

NDIA Meeting 15 March 2011 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

Teradyne Announces Sale of Automotive System Test Unit

NORTH READING, Mass.--([BUSINESS WIRE](#))--[Teradyne, Inc.](#) (NYSE: TER) announced Feb. 16 that it has reached an agreement to sell its Automotive Diagnostic Solutions unit to SPX Corporation. Diagnostic Solutions, which serves transportation OEMs, tier-one suppliers and independent service providers is based in Manchester, England and has other major operations in Munich and Detroit. The terms of the sale were not disclosed. Completion of the transaction is expected no later than the second quarter 2011.



General Purpose Test Equipment Modernization Efforts



Army – TEMOD Program

GPETE PRIORITIZATION LIST*:

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



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:

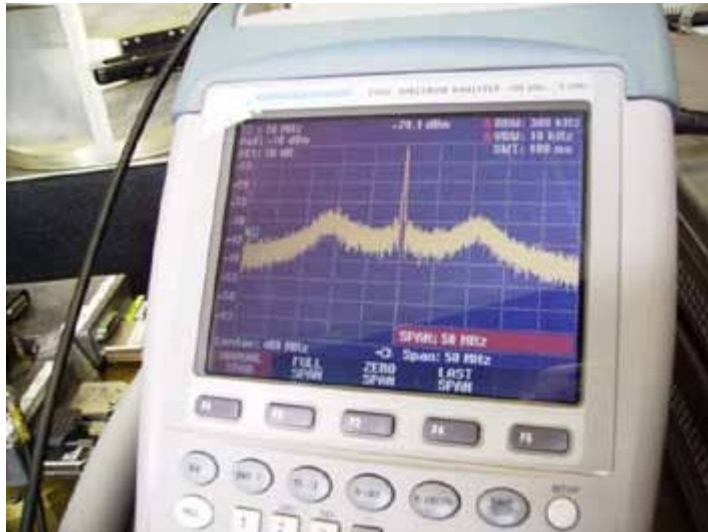
- Telecommunications Data Test Set (FireBerd 8000)
 - LAN Test Set (Fluke ES2-700/AN)
 - WAN Test Set (Fluke Opti-View)
 - Radio Test Set; Handheld (Aeroflex 3515N)
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Air Force

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 Trends

- Instrument Trends focused on applications important to Military ATE (Radar, EW, Communications, etc.)
 - Radio Test Equipment
 - Fast Switching Signal Generators
 - Data Converters (Bandwidth/Dynamic Range)
 - Digital Testers
 - etc

