



DESIGN SYSTEMS, INC. NEWS

Specializing in Manufacturing Process Design and Integration

A Design Systems Corporate Update

www.DSIDSC.com

DECEMBER 2008

Sustainable Initiatives



DSI is working with existing and new clients to implement green and sustainable processes.

Environmental preservation and improvement has transcended from a grassroots social movement to mainstream America. DSI is working with its clients to transition them into this "greener", more sustainable environment and to reduce their building's negative impact on the environment, while helping to improve the bottom line.

Energy saving and efficient design is nothing new for DSI. For over 25 Years, DSI has been designing efficiency into every project. With a LEED (Leadership in Energy and Environmental Design) Accredited Professional on staff, DSI will measure and document the gains for its clients, as well as assisting with the implementation of LEED processes. As members of the USGBC (United States Green Building Council), DSI is working with existing and new clients to improve their bottom line through:

1. Energy Savings
2. Process Improvement
3. Employee Retention
4. Forward Thinking Design.

No matter the motivation - social or economic, DSI will work with you in the design and implementation of Green and Sustainable Processes.

commitment to

25 years

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DESIGN SYSTEMS, INC.

Design Systems, Inc. Your Choice for Turnkey Systems Integration

In the course of our 25 year history Design Systems has worked in all types manufacturing environments from making cars and trucks to potato chips. Our involvement has been in any and all phases of these projects - from developing conceptual/appropriation studies to providing installation and start-up support and has included complete Turnkey Systems Integration (TSI).

We are unique in our role as a TSI provider, in that we self perform all of the core professional services without subcontracting. These TSI core professional services include, as appropriate, mechanical engineering, controls design, simulation, software programming, logistics and supply chain consulting, and overall project management and procurement – the skill sets that insure success.

With the continuing effort to lean out “in house” engineering and technical personnel, some clients rely more and more on the supplier communities to provide turnkey solutions. Using a product supplier in the role of Turnkey Systems Integration may eliminate a competitive opportunity to reduce the cost of what is probably a major element of your solution and also may eliminate the unbiased consideration of alternate components. As a result, a product supplier may not be the prudent choice.

As engineering based Turnkey Systems Integrator, we provide a distinctive attribute that many product suppliers and/or traditional systems integrators do not necessarily possess – complete objectivity. We will design the solutions that meet your needs and then competitively bid outsourced components to yield the best value for your unique system solution. We do not have a product line that we are compelled to sell to you, but rather, we always focus on providing the best solution at the most competitive cost.

Design Systems, Inc., in the role of Turnkey System Integration, provides:

- **Competitively** Bid Your Solution to Yield the “Best Value”
- Provide **Single Point Responsibility** for Projects Involving Numerous Vendors
- **Self Perform** All Core Professional Services
- **Project Manage** the Complete Solution through Buy-off
- **Mitigate** Your Project **Risk**
- Provide Comprehensive and **Complete** System **Close-out Documentation**

solutions to meet your needs

Many systems integrators are specialists in only one or two areas, yet, in fact, solutions often require a depth of knowledge well beyond their realms of expertise and core competencies. On the other hand, our understanding of the entire plant operation as well as our commitment to self performing the core professional services provides a singular uniqueness in the field of TSI.



DESIGN SYSTEMS, INC.

Cost saving solutions with our Supply Chain Engineering Service

At DSI, we are building upon our existing expertise and expanding our tools and business relationships to offer the high level of service our customers demand and deserve.

With ever-rising fuel costs and pressures to source parts globally, the importance of optimizing material delivery cost is receiving extensive scrutiny in every large scale manufacturing or distribution organization. Long gone are the days of “just ship it” thinking. Today’s customer demands and focus upon controlling cost require that there be an organized plan to efficiently delivery material to assembly plants, manufacturers of all types, bulk mail and delivery services as well as discount retailers and large chain stores.

Since DSI has focused upon optimizing processes within the confines of manufacturing and distribution facilities over the past two and a half decades, its engineers have gained extensive knowledge and expertise in designing, documenting and implementing optimal part receipt, storage, delivery and display methodology. Numerous customers have asked DSI to expand this in-plant expertise into the arena of external material movement within their supply chains in an effort to optimize the total cost of moving materials throughout the supply chain.

Listening to the voice of the customer, DSI has embarked upon an expansion of our service offerings to include Supply Chain Engineering. The focus in this endeavor is not only the external logistics engineering, but the total supply chain design. Starting with the operator first in the customer’s facility, DSI will design flexible, user friendly, safe processes, display equipment, shipping containers, storage and staging areas, shipping and receiving docks, delivery windows and logistics plans for the efficient movement of materials to its customers locations.

By expanding DSI’s scope to include the engineering of the entire supply chain, we are building upon our existing expertise and expanding our tools and business relationships to offer the high level of service our customers demand and deserve. This endeavor is of a global scope and we have begun negotiations with a variety of off-shore customers to offer this new service. Our goal is to engineer the optimal solution, provide the tools to emulate the current state, simulate the optimized state, assist in implantation and provide the performance measures to drive continuous improvement. It is not our intent to become a lead logistics provider, but to offer cost saving opportunities with our engineering support to this critical industry function.

For more details on the processes we are developing in the area of Supply Chain Engineering, please visit the web site at: www.DSIDSC.com

commitment to outstanding service

25



Our next Twenty-five years

As you read this, we are planning the "Next 25". Our plans are driven by your contributions and input. We know that we can not be content to maintain status quo, but need to continuously improve, constantly change and relentlessly pursue opportunities on a global scale. We look forward, with you, to the future.

- *Privately owned and operated*
- *Founded in 1983 - Celebrating 25 years service*
- *Focus on long-term relationships with over 85% repeat client business*
- *Strategic office locations to serve the global market place*
- *300 engineering and support personnel*
- *ISO 9001:2000 certified*

25 years and counting...



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