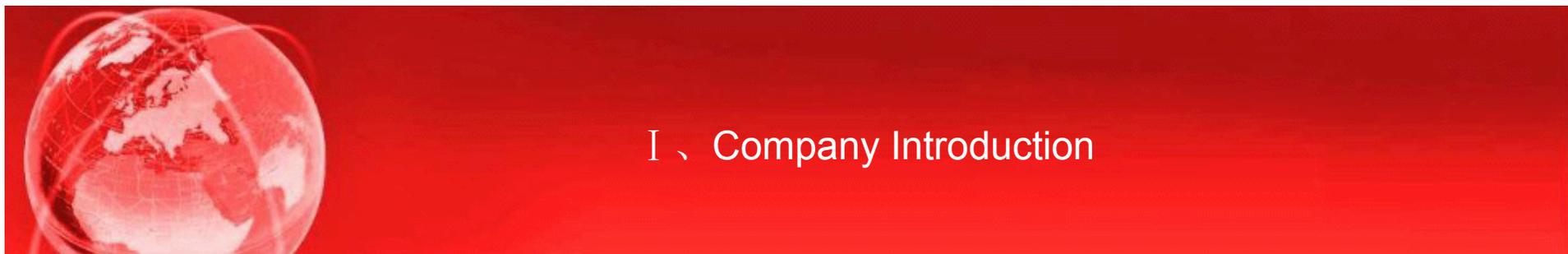




Bittel Electronics Co. Ltd







1、 about Bittel

- The only international brand that has combined self-designing, developing, manufacturing and sales in one.
- The No.1 market leader of Chinese hotel phone industry with over 70% market share
- One of the two largest bands of international hotel phone industry.
- Annual sales volume is over 800 thousands telephones
- Over 600 employees

- Marriott, Hilton, Four Seasons, Rezidor, Shangri-La, Carlson standard
- Siemens, Avaya, Alcatel-Lucent, NEC partnership
- First National Brand of China Hospitality Industry.
- 30 patents





2、Bittel Factory



Av. Bittel Cherry



Modern Factory



SMT production line



Bittel Lab



Bittel Honor



The First National Brand of China Hospitality Industry



Best New Product Technology-IH/M&RS



Best New Product-IH/M&RS



State invention patent certificate



Alcatel-Lucent Application Partner Program (AAPP)



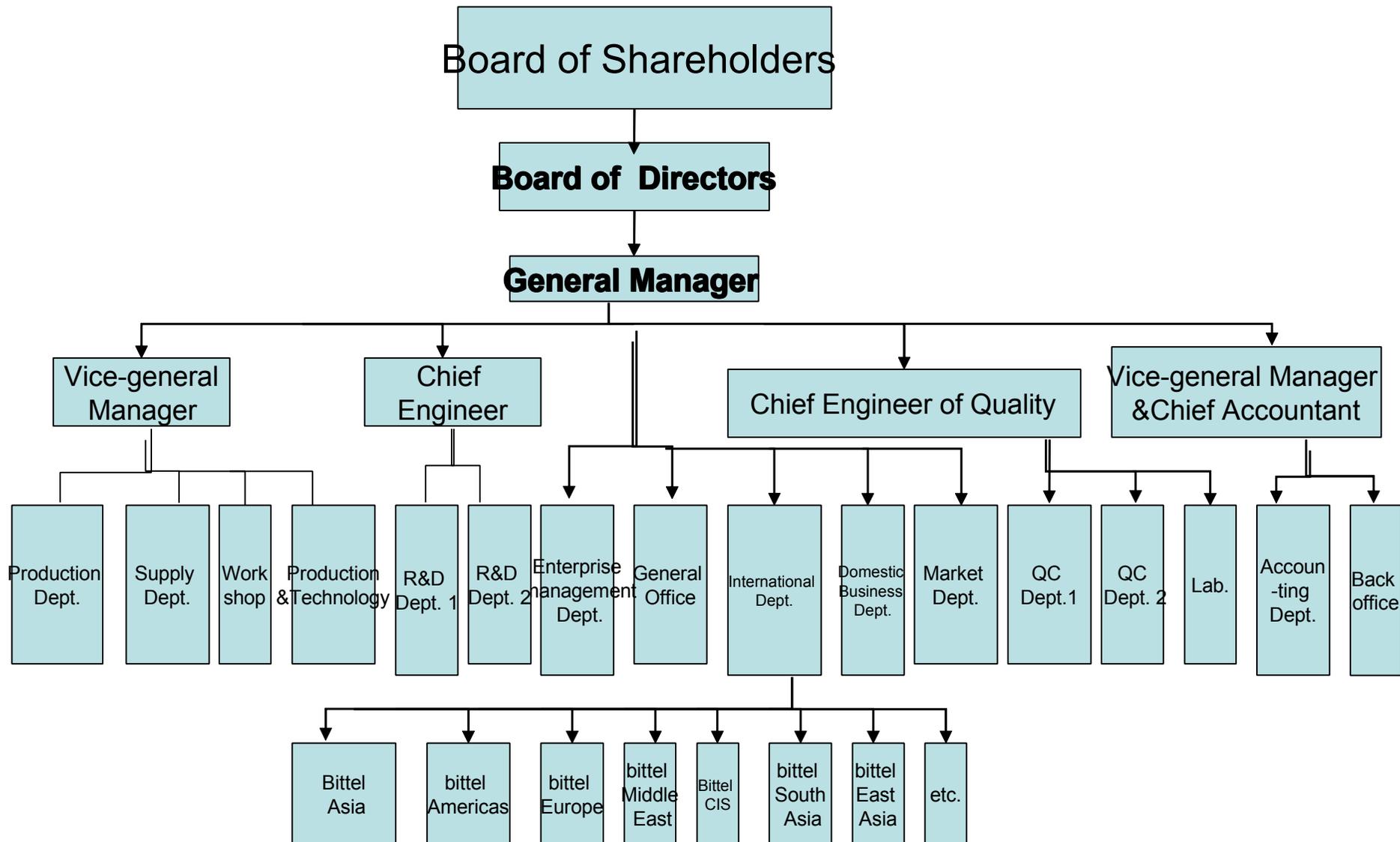
Golden Member of DevConnct Program



Global Hospitality Industry Partner



3、 Organization Chart





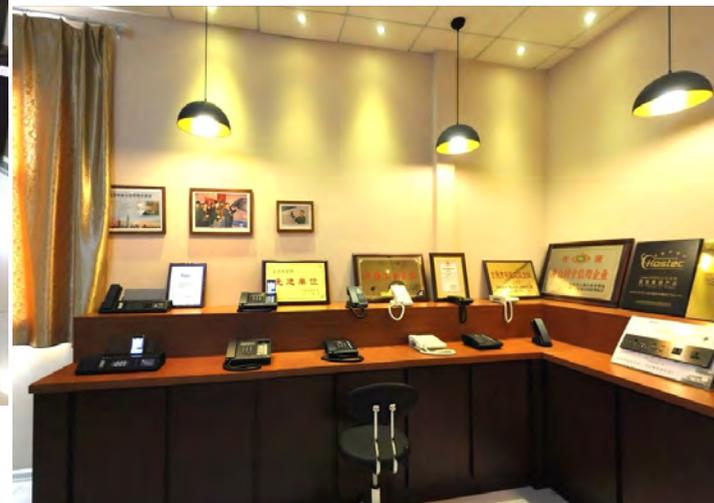
4. Sales Network

Bitttel Global Marketing Network





5. Discovery zone

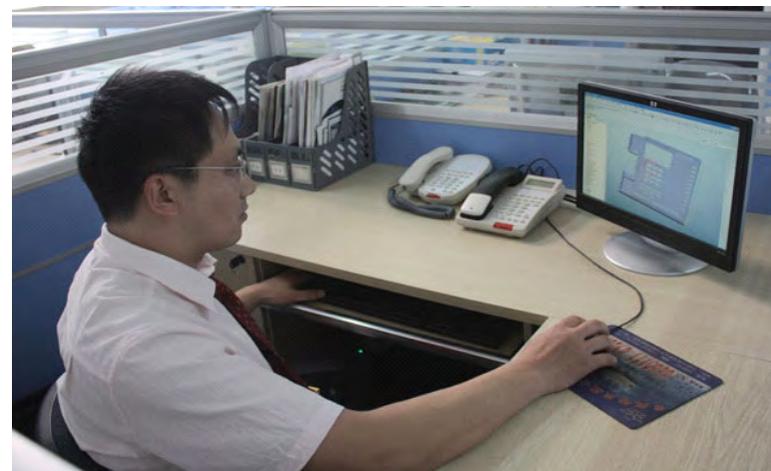




II、 R&D, Manufacturing and QC System



1、 R&D Center



Bittel has the industry's unique R & D center, with a R & D team of 30 engineers working in Bittel average over 10 years, over 80% of them have college degree, all of them are able to finish product's hardware, software, exterior design of the structure. Through independent research and development, bittel completed a number of specific features of design, a lot of patented technology and features have become the industry product standard.

Because Bittel has their own R & D institution, a lot of technology has first patented, and therefore bittel has the most patented technology, and currently more than 30. Bittel has become the new standard for hotel phone founder, completely beyond the old U.S brand. About our proprietary technology, anybody may search in Country Patented Office's web



2、 Manufacturing



High-speed automatic SMT production line

All the core boards and keyboard plate of bittel telephone are produced by the Surface Mount Technology. Now bittel owns six YAMAHA high-speed chip mounted, two JUKY chip mounted, three automatic board printing machine, two production line and all the operators at least graduated from technical secondary school with skill and experience. Bittel has the ability of working 24 consecutive hours and places two million components accurately and efficiently each day, that means manufacturing about eight hundred circuit board. By this way, bittel can satisfy the need of emergency order requirement.

2、 Manufacturing



Automatic Optic Inspection detector

In order to avoid the defective boards flow into next procedure, bittel is equipped with AOI detector which can detect flaws such as rosin joint or solder skips on the board. During the pick and place process, the quality of core board is controlled by intelligent electronic eye, which have a keen insight into potential quality problems and no flaw can escape.

Most electronic production manufacturers detect the electronic board by naked eyes or reading glass, however it is restricted by subjective experience and external factors with lower efficiency and unavoidable mistakes. So the products with potential defect also can pass the performance test and access to the market. But during In actual use, influenced by the changeable temperature, humidity and line voltage, the produces would break down, more important, this kind of failure is hard to inspect, maintain and repair.



3、QC Control



Bitttel will carry out the strict quality inspection and testing for the finished products, regular inspect for the stocks to prevent the defects products flow into the market.

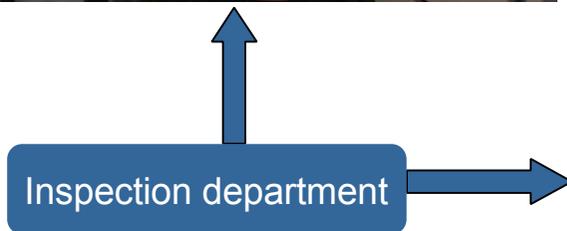


3、 QC Control---materials inspection



Hi-voltage lightning protection device testing

Chips testing



Inspection department



Conductive rubber keypad force testing

mediaproduct cable testing



3、QC Control--- Bittel Lab



Bittel is the only brand with our own simulation environment lab, all the finished products selling in the market must meet not only all kinds of technical qualifications but also be tested under high temperature, Low temperature, Moisture, lighting EMI etc. Besides the environment simulation tests, we still have many quality control processes during production to make sure the durability of Bittel products. Those environment simulation tests include the test of finished products and raw materials.



4.Bittel Lab ---Tests of raw materials



1. RoHS Test

RoHS test is done to raw materials by energy dispersive X-ray fluorescence (EDXRF) spectrometer. The test elements include: lead, cadmium, mercury plus hexavalent chromium, Polybrominated Diphenyl, Polybrominated Diphenyl Ethers (PBDEs). Bittel refuse to buy and use the raw materials over RoHS test.

4. Bittel Lab ---Tests of raw materials



2. Salt Spray test

Purpose: To test the Resistant to corrosion, moisture and thermal property of raw materials (handset cord, straight lines, connectors etc) with Salt spray test machine

Condition: brine concentration 5% Temperature :35°C Test duration: 24 hours, (48 hours or 72 hours for special products)

Testing: To check whether the outlook is good ,rusting, continuity or not after test

4. Bittel Lab --- Tests of raw materials



3. Dotting test

Purpose: To test the life span of Buttons, conductive rubber, reed switch, to make sure that

Conditions: Membrane buttons and Conductive rubber :300K times Reed switch : 200k times

Testing: every 50K times to test its function

4.Bittel Lab ---Tests of raw materials



high-low temperature cycles test

Purpose: Testing the raw materials resistance ability of high-low temperature cycles and the strength of heat moisture.

Condition: High temperature: 55°C , Low temperature:-40°C , Moisture: 95%

Time of high temperature is 8 hours, low temperature is 8 hours. Heat moisture is 48 hours.

Test: After the test,observe the appearance, testing the functioning of the raw material

4.Bittel Lab ---Tests of raw materials

Tensile test:

Purpose: Testing the flexibility of the handset cord

Condition: Pulling the handset cord one time longer and keep it for 24 hours.

Test: after the test, test recoverable length of the cord every 4 hours and judge the raw material quality as per the test result after 24 hours.



4. Bittel Lab --- Tests of Made products



1、 Low temperature test

Purpose: To test the phones used in low temperature
Condition: the test temperature is -40°C , the test timing is 12 hours.

Test: The test of sending, receiving, the ringer level and dialing are made after the test. It restores 2 hours in normal atmosphere, then make test of sending, receiving, the ringer level and dialing.



2、 High temperature test

Purpose: To test the phones used in high temperature
Condition: the test temperature is 55°C , the test timing is 12 hours.

Test: After test is made, take out the phones and The test of sending, receiving, the ringer level and dialing are made at once. It restores 2 hours in normal atmosphere, then make test of sending, receiving, the ringer level and dialing.

4. high—low temperature cycles test



Purpose: To test the resistant capacity of high—low temperature cycles and the strength of humid heat.

Conditions: High temperature is 55°C lasting 8 hours , low temperature is -40°C lasting 8 hours, humidity is 95% lasting 48 hours.

Testing: After finishing tests, visual observation of the appearance, testing the function of sending, receiving, ringing and dialing.



4. Bittel Lab ---Tests of Made products



5. vibration test

Purpose: To simulated bump in the process of transportation telephones using the instrument of microcomputer vibration.

Conditions: The frequency range is 10 ~ 55Hz, transfer magnitude is 0.35 mm, three axial vibration lasting 25 minutes.

Testing: After finishing tests, Testing the function of sending and receiving, ringing sound and dialing.

4. Bittel Lab ---Tests of Made products

6、Lightning test

Purpose: To test the capability of lightning under normal used conditions, including the state of on/off-hook, handset-free, answering calling etc.

Conditions: The voltage is 3.5KV, 10 times.

Test: After finished tests 1 hour, testing the function of sending and receiving, ringing sound and dialing.



4. Bittel Lab --- Tests of Made products



7. drop test

Objective: In order to test the condition after the telephone fall off the desk, it should receive the drop test.

Conditions: The telephone should be free fall from one meter height to the concrete surface three times when its initial velocity is ZERO.

Testing: After that test, check the sending, receiving, bell ring level and dialing features. Enclosure should be a whole without any cracks, no components wobble or come off.



III、 Products

UNOMedia3



UNOMedia = Guestroom Phone + Alarm Clock + Radio +Speaker





Interfaces introduction





Fabulous Speaker

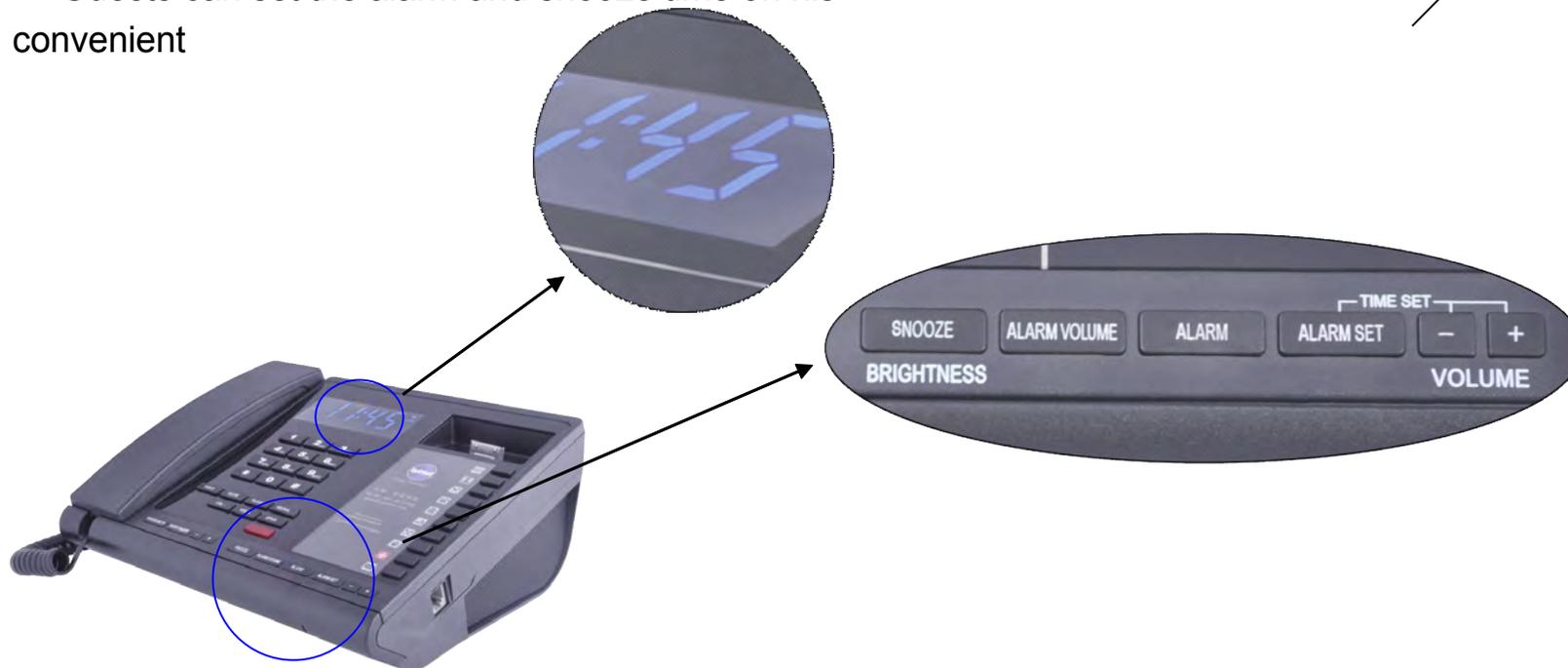


UNOMedia adopted professional surrounded sound speakers, fineacoustic fidelity, wonderful lowpitch.



LED Digital Clock

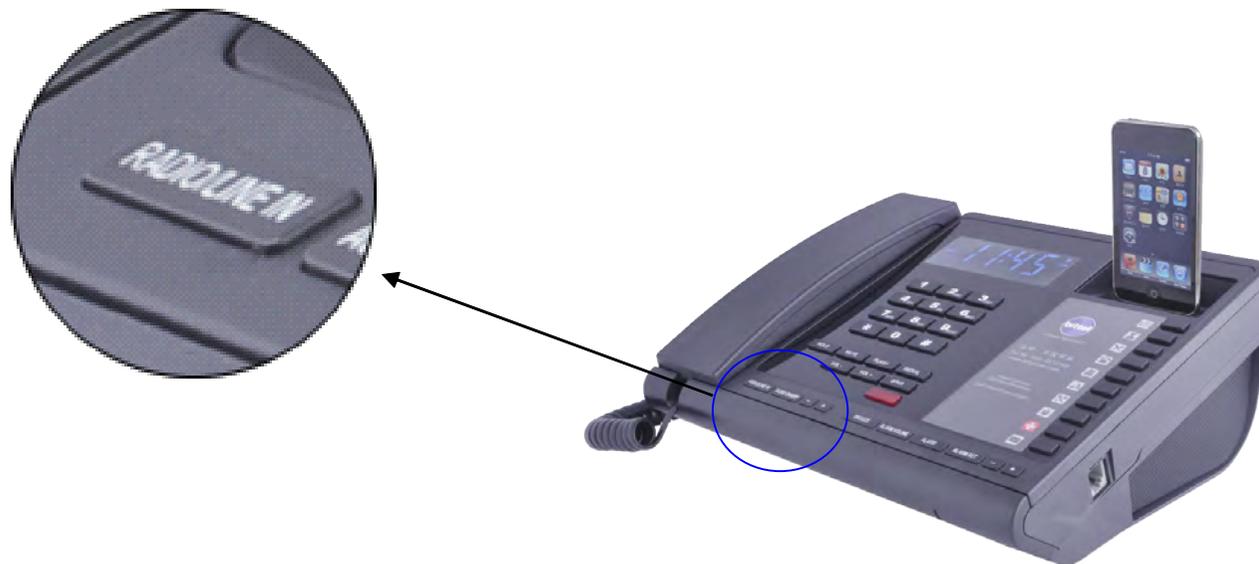
- Big LED letter to display the time; Adjustable three level brightness;
- Guests can set the alarm and snooze time on his convenient





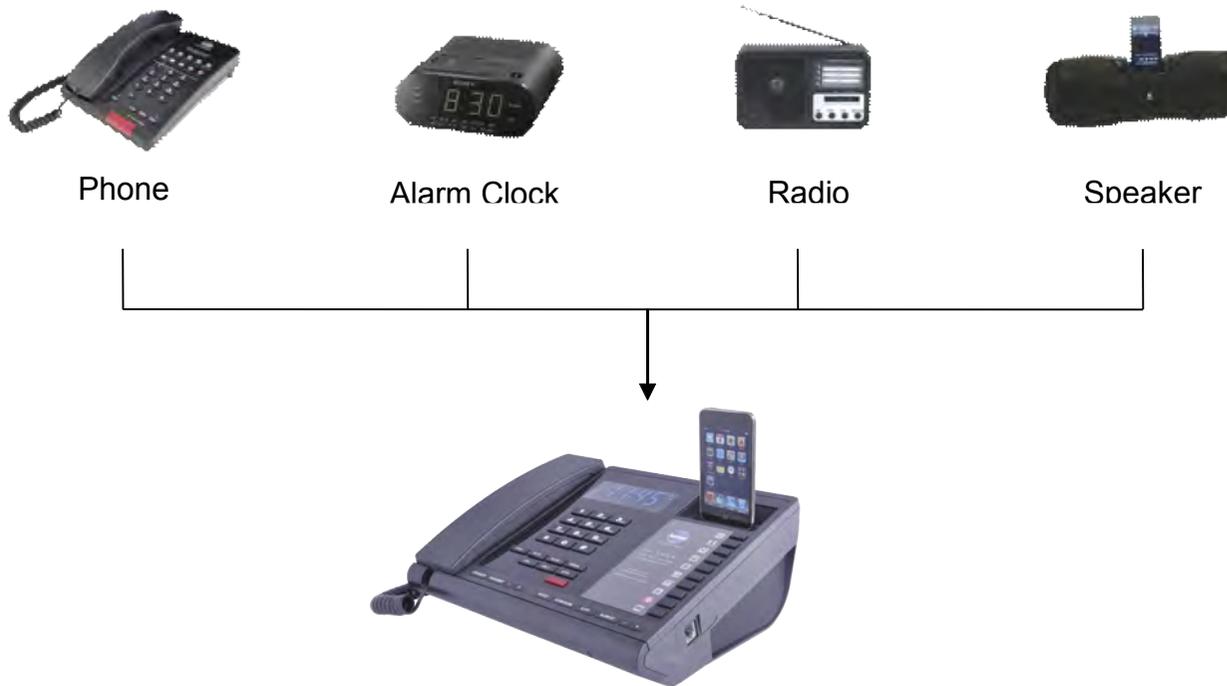
High quality short-wave radio

Radio can automatic search platform to help guests get first hand information.





Value of UNOMedia



UNOMedia = Guestroom Phone + Alarm Clock + Radio + Speaker



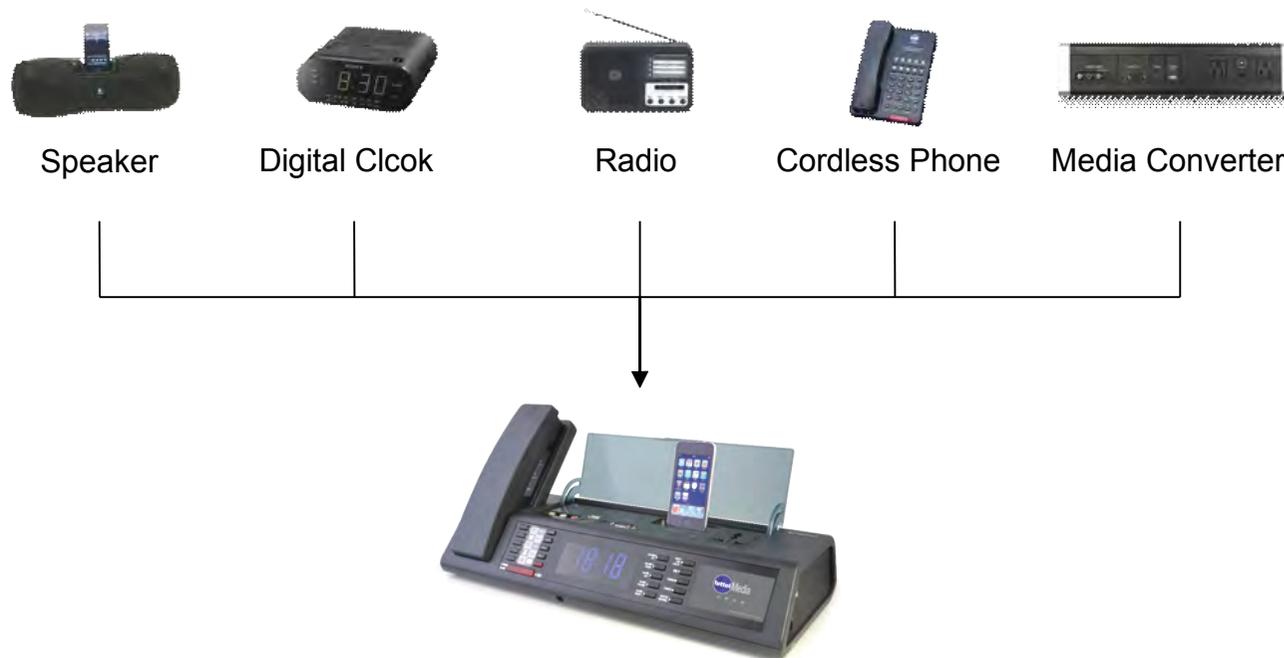
MEDIAFI

MediaFi = Speaker + Digital Clock + Radio +
Cordless Phone + Media Converter





Value



Then, what's the price of MediaPhone, which combines all these functions

MediaFi = Speaker + Digital Clock + Radio + Phone + Media Converter



Comparison of MediaFi and others in room





MEDIAJACK



Wall Mounting Model



Desk Mounting Model



Financial Review

- Revenue: 29.52 million US Dollar
- Liquidity (Current asset/current liabilities): 19.12 million US Dollar
- Profitability (return on asset): 3.05 million US Dollar
- Dependency on borrowed capital (liability ratio): 40.52%
- Credit appraisal: AA+

