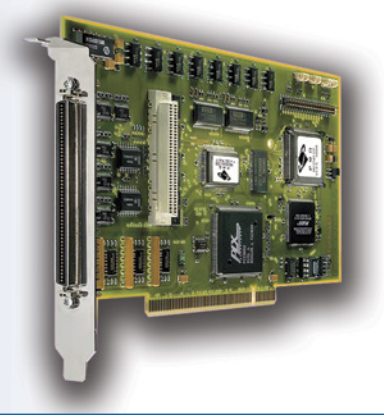
Case Study

L-com Develops Custom SCSI Cable to Meet Performance Motion Devices' Cost, Design and Delivery Requirements



Customer Profile

Customer: Performance Motion Devices

Location: Boxborough, MA

Industry: Hardware and Software Design and Manufacturing

Challenge

- Meet cost targets while meeting technical requirements
- Satisfy aggressive delivery deadlines

Solution

- Custom 100 Position SCSI interface cable with molded back-shell

Results

- Lower product cost
- Rugged, molded cable design
- Met delivery deadlines

Challenge

Performance Motion Devices, Inc (PMD) is a recognized world leader in motion control ICs, cards, drives and software. PMD specializes in providing cost-effective, high performance motion systems to OEM customers in the medical device, materials handling, robotics, test and instrumentation, industrial automation, motion control, and textile industries.

PMD had been using a 100 position SCSI cable for one of their motion controller interface cards. Their original supplier's prices had significantly increased forcing PMD to seek out new manufacturers to meet their cost targets and technical requirements. 100 position SCSI cables are not very common and are difficult to build which adds to the total cost of the cable. Furthermore, PMD needed a manufacturing partner that could meet their stringent delivery deadlines.

Solution

L-com's engineering team was able to design a custom molded back-shell that reduced cost (PMD had been using a machined, assembled back-shell) and satisfied PMD's specific dimension requirements. Developing the molded back-shell was technically challenging but L-com was able to provide a solution in a relatively short time frame. Additionally, L-com was able to match the connector over-mold color to the cable jacket resulting in a more aesthetically appealing cable assembly.

Results

L-com met Performance Motion Devices' cost, delivery and design requirements supplying the company with a rugged, customized cabling solution to address their customer's motion application requirements.

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