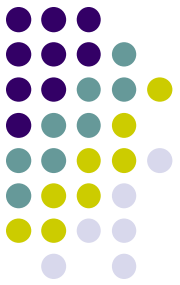
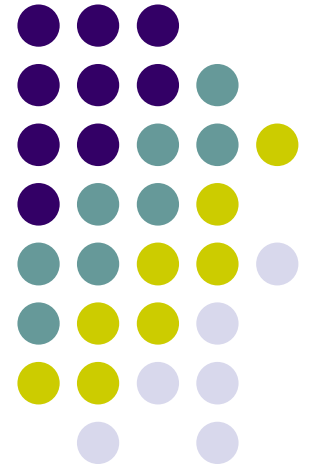
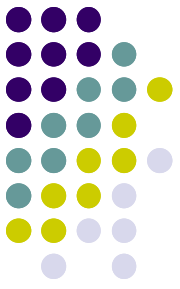


EPICA SOLUTIONS



CODIFICATION VS CATALOGUING

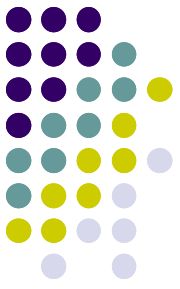




Who are we?

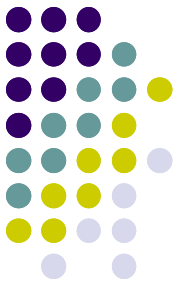
Epica Solutions Pty Ltd is wholly owned and operated Australian company providing data management services with a core focus on:

- **NATO Codification** Services for Defence Forces (Primarily the ADF) & kindred cataloguing services where required.
- Despite the emphasis on providing descriptive parts data there are significant differences between Codification and Cataloguing.



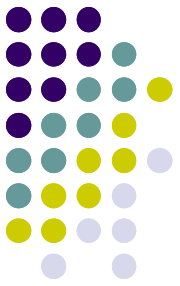
What's the Difference?

- Technical Cataloguing provides a commercial description to enable personnel to readily identify, select and obtain an item either through a requisition or purchase order.
- It can save companies a recurring bucket load of money i.e. 5 to 10% of annual inventory costs.
- NATO Codification is conducted for inter-operability between allied forces and reverse engineering should the “balloon” go up. It operates in a multilingual environment.



Differences

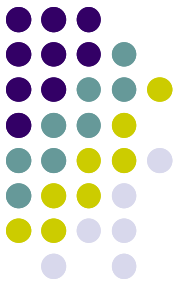
Whilst both disciplines instil uniform naming, description formats, etc. the following slides will illustrate the variances and why they are two totally different arts.



NATO Codification

- Detailed data that fully describes the item.
- Difficult to interpret to the untrained eye.
- Too much information for everyday use.

Coded Characteristics Format



NAMED01938

AAQLL3B

ABHPJAC1.500

ADAVJAC0.859

ADZCDAAW\$\$DABA\$\$DABJ

AFQWA1

AFQX1ALAGAC

AFQZ2AXDC

AFRD2AXB600.0

AFRNDAG

AFRPB0.0

AFRTDAE

AFRVDAC

AFRWDAK

CQTM2AXDBAK

CQYH2AXDAUA000\$\$DCUA
000

CSCF2AXDAFK

CSPTDALB000

CSWMDCDA000

CTBCJBAQQ-P-416,TY 2,CL
3

CXCG2AXA6

CXCL2AXDEH

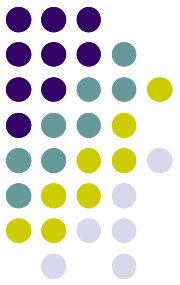
PMLCJAUA000CONTACT
SURFACES

PRMTDAUA000

TESTJA81349-MIL-C-26482

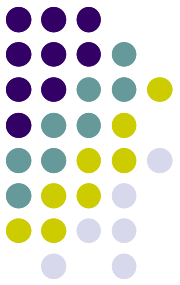
ZZZKJS81349-MIL-C-26482

Decoded Characteristics Format

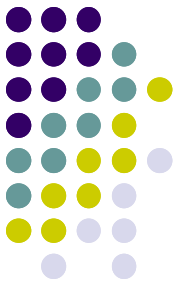


AAQL BODY STYLE	3B STRAIGHT SHAPE, INTERNAL COUPLING
ABHP OVERALL LENGTH	1.500 INCHES MAXIMUM
ADAV OVERALL DIAMETER	0.859 INCHES MAXIMUM
AFRV CONNECTOR LOCKING METHOD	BAYONET LATCH
AFRW CONNECTOR CABLE STRAIN RELIEF METHOD	POTTING TYPE
AFRT SHELL TYPE	POTTING
CSPT SHELL MATERIAL	ALUMINUM ALLOY
CSWM SHELL SURFACE TREATMENT	CADMIUM
CTBC SHELL SURFACE TREATMENT DOCUMENT AND CLASSIFICATION	FED SPEC QQ-P-416TY 2,CL 3 SINGLE TREATMENT RESPONSE
AFRN POLARIZATION METHOD	KEY, MULTIPLE KEY GROOVE
AFRP INSERT POSITION IN DEG	0.0
AFQW MATING END QUANTITY	1
AFQX CONTACT POSITION ARRANGEMENT STYLE	SINGLE MATING END AGAC 10-6
CXCG INCLUDED CONTACT QUANTITY	SINGLE MATING END SINGLE CONTACT GROUPING 6
AFQZ CONTACT REMOVABILITY	SINGLE MATING END SINGLE CONTACT GROUPING NONREMOVABLE
CXCL INCLUDED CONTACT TYPE	SINGLE MATING END SINGLE CONTACT GROUPING ROUND SOCKET
AFRD CONTACT MAXIMUM AC VOLTAGE RATING IN VOLTS	SINGLE MATING END SINGLE CONTACT GROUPING 600.0

DECODED CHARACTERISTICS FORMAT cont.



CQYH CONTACT SURFACE TREATMENT	SINGLE MATING END SINGLE CONTACT GROUPING GOLD AND COPPER
CSCF TERMINAL TYPE	SINGLE MATING END SINGLE CONTACT GROUPING SOLDER WELL
CQTM TERMINAL LOCATION	SINGLE MATING END SINGLE CONTACT GROUPING BACK
ADZC ENVIRONMENTAL PROTECTION	MOISTURE RESISTANT AND SALT WATER RESISTANT AND VIBRATION RESISTANT
TEST TEST DATA DOCUMENT	81349-MIL-C-26482 SPECIFICATION (INCLUDES ENGINEERING TYPE BULLETINS, BROCHURES, ETC., THAT REFLECT SPECIFICATION TYPE DATA IN SPECIFICATION FORMAT; EXCLUDES COMMERCIAL CATALOGS, INDUSTRY DIRECTORIES AND SIMILAR TRADE PUBLICATIONS, REFLECTING GENERAL TYPE DATA ON CERTAIN ENVIRONMENTAL AND PERFORMANCE REQUIREMENTS AND TEST CONDITIONS THAT ARE SHOWN AS "TYPICAL", "AVERAGE", "NOMINAL", ETC.).
ZZZK SPECIFICATION/STANDARD DATA	81349-MIL-C-26482 GOVERNMENT SPECIFICATION
PRMT PRECIOUS MATERIAL	GOLD
PMLC PRECIOUS MATERIAL AND LOCATION	CONTACT SURFACES GOLD



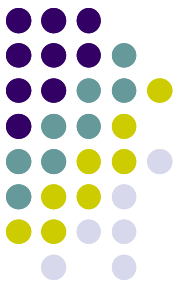
Catalogue Description

NAME: CONNECTOR, PLUG RECEPTACLE
DESCRIPTION: SOCKET, 6 PIN CRIMP, BAYONET LATCH ALUMINIUM ALLOY SHELL, CADMIUM PLATED, SIZE 10, POTTED W/BOOT, GOLD PLATED COPPER ALLOY CONTACTS
PART NUMBER: MS3126-P10-6S
MANUFACTURER: AMPHENOL

NATO INC: 01938
NSC/FSC: 5935

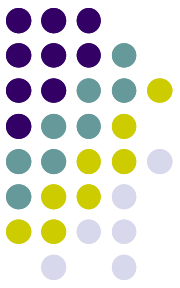


REPRESENTATIVE ITEM:



The Problem

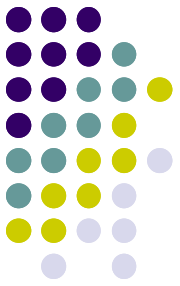
- NATO Codification is only one (1) facet of ILS activity – there are 12 disciplines within the ILS sphere.
- DSS have now listed NATO Codification as a separate category and Epica is on the current DSS panel for Codification services.
- Epica Solutions is currently contracted through an MSP to provide codification services to the National Codification Bureau in Defence Plaza Melbourne.



The Problem (cont'd)

- Various SPO's have a requirement for Codification and Cataloguing services and issue RFQTS's via the DSS panel.
- Epica Solutions provides some of the services direct or through intermediary companies (SME Aggregators) who are registered on the DSS panel.
- Prior to the MSP model Epica Solutions had a successive number of direct contracts with the NCB.

The Solution



- SME Aggregators was an obvious answer to our problems to expand our service offering when Epica was not on the DSS panel.
- By joining various aggregators the company has a wider access to various RFQTS and is able to bid in its own right as part of the alliance.