

# **NDIA Meeting 6 December 2011 Commercial Liaison Report**


**John Stratton**

**[john\\_stratton@agilent.com](mailto: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

- Agilent Technologies Inc. (NYSE: A) and Accelicon Technologies today announced they have signed a definitive acquisition agreement. Accelicon, a privately held company, provides device-level modeling and validation software for the electronics industry.
- NORTH READING, Mass.--([BUSINESS WIRE](#))--[Teradyne, Inc.](#) (NYSE:TER) announced today that it has completed the acquisition of [LitePoint Corporation](#), a leading provider of wireless test solutions for the world's top makers of modules and consumer electronic products including smart phones, tablets and PCs.

# **General Purpose Test Equipment Modernization Efforts**

# Army TEMOD (Test Equipment Modernization)

**MISSION** To improve readiness of Army weapon systems and minimize general purpose electronic test equipment proliferation and obsolescence, thereby reducing operations and support costs.

**DESCRIPTION** The Test Equipment Modernization (TEMOD) program procures general purpose electronic test equipment that is essential to the continuing support of weapon systems required by Current/Future Forces. Acquisitions are commercial items that have significant impact on readiness, power projection, safety, and training operations of the United States Army, Army Reserve, and National Guard. The TEMOD program has procured 38 products replacing over 334 models. Projects are prioritized as a result of an annual working group composed of the materiel developer, the combat developer, and the user community.

- Current Programs in bidding process
  - Radio Test Set (AN/PRM-36) – Awaiting Contract Award
  - Ammeter – They are evaluating bid samples
  - 1GHz scope - Expect draft spec in January

# TEMOD Prioritization List

1. RF Power Test Set - E4418B replacement
2. Radio Test Set TS-4317 - Aeroflex (IFR) FM/AM-1600 replacement
3. Oscilloscope – Tek 2235 100MHz replacement; expect battery operation requirement
4. Spectrum Analyzer – E4407 replacement
5. Counter – 53131A replacement
6. Pulse Generator – Wavetek 288 replacement
7. Radar Test Set (IFF) – NavCom Defense replacement
8. Transmission Test Set – 4935A replacement
9. OTDR – Laser Precision Corp TD-2000C replacement
10. Modulation Meter – Farnell Instruments AMM2000/2Q replacement
11. Radio Frequency Power Test Set – Bird Electronic 4410A replacement

# 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 GPETE acquisition efforts:

- CW/Avg Power Meter
- Peak Power Meter
- Pulse Generator
- Function Generator
- 3.5 Digit HH DVM
- 1 GHz Digital Scope
- 26.5/50GHz MMR

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

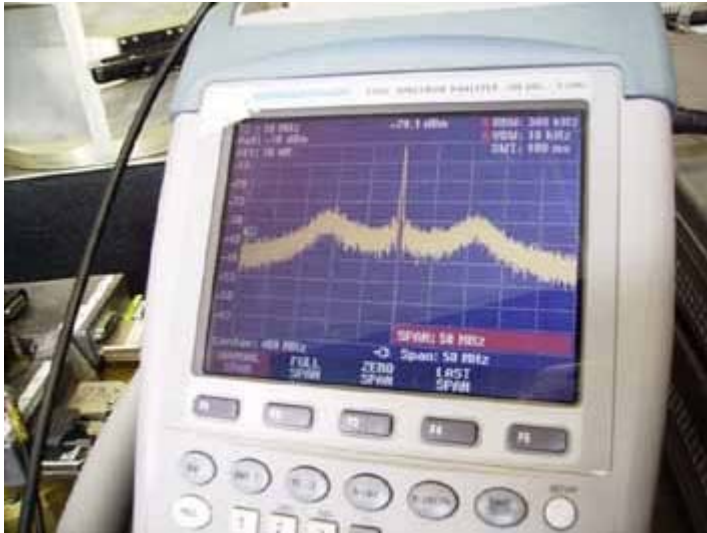
- 40GHz MW Sig Gen

# 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