is demonstrated by the fact that **BVM** is still able to supply product first shipped twenty years ago.

### BVM OEM / ODM

From concept to design through to development and production, **BVM** offers a full OEM / ODM design and build service.

The concept, design, development and small batch production is operated from our UK premises near Southampton because we believe it is good for our engineers to be easily accessible throughout this process.

Once the products and production processes are firmly established **BVM** will work with our partners to take profitability to the next level and to jointly act together to keep ahead of the competition.

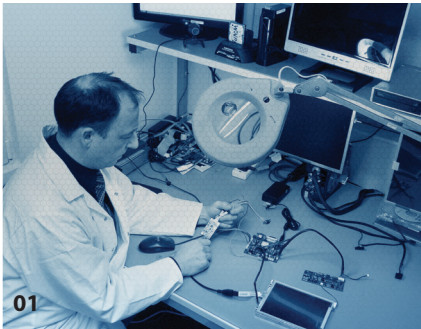
### BVM VMEbus & PMC

**BVM**'s roots are in traditional VMEbus technology and in the late 1980's **BVM** launched a range of VMEbus Boards designed by **BVM**. The products are solid and robust resulting in long standing high profile customers still using the **BVM** VMEbus boards today.

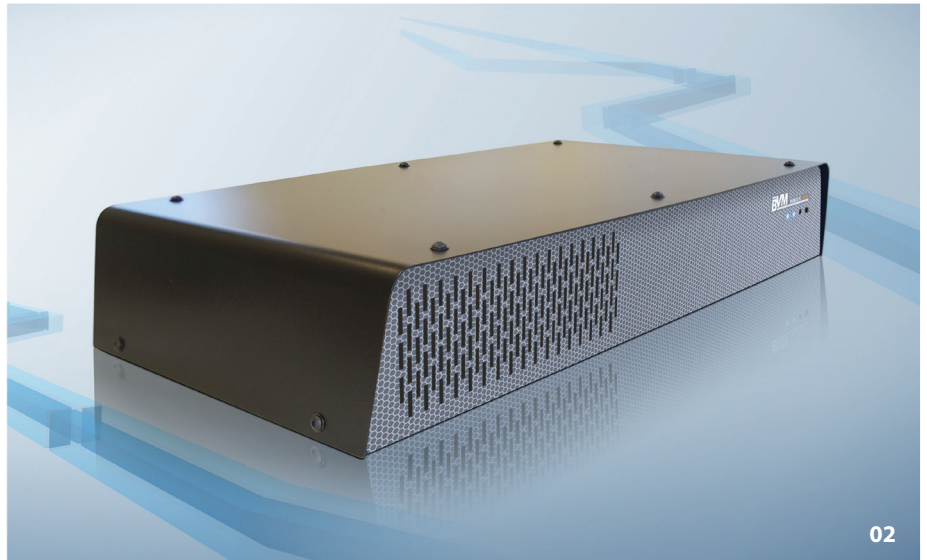
PMC modules, again designed in-house by **BVM**, were added later and this is a very active product area today.

**BVM** still offers a range of VMEbus modules as an alternative to the now de-listed Motorola boards and both VMEbus and PMC continue to be a large part of the **BVM** group.

- 01 Inside a BVM Lab
- 02 The OB200 Mobile PC



01



02

## BVM Values

**BVM** believes in Partnership and Teamwork, with our staff, our customers and suppliers. By integrating and working together as one with clients and suppliers we form a Team to develop products, markets, sales and profits in a sustainable way.

It is this approach along with our 5 core Capabilities of Technical Expertise, Development, Responsiveness, Production, and Partnership [what we call the **BVM** 5Cs] that has ensured continued growth for **BVM** and our Global Network of Partners.

It is why customers select **BVM** and continually work with **BVM** over many years, because they know **BVM** listens, develops and above all delivers, resulting in peace of mind, technical achievement and profit growth.

This can only be achieved by the people we work with, our customers, our suppliers and of course our staff, working together as a Team. It is the **BVM** Team of integrated partnership.

*“Partnership,  
Focus and Trust.”*



The BVM watch words are;  
**Partnership, Focus and Trust.**

- Partnership;** Working together with our clients as a team, **BVM** produce an integrated approach that delivers on quality and reliability.
- Focus;** To design, develop and deliver class leading products, with a “Can-do” approach. We focus on every aspect of the brief to ensure no details are missed.
- Trust;** At **BVM** we believe that communication is key. Open discussion with our clients ensures all targets and the quality you require are always achieved with complete confidence.

## Core Competencies

### Hardware

- Design & Build
- System Integration
- Embedded Components
- Supplier (iEi, Commell & Microsoft Partners)
- Technical Support & Sales
- Source & Supply

### Development

- Responsiveness – Technical, Development & Speed to Market
- Technical Capability – Expertise, Knowledge and Quality
- OEM, IPC, Displays, PMC & VMEbus Experts
- Versatility & Adaptability
- Concept, Design through to Production
- Cost Effective – BVM Adds Value, Develops Markets & Sales in Partnership

### Partner

- Partner for Development, Production & Strategy
- Strong & Reliable Working Relationship
- Microsoft Partners – 1 of a Few Selected Key Partners Across EMEA
- Wincomm “Outstanding Partner” Award
- iEi & Commell Master Distributors
- ISO Standards

Tel: +44 (0) 1489 780144  
Web: www.bvm.co.uk  
Email: info@bvmltd.co.uk

