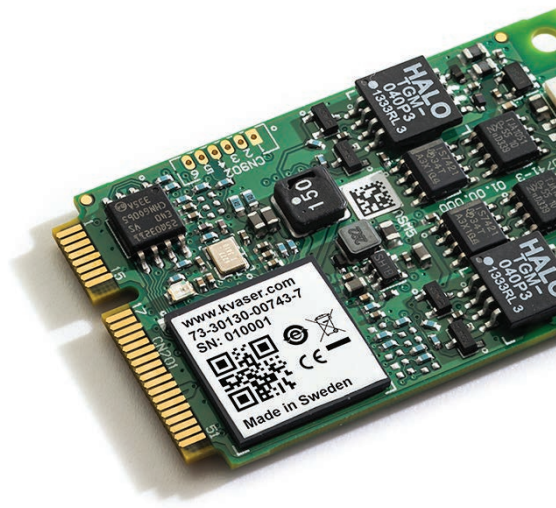


KVASER OEM

CUSTOM CAN SOLUTIONS FOR YOUR UNIQUE NEEDS

Kvaser has developed OEM and ODM projects for over 30 years. In fact, Kvaser's origins come from two consultants (now our CEO and Head of Research) designing hardware to serve the new "CAN market" that was developing as Controller Area Network technology spilled over from the automotive industry in the 80s to the world of industrial automation, heavy machinery and more.

Kvaser has built a strong reputation over the 30 years it has been involved in CAN. As true CAN experts, we bring proven expertise to OEM customers' projects. With Kvaser 'inside', your brand image is in safe hands.



Why Partner With Kvaser?



Reputable CAN Products

Our OEM customers benefit from reliable products, along with lifetime access to software upgrades and other Kvaser maintenance work.



Fast Production Times

Our CAN professionals make development quick and easy, and our manufacturers are carefully chosen with production times in mind.



No End-of-Life in Sight

Our customers are in full control of the lifespan of their OEM products. As long as the components are available, your customized solution will be also.



Sustainable Software Compatibility

All drivers and firmware are backward compatible, and your software can be gradually enhanced to allow for future Kvaser product integration.



Cost-Effective Solutions

No matter your order size, our short development times, low maintenance costs and sustainable software make our OEM products very affordable.



The Best Support Available

Kvaser is known for providing top-tier support to all of our CAN customers, including those in need of OEM solutions.

How Does the OEM/ODM Process Work?

Understanding Your Needs

Our initial conversation will discuss the product or solution you are seeking, along with necessary requirements and other standards. Following this, a thoughtful proposal is developed and sent to you for approval.

Solution Development

After a final agreement has been reached, our team goes to work. Our developers have created over 100 products, ranging from Wi-Fi antennae to software APIs to CAN physical layer requirements—and beyond.

Product Manufacturing

Our OEM products are manufactured by one of our trusted, long-term partners. All of our manufacturers possess specialized expertise in CAN hardware and have a proven track record of timely production.

Types of OEM Projects

OEM/ODM projects tend to fall into four different categories, depending on the customer's needs for branding, software support and features.

Level 1

Rebranding the Label

- Includes a customer-specific label.
- Device shows up for the customer as "Kvaser [customer-specified name]" in the Kvaser Device Manager software.

Level 2

Label and Name

- Includes a customer-specific label.
- End users see a completely customer-specified name in the Kvaser Device Manager software.
- Kvaser Driver receives small update; releases are scheduled 3x/year.

Level 3

Customer-Branded Software

- Includes Level 1 and Level 2.
- The customers receive their own device driver, DLLs and inf files; includes private driver build.
- Drivers are distributed by the customers to their end users; not available on www.kvaser.com.

Level 4

Custom Hardware

- Customer-specific hardware, based on or co-developed with Kvaser hardware.
- May include customer-specific software as well.

Option: Both **Level 1** and **Level 2** have an option for an Unlock Code. The Unlock Code allows the OEM customers to specify a software key that "locks" the hardware to their software.

FAQs

What kind of OEM/ODM products do you offer?

OEM/ODM products are based on Kvaser standard products. Our customers start their development by using a standard product and defining what special needs they want their product to meet. In the simplest form, it is just a private label, but it can involve specific variants of drivers and firmware, PCB, casing, leads, connectors, etc.

What production volumes does Kvaser require?

We are flexible. It can be anything between 100 units and several thousand per year. Each OEM business is unique.

What limitations are there on OEM/ODM volumes from Kvaser?

Kvaser is a fables manufacturer, relying on a few carefully selected subcontractors with whom we have a close cooperation. One criterion is that they are capable of rapidly responding to different volume requests and changing delivery schedules. Our local production partners can cater to small volume requirements, up to 10,000 to 100,000 extra units per year.

How much does it cost?

Cost depends on many factors, such as batch size, degree of modification, payment terms, delivery times and specific certifications. Each project is unique, and we strive to achieve a cost-effective solution that leads to a long-term relationship with your company.