

AVERAGE WORK FORCE: Quality Control – 3
Engineering – 4
Others – 78

GROSS SALES: 1978 – \$5.4M
1979 – \$7.2M (Est'd)

PLANT SIZE: 62,000 Sq Ft

EQUIPMENT: Complete state-of-the-art equipment for machining and fabrication of materials including numerous CNC machines.

EXPERIENCE: Over thirty years experience in supplying prime and sub-contractors including:

- Litton Systems
- Rockwell International
- General Electric
- Honeywell, Sperry
- Pratt & Whitney Canada Inc
- de Havilland Aircraft

Price & Knott are interested in doing business with the USAF.

KEYWORDS: CNC Punching; CNC Forming; CNC Milling; CNC Turning; Welding; Build-To-Print; Machining; Precision Machining; Components (Mechanical).

REVISED: January 88

PRIOR DATA SCIENCES Ltd

ADDRESS: 240 Michael Cowpland Drive
Kanata, Ontario, Canada
K2M 1P6

CONTACT: Mr Kester Hamilton, Vice President, Marketing – (613) 591-7235

HISTORY: PRIOR Data Sciences Ltd was founded in early 1977 and has experienced steady growth to its current level of 150 employees (May 88). The company is Canadian owned and is located in Ottawa (Headquarters), Halifax and Toronto. There are no US subsidiaries.

CAPABILITY: PRIOR has capabilities in:

- "Turnkey" computer systems development for real-time applications
- In Air Traffic Control and Command & Control Systems
- All phases of software project development and life cycle support
- Software engineering consultation and contact support services
- Software product development and sales

Computer systems development may range from microprocessors to mainframes. In the industrial field, PRIOR has considerable experience with the DEC PDP-11 family of computers, the RSX-11M, RT-11 and UNIX operating systems, and the Pascal and C programming languages. In the military field, PRIOR has significant expertise with the UYK-20 and associated computers, and the CMS-2 and ADA programming languages. They have assumed responsibilities as a software subcontractor, and as a turnkey system developer.

PRIOR has participated in all phases of software project development. This experience includes:

- Research and Development
- Feasibility studies and requirements analysis
- Systems analysis, systems specification, and hardware procurement
- Proposal preparation and evaluation
- System design and detailed module design
- Module code and testing
- System integration
- Acceptance test plan preparation
- Software maintenance and enhancements

Software engineering consultation and contract support services can be provided for all of the above phases of software project development, from requirements analysis to software maintenance.

AVERAGE WORK FORCE: Professionals – 100
Others – 50

GROSS SALES: 1986 – \$ 7.0M
1987 – \$10.0M

PLANT SIZE: 30,000 Sq Ft (Ottawa)
2,000 Sq Ft (Toronto)
2,000 Sq Ft (Halifax)

EQUIPMENT: DEC PDP-11/44, Perkin-Elmer 7/32, WICAT 68000, Micro VAX II, and PCs.

EXPERIENCE: PRIOR has participated in the following military application areas: Command and Control; Anti-submarine Warfare (ASW); Communications; Surveillance; Graphics; and Simulation.

PRIOR has worked directly for DND or as a subcontractor on many of DND's recent major projects. These include NFA, CPF, AURORA, ADLIPS, CANEWS SHINCOM, MACs, and MCOIN II. PRIOR has successfully teamed with other members of Canadian industry such as Leigh Instruments, Litton Systems Canada Ltd, Westinghouse, and Rockwell.

In the area of military research and development, PRIOR has had a continuing involvement with projects at the Defense Research Establishment Ottawa and the Communications Research Center. These projects have been concerned with radar, direction finding, electronic warfare, countermeasures, analysis, navigation, graphics and simulation.

PRIOR's three major real-time application areas are the Military, Air Traffic Control, and Supervisory Control and Data Acquisition.

Sixty percent of the company's work is military-related. There has been no direct contact with the US military. All experience to date has been either with the Canadian Department of National Defense or as a subcontractor on a DND sponsored project.

KEYWORDS: ASW; ATC; C3 Systems; Communications; Computer Graphics; Computer Simulation; Computers; Consulting; Data Acquisition; Electronic Warfare; Feasibility Studies; Graphics; Life Cycle Support; Module Design; Program Management; Radar; Requirements Analysis; Simulation; Software Development; Software Services; Surveillance; Systems Analysis; Turnkey Computer Systems.

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PYLON ELECTRONIC DEVELOPMENT CO Ltd

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CONTACT: Mr H Laks, President – (613) 226-7920

HISTORY: The Pylon organization celebrated its first 33 years of business 21 Mar 88. Within two years of incorporation under Federal Charter in 1955, the company was manufacturing 20Hz Ringing Generators and static power conversion equipment. This was the outcome of an R&D program to develop a line of "solid state" products to replace rotary equipment. The term generator is still used to describe these products. The name most commonly used by domestic phone companies was "Pylons" regardless of the type of equipment.

The use of solid state ringing and power conversion in the US came several years later. Telcos were quick to see the advantage of using one central office battery and the conversion method with redundancy for high reliability. In Canada, Pylon is the major supplier of DC-DC Converters and ringing machines.