



Serra Engineering Consultants

Serra Engineering Consultants, founded by Marco Serra in 2006 in Winterthur, Switzerland, offers a multidisciplinary engineering and technology management service that is focused on achieving cost effective and innovative solutions for its clients. This integrated approach is achieved by leveraging a global network of professional and academic expertise that enables SEC to be extremely responsive and flexible, while maintaining a global reach. This networked model enables SEC to be active in fields as diverse as biotechnology, automotive, petrochemical, textiles and aerospace, offering a comprehensive range of services.

Engineering Consulting Services

SEC offers a broad scope of engineering consulting services. Using the latest technology and computer software available, and drawing on the know-how of our network of highly qualified experts, we are in a position to offer valuable solutions to a diverse range of engineering problems.

Innovation & Prototyping Services

SEC also has vast experience in the field of innovation and prototyping development. We have a thorough understanding of what it takes to turn an idea into a prototype and are intimately familiar with intellectual property issues associated with the protection of such ideas.

Technology Management and Strategy Services

SEC offers technology management and strategy advice at any stage of the life cycle of a product or technology. We can help in maintaining a product's competitive edge in the marketplace by considering the technical development processes and strategies required for its evolution and transition in the face of competition.

Project Management Services

SEC has an intimate knowledge of all the facets of project management, technology management and business planning. We offer a tailored, integrated project management service, which is especially important in the development of a new product or technology.

These services are offered primarily through consulting engagements remunerated at a fixed hourly rate. However, since we do understand that development projects potentially carry a high level of technical uncertainty we maintain flexibility in our pricing policies by balancing the risk we assume on an individual project basis with the level of remuneration we expect. In this way, we are able to offer competitive rates with different pricing models.

Our pricing models are as follows

- The simplest model is based purely on an hourly cost basis in which the client will pay for the total number

of hours of services rendered.

- The second model is based on SEC assuming some of the risk for unforeseen events by committing to a fixed price cost in exchange for a rate premium.
- The third model is based on a fixed number of hours in exchange for a fixed retainer for a specified period, trading the certainty of income against a more favorable rate for the client.
- Finally, in the fourth model, SEC may agree to work at reduced rates in exchange for a share in the eventual revenue generated by the project. In such cases, SEC will conduct an appropriate risk-benefit analysis in order to evaluate each individual opportunity.

The flexibility offered through these pricing structures is designed to provide prospective clients with the ability to tailor their investment risk in an equitable manner. We hope that our willingness to assume some of the risk will give prospective clients the same confidence we have in our own capabilities.

Please contact us if you are interested in learning more about SEC.

Serra Engineering Consultants

Jägerstrasse 2
8406 Winterthur
Switzerland

Tel: +41 52 202 4104

Fax: +41 52 202 4104

Email: info@serra-engineering.com

Web: www.serra-engineering.com