

Why Owens is the preferred design + build partner for advanced equipment manufacturers and OEMs

Making a science out of designing and building complex equipment

For over 25 years, Owens Design has specialized exclusively in designing and manufacturing complex, advanced technology systems.



We have focused specifically on the semiconductor, hard disk drive and solar energy industries, and we have turned product development into a science. This unique process has made us successful and also attracted a world-class following...

Which is why seven of the top ten Silicon Valley semiconductor equipment OEMs are our customers.

And over 60% of the world's hard drive media are now produced on our equipment. And over 90% of our customers come back repeatedly.

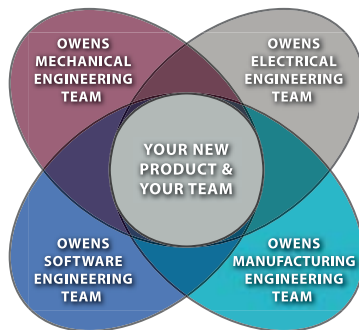
And there's a list of very good reasons why they do...

To turn out an even better final product

A superior product begins with superior engineers. So Owens engineers have an *average* of 20 years experience. They work on leading-edge projects every day of the week. And also, because of our industry focus, they solve many of the same types of problems repeatedly.

That makes them unusually fast and efficient. But that's not all...

Right from the start, our project management brings together the wisdom of four separate



engineering teams—to constantly review all the mechanical, electrical, software and manufacturing issues—on every project.

So there are no surprises. No finger-pointing later on. And from day one, each new product is designed not just for optimum performance and operability—but also for manufacturability. And serviceability. And reliability. And safety. And all the rest...

We're always thinking ahead because often we also handle the low- to medium-volume *manufacturing*, as well—and even the high-volume production through other partners.

To save many thousands of dollars

Our total-system, multi-discipline perspective also enables us to find intelligent ways to cut product costs while maximizing performance. And our customers routinely ask us to do just that.

For example, one customer wanted us to cut tool platform costs by 30%. Without risking performance. And while still allowing them to improve their process technology.

We were able to achieve all of their goals by redesigning the frame, electrical, wire harnessing, pneumatics and heating/cooling.

And we also met their deadline, delivering the first new platform in just three months.



Your potential cost savings can come from eliminating redundant elements and reducing parts counts, designing for greater simplicity and more efficient manufacturing.

Major savings can also result from your ability to accomplish more with reduced staffing.

To get to market months faster

There's yet another major factor that will not only reduce your costs, but also increase your revenues: That's your ability to *get to market faster*. Usually many *months* faster.

And that's because you'll have the benefit of all the volumes of specialized expertise Owens has accumulated over the past 25 years.

Which means that your new system's development will not only proceed more smoothly, but also more quickly. Without wrong turns being taken. Without balls being dropped.

So you can start selling or putting your new systems to work much sooner—to start reaping the rewards of all that product superiority you've worked so hard to design in.



Maximize return on your valuable IP

Research shows that, typically, less than 20% of an engineering team’s time is spent working on their company’s own core technology. Yet that



is usually the company’s greatest potential asset, and it’s ultimately what customers see as valuable and want to buy.

With Owens on your team, finally you can focus more of your own resources on advancing your company’s unique IP, which, after all, is what you do better than anyone else.

A finely-tuned, turnkey system assures program performance

What most customers like best about Owens Design is that we take real *responsibility*. Not just for one piece of the program, but for the *whole program*. Guaranteeing that your new equipment will work and meet its specs. And that everything else that we promise will happen, will in fact happen. And that all deadlines will be met.



The best proof of that commitment is our track record: In over 25 years, Owens has never once failed to deliver a promised system.

That doesn’t happen by accident. It results from a comprehensive, finely-tuned program that Owens has developed over many years.

It begins with an in-depth assessment of the requested project by Owens—to determine if the job is a good fit for our capabilities and resources and if we can add value. If not, we will decline. But once we commit to a project, our commitment is absolute.

Behind our project delivery program is the concept of *Total Information*—that it’s delivered quickly and efficiently to everyone on our project teams and also to all of our clients’ team members who need to be

kept up to date. The objectives: to move projects along quickly and smoothly, and to enable better decision making by every player at every step, from concept development to final production.

To do this, we utilize sophisticated information systems integrated with Owens-specific protocols for tracking all activities rigorously.

Keeping ironclad confidentiality

To maintain strong relationships with so many manufacturers over so many years, Owens has also made a science out of keeping each company’s intellectual property absolutely secure.

That includes putting into place whatever systems or procedures our customer requests

or that we deem necessary to maintain complete confidentiality of product or company private information. We believe our record of repeat business is itself a testament to our ability to keep each customer’s secrets secure.

And one more note regarding customer IP: When you contract with us to do a new design, our completed work becomes *your* property. Including designs, drawings, etc. With many

outside contractors that’s not the case, but it *is* the case with Owens Design.

It’s like success insurance

Bottom line: the reason many companies use us (and use us repeatedly) may come down to something like insurance.

They want to go with a “sure thing.” Especially when the stakes are high and failure is not an option.

Which may be why we have lots of big names on our customer list...

Such as KLA-Tencor, Applied Materials, Seagate, GT Solar, Lam Research, FEI, Suss MicroTec and many more.

But you’ll notice, we also have lots of smaller names, including a number of startups.

So, no matter what your size, if you need to develop and build a new piece of advanced technology equipment and you’d like some extra “success insurance,” we should talk.

Because failure is not in our vocabulary and success is what we’re all about.

