

NDIA Meeting 9 December 2010 Commercial Liaison Report


John Stratton

john_stratton@agilent.com

(707) 577-3838



Agenda for Commercial Liaison

- General company news (new companies, acquisitions, etc.)
 - General Purpose Test Equipment Modernization Efforts for the Services
 - Market information such as size of VXI, LXI and PXI market. Overall instrument market and size.
 - *New initiatives*
 - *Trends*
- 

General company news

(new companies, acquisitions, etc.)



Mergers and Acquisitions

Aeroflex Holding Corp. Commences Initial Public Offering of Common Stock PLAINVIEW, N.Y., Nov 05, 2010 (BUSINESS WIRE) -- Aeroflex Holding Corp. (the "Company") announced today the launch of its initial public offering of 17,250,000 shares of its common stock. All shares included in the initial public offering are being sold by the Company. The shares of common stock are expected to be listed on The New York Stock Exchange under the ticker symbol "ARX."

Bird Technologies Group acquires X-COM Systems for its Advanced RF Military Technology Solon, OH - July, 2010 Bird Technologies Group (BTG), a global supplier of radio frequency measurement and management technology, has acquired X-COM Systems (www.xcomsystems.com) of Reston, Virginia. X-COM, founded in 1994, manufactures RF test equipment, deployable RF signal sources, and military digital communications equipment, primarily sold to the U. S. Department of Defense and other government agencies

General Purpose Test Equipment Modernization Efforts



Army – TEMOD Program

GPETE PRIORITIZATION LIST*:

Signal Generator, SG-1366/U, (High Frequency - 30 GHz) Agilent

Multimeter, AN/GSM-437

PRM-34, Radio Test Equipment

Telecommunication System Test Set, TS-4544/U

ME-563, Clamp on Ammeter

USM-491, Test Set RF Power

TS-4320/TS-4358, Optical Time Domain Reflectometer

UPM-155, Radar Test Set (IFF)

USM-488, Oscilloscope

SG-1205, Pulse Generator

ME-523, Modulation Meter

TS-4165/USM-437, Electrical Cable Test Set

USM-485/608, Transmission Test Set

HQDA G-3 will staff for approval and signature. Once approved, HQDA G-3 will submit to HQDA G-8 for prioritization and funding.

*July 2009

Marine Corps System Command General Purpose Tools & Test Systems Team

GPETE Program:


- Works closely with Navy Inventory Control Point (NAVICP) Mechanicsburg for acquisition contracts and Naval Research Lab for technical engineering support & testing
- Cooperates and share resources with NAVSEA GPETE Program
- GPETE technology has/is changing into something I call: SPECIALIZED GPETE – Moving past traditional GPETE
 - Focus on technology sub areas (i.e. LAN/WAN, Telephonic/Switching, Fiber Optic, SatComm, RF Radio, Microwave Radio, Radar, etc)
 - Based on MOS Skill Set
 - GPETE item tailored for specialized functions

Navy/Marine Corps System Command General Purpose Tools & Test Systems Team GPETE Program:

•Example list of current & future GPETE acquisition efforts:

- Handheld Spectrum Analyzers (Agilent N9340AN)
- Frequency Counters (Agilent 53220AN)
- Microwave Spectrum Analyzer (Rohde and Schwarz)
- 200 MHz Handheld Oscilloscope (Fluke)
- Signal Generators
- Peak Power Meters
- Optical Test Set (source & power meter)
- Measuring Receiver (Corona,CA)
- Oscilloscopes (LeCroy –WaveRunner)

•Example list of current & future SPECIALIZED GPETE acquisition efforts:

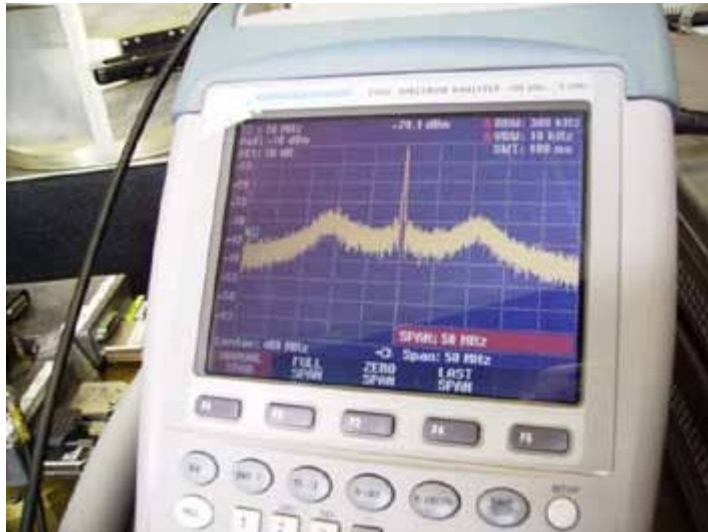
- Telecommunications Data Test Set (FireBerd 8000)
 - LAN Test Set (Fluke ES2-700/AN)
 - WAN Test Set (Fluke Opti-View)
 - Radio Test Set; Handheld (Aeroflex 3515N)
- 

Air Force

Efforts to reduce Proliferation

- Inventory Management Specialist replacing old stock with newer items
- When field orders an NSN that is older or obsolete IM sends newer items and disposes of the older items

Air Force Efforts to reduce Proliferation



Spectrum Analyzer

- Reduced from 92 to 4
 - 6625-01-289-0854RH
 - 6625-01-517-5483RH
 - 6625-01-500-8621RH
 - 6625-01-496-3697RH

Air Force Efforts to reduce Proliferation



Signal Generator

- Reduced from 26 to 4
 - 6625-00-407-9007RH
 - 6625-01-435-1678RH
 - 6625-01-508-4205RH
 - 6625-01-344-9277RH

Air Force Efforts to reduce Proliferation



Oscilloscope

- Reduced from 70 to 4
 - 6625-01-450-4919RH
 - 6625-01-529-6724RH
 - 6625-01-461-1503RH
 - 6625-01-227-2169RH

Air Force Future Efforts

- Electronic Counters
- Multi Meters
- Volt Meters



Market information such as size of VXI,LXI and PXI market. Overall instrument market and size.

Niwot, CO – July 9, 2010 – The VXIbus System Specification, VXI-1, Revision 4.0 is available now from the VXIbus Consortium website at <http://www.vxibus.org/?q=node/206>.

The key improvements to the VXIbus in Revision 4.0 are higher throughput, increased power, and better synchronization. The extension of the existing 3-row connectors to 5 rows allows for more power supply lines and return grounds, the 2eSST protocol, and additional clock and synchronization signals. The extension of the existing bus with the P0 connector allows high-speed serial busses like PCI Express for module-to-module and computer-to-module communication in a VXIbus system.

