

# NDIA Meeting 15 June 2010 Commercial Liaison Report

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# 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 Completes Acquisition of Willtek Communications.** Aeroflex announced the acquisition of Willtek Communications from Wireless Telecom Group, Inc. (WTT) for \$2.75M in cash and the assumption of certain liabilities.

**Pickering Interfaces and Geotest-Marvin Test Systems** announce a strategic alliance for the North American market. A joint website has been created to highlight the range of products offered by both companies.

**Tektronix Inc.** Beaverton , Ore. , May 17, 2010 – Tektronix, Inc., supplier of test, measurement, and monitoring products and solutions, today announced that they have acquired Mixed Signals, Inc. Mixed Signals is a provider of digital content monitoring including digital services, transport streams, ad insertion, switched digital video and interactive content.

**Tektronix Acquires Synthesys Research, Inc.** Beaverton, OR, April 29, 2010 – Tektronix, Inc., a leading supplier of test, measurement, and monitoring products and solutions, today completed the acquisition of SyntheSys Research, Inc.

# General Purpose Test Equipment Modernization Efforts



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# Army – TEMOD Program

## GPETE PRIORITIZATION LIST\*:

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

Telecommunication System Test Set, TS-4544/U

Multimeter, AN/GSM-437

PRM-34, Radio Test Equipment

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



# Marine Corps System Command General Purpose Tools & Test Systems Team

## GPETE Program:

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

- Oscilloscopes (LeCroy –WaveRunner)
- Signal Generators
- Frequency Counters
- Power Meters
- Optical Test Set (source & power meter)
- Measuring Receiver (Corona,CA)

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

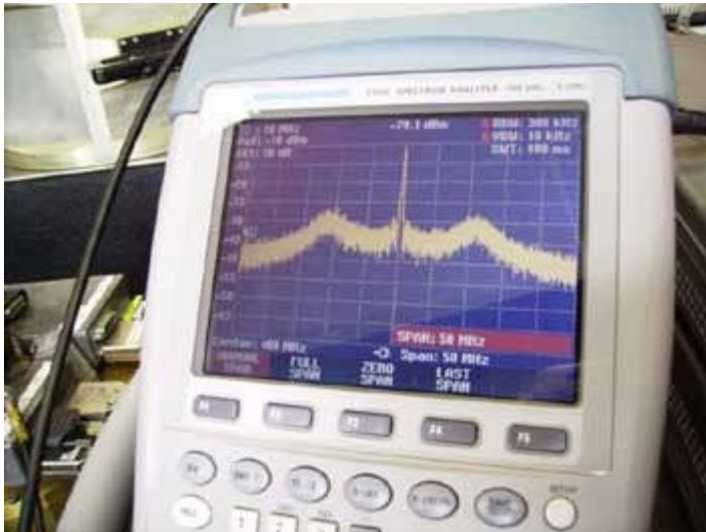
- Telecommunications Data Test Set (FireBerd 8000)
- LAN Test Set (Fluke ES2-700/AN)
- WAN Test Set (Fluke Opti-View)
- Radio Test Set; Handheld (Aeroflex 3515N)

# 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.**



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# AXIe: A New Instrumentation Standard

**First Release of AXIe 1.0 and 1.1 have been completed**