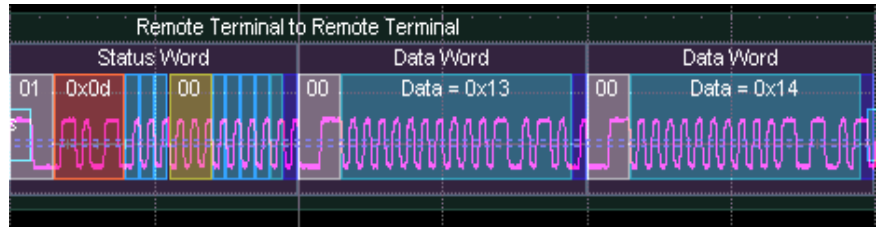




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Software Engineering

Product Definition
Customer requirements
Product architecture
Implementation
Validation
Quality Assurance
Quality Control
Life Cycle management
Source Code Control
Code Reviews

Experience

Serial Data processing
Navigations systems
Process monitoring
Sonar control
Cartographic systems
Signal recognition Algorithms
Regression tests
Many serial protocols

Patents

US 7965764 (Simultaneous Physical and Protocol Layer Analysis)
US 6151010(Persistence Maps for Oscilloscopes)
US 6965383 Scaling Persistence data with interpolation
US 6539318 Streaming architecture for waveform processing

Languages

French
English
German
Swiss-German

The Company

Lahniss is a small software firm based in Geneva, Switzerland. It is specialized in the field of Test and Measurement, in particular Serial Data Analysis. Thanks to Lahniss's ties to Teledyne LeCroy, developments can be undertaken either autonomously, or in partnership with Teledyne LeCroy. Teledyne LeCroy oscilloscopes lend themselves to the extension of the firmware capabilities. Lahniss was founded based on the observation that many customers have been requesting specialized developments that did not fit with the traditional business models. As a consequence, Lahniss has been offering three innovative options, listed below.

Royalty based Development

For markets with a large distribution potential, the development is conducted at Lahniss's risk, after mutual agreement and signature of an exclusive cross license agreement with Teledyne LeCroy. The agreement stipulates duties and rights of both contracting parties, as well as financial arrangements. The agreement spans the entire lifetime of the product, from the product definition, customer visits, implementation, alpha tests, beta tests, production deployment, test, corrective maintenance, adaptive maintenance and perfective maintenance. Six products have been developed under this model.

Mixed Development Model

This business model addresses a small or medium size user community, in which the initial development costs and risks are distributed among several partners or a central institution or consortium (owning the protocol) and Lahniss. Once the product is launched, the royalty model above applies. Proceeds of the option sales will finance subsequent maintenance and minor enhancements. The details of the agreement are set forth in a contract. Two products have been developed under this model.

Contract based Development

For markets with very limited distribution potential, usually proprietary protocols, or strongly modified standards protocols, the development is conducted based on a direct development contract. As for the royalty based development, the contract stipulates the details of the arrangement, but the maintenance needs are to be addressed separately. One product has been developed under this model.