



Elite Software R&D Services  
Since 1990

**Dräger**medical  
A Dräger and Siemens Company

**D**RÄGER MEDICAL is one of the world's leading manufacturers of medical equipment. As the largest division of Drägerwerk AG, Dräger Medical AG is a joint venture company between Drägerwerk AG and Siemens AG. The Company offers products, services and integrated CareArea™ Solutions that encompass the entire patient care process—Emergency Care, Perioperative Care, Critical Care, Perinatal Care and Home Care.

With headquarters in Lübeck, Germany, Dräger Medical employs nearly 6,000 people worldwide, around half of whom work in customer sales & services. R&D and production are located in Germany, Netherlands, USA and China. The Company has sales and service subsidiaries in almost 50 countries and is represented in more than 190 countries.

To concentrate its in-house software engineering efforts on more strategic directions, Dräger Medical decided to outsource a number of software-related tasks. The collaboration between Auriga and Dräger Medical Systems began in 2003 with a pilot project to test Auriga's capabilities and talents. Auriga succeeded in this collaboration has efficiently continued since then. In 2003-2005, Auriga completed a series of projects for Dräger Medical Systems, such as:

- System-level software development;
- Embedded software development;
- MS Windows and Linux applications development and maintenance;
- Applications porting;
- Testing Services.

Boston Herald (April 13, 2005) Yossi Elaz, Vice President of Research and Development for Dräger Medical Systems, Inc., a German firm with a presence in Danvers, said his company has been very pleased with the software work

performed by Russians, via Auriga. "We had a trial project a year ago and it was very successful," Elaz said. The first step towards building the trust-based relationships was made when Auriga managed to gain the respect and recognition of Dräger Medical's internal engineering staff.

As a reliable software outsourcing partner, capable of providing a comprehensive scope of services, Auriga became an ideal solution for Dräger Medical Systems. As Mr. Elaz noted

“ The good thing is that Auriga has been able to assume responsibility not only for writing the code, the software, but also for getting involved with the integration testing and software testing.” Mr. Elaz added, “The business with Auriga has been growing every year, we are planning to grow it.”

Outsourcing various development and testing tasks to Auriga gave Dräger Medical Systems access to a wide pool of highly experienced and competent software engineering resources, with low attrition and rotation at an attractive cost. That allowed the Dräger software team to focus on innovation and business goals. In addition to the general benefits of outsourcing, listed above, Auriga keeps on bringing its own, unique positive features, including, but not limited to:

- Auriga has built an extensive knowledge of the standards and processes used for the development of software products for the medical device industry;
- Auriga has a unique expertise in firmware and driver development and what enables implementing innovative solutions in the medical device industry;
- Auriga's development team quickly gained the expertise in client's software internals and delivers complex projects on time and on budget;
- Auriga's optimized processes allow to increase the quality by performing code reviews (done offshore) through-



out the development phase and to decrease product development cycle time by incorporating test development at the beginning of the development phase, rather than towards the end, thus decreasing the QA cycle and offloading work from the client's onsite development and QA teams.

- Auriga's testing team constantly receives excellent evaluations from customers, acknowledging the exceptional level of Auriga's testing services;
- Auriga has a wealth of experience in testing 3rd party components in order to verify their compliance to the standards used in the medical device industry;
- Auriga's diversified, time-proven porting experience ensures smooth porting from expensive proprietary platforms to open-source Linux-based ones, expanding the range of global markets, increasing legacy margins worldwide, and decreasing dependency on proprietary platform manufacturers.
- Auriga's efficient staff management allows for simple maintenance of stable teams of trained staff and utiliz-

ing engineering resources flexibly, quickly adding them to any development/testing area exactly when they are needed.

“ The big positive is that the competence level of the engineers is very high and it has increased since the initial relationships. We have started out with competent people that did not really understand what Dräger was doing. Now we have competent people that understand Dräger, so we've been able to maintain those people. What we do see the performance of Auriga is constantly improving,”

*Mr. Cavallaro summed up.*

“ The real issue is that we have too much work to do, ”  
*he added. Mr. Elaz recapitulated,*

“ With Auriga we can do more with less. ”