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## **Breaking News**

- Avnet loses TI's \$1.9bn distribution business
- USI China to acquire Asteelflash the 2nd largest EMS in France



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# In this Edition:

## **Cover Story**

• How Drones will change the future of Railways by Thales

*Can a small fleet of drones assure the safety and reliability of railways and, at the same time, help railway operators save billions of euros each year?* 

## **Breaking News**

• Avnet loses TI's \$1.9bn distribution business *TI's products account for roughly 10 percent of Avnet's sales, which reached \$19.5 billion in fiscal 2019.* 

• USI China to acquire Asteelflash the 2nd largest EMS in France for USD 450 million

## Headlines

• Rail Automation Drone - Not That New Industrial Networks Launches Rail Automation Drone in 2016 (2016)

• Avnet to Acquire Witekio (formerly known as Adeneo Embedded), Enhancing End-to-End IoT Strategy with Deep Embedded Software Expertise

• Top Distributors Exit ECIA to Form Global Association GEDA

Three of the industry's biggest distributors – Arrow Electronics Inc., Avnet Inc. and Electrocomponents plc – have withdrawn from the Electronic Components Industry Association (ECIA)

• Kintex® UltraScale<sup>™</sup> FPGA 3U VPX board with FMC+ Site VITA 66.5 from Interface Concept



• Mercury Systems Receives Best-In-Class Defence and Space Award from Airbus

• 3U VPX Module from Extreme Engineering Solutions Reduced Risk from Components with Native Extended-Temperature Support

• DHS chooses GrammaTech for software analysis tools for cyber security of critical infrastructure

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# THE FUTURE OF RAILWAYS

Thales 11-Nov-2019

HALES

# Can a small fleet of drones assure the safety and reliability of railways and, at the same time, help railway operators save billions of euros each year?

That is the very likely future of applying today's 'eyes in the sky' capabilities of drones to making sure that the millions of kilometres of rail tracks and infrastructure worldwide are safe for train passengers and freight on a 24/7 basis.

"Drones are already being used to examine high-voltage electrical lines. They could do precisely the same thing to inspect railway catenary lines and other vital aspects of rail infrastructure such as, the alignment of tracks and switching points", explains Pierre-Antoine Benatar, Marketing Manager for Thales' Transportation Activities, "The more regularly they can be inspected, the more railway safety, reliability and on-time performance will be improved. Costs would be cut and operations would be more efficient across the board."

That includes huge savings in maintenance costs and better protection of railway personnel safety. It is estimated that European railways alone spend approximately 20 billion euros a year on maintenance, including sending maintenance staff, often at night, to inspect and repair the rail infrastructure. That can be dangerous work that could be avoided with drones assisting the crews' efforts.

By integrating leading technologies of Thales including advanced optronics and infra-red sensors, drones could also start providing higher-value services for railways, detecting cracks in the rail or defects in switches, before they can cause any disruption or safety hazard.

To perform these tasks, drones for rail don't need to be flying overhead. "We are currently working on the concept of rail bot, the rail drones of the future. They will be moving on the track ahead of the train, and programmed to run autonomously," says Pierre-Antoine Benatar. Through connectivity and Artificial Intelligence, they could then send in real time the information and analysis of any anomalies they detect. "When undertaking infrastructure inspection, they can speed up the tasks and free-up valuable network slots for passenger and freight trains".

But the true revolution will be to use these rail bots to help make the trains themselves more autonomous. Very small drones with advanced sensors and AI and traveling ahead of the train could guide it like a co-pilot. With their ability to see ahead, they could signal any problem or obstacle, including at road crossings, so that fast-moving trains would be able to react in time.

"Be it aerial or track-bound, drones could truly become a critical part of rail safety when operators move towards autonomy in the future, and Thales is ready", explains Benatar, "and when you add our expertise in air and rail traffic management to our capabilities in optronics, sensors, and artificial intelligence, it is clear that we are the preferred partner for operators who want to assure the best for their rail networks' future."



# **Rail Automation Drone - Not That New**

Press Release from Industrial Networks dated February 29 2016

## **Industrial Networks Launches Rail Automation Drone**

Spring, Texas – 2016. Since 2005, Industrial Networks (INet) has transformed the rail industry for shippers and provided tools to automate the complete process of rail and truck shipping. INet's stationary and mobile Automated Equipment Identification (AEI) readers provide pivotal rail and truck shipment management for control over in-plant operations. This automation reduces the occurrence of errors and improves overall productivity for shippers across North America.

In late 2015, INet applied for exemption to Section 333 of the FFA Reform Act in the railcar inspection and inventory market space and began testing a new drone AEI reader, the **INet Rail Automation Drone (IRAD-1)**, which will change the face of railyard automation once again. It's a bold plan that requires safety testing and FAA approvals, but will give rail shippers a greater amount of flexibility in their railyards. The IRAD-1 will be capable of fully autonomous scanning of the railyard for inventory and inspection of a railcar. Built into the drone is an elaborate collision detection and avoidance system to help avoid objects in the flight path and reinforce safety. Research shows these sophisticated systems are highly effective. This tool gives the IRAD-1 the ability to be a completely autonomous AEI scanner. This will lead to faster data collection and help the business reduce workforce requirements.

INet's current collection of AEI-scanning tools includes stationary and handheld readers and automates data collection in the field. This is critical in alleviating manual data entry errors and expediting the turnaround of railcars within a facility. The addition of the IRAD-1 to INet's arsenal of AEI-scanning tools helps the customer create a work environment that is specific for their business.

"Advancement in drone technology has allowed Industrial Networks to explore what we feel is the future of rail automation," said Jimmy Finster, president of Industrial Networks. "We are continuously researching new and innovative ways to help our customers improve their operations and streamline their daily processes."



See the Video

More information regarding updates to the IRAD-1 development, please visit <u>www.inetlp.com/products/inet-drone</u>.

#### **About Industrial Networks**

Industrial Networks is the leading provider of railyard automation and data acquisition systems for manufacturing and shipping operations in North America. Their expertise touches operations run by rail shippers, short line and Class I railroads, trucking, and more. The close relationship with Bourque Logistics, the leading provider of rail transportation software to shippers in North America, provides over 75 years of experience providing state-of-the-art rail automation.

# **Avnet loses TI's \$1.9bn distribution business**

# Texas Instruments Disengages with Global Distributor Avnet

#### By Barbara Jorgensen | Octobre 04, 2019

Texas Instruments, a longtime supplier to Avnet Inc., will discontinue its relationship with the global distributor as of

Dec. 31, 2020. TI's products account for roughly 10 percent of Avnet's sales, which reached \$19.5 billion in fiscal 2019.

TI notified Avnet of its decision on Oct. 1, citing the evolution of its channel strategy. TI has drastically changed its relationship with distributors since 2017. One Wall Street analyst reported TI has sent termination letters to six distributors worldwide.

"Over the past several years, we have been evolving our distribution network to better align with our strategy to establish closer, **more direct relationships with our customers**," TI's spokeswoman told EPSNews. "As we build these direct relationships, we won't have as much business flowing through the distribution channel and will require fewer distributors."

"While Avnet and Texas Instruments have had a long-standing relationship, TI made changes to its distribution strategy and is moving toward selling directly to its customer base," said an Avnet spokesman. "As a result, Avnet and **TI will be ending their distribution relationship by December 31, 2020**. We respect TI's decision and we will continue to work together through this transition."

TI's most dramatic move in the channel was the discontinuation of distribution **"demand creation"** programs around 2017. Under such arrangements, suppliers reward distributors for assisting customers with product designs. TI's move rendered distributors solely as fulfillment partners – managing inventory, delivering products and providing other supply chain services.

#### Texas Instruments, global distributors



Demand creation rewards typically come in two forms. **If a distributor secures a socket in an OEM design, suppliers provide a higher profit margin on volume sales if the design reaches production**. Other programs pay distributors a straight fee for their design assistance.

Distributors have been increasing their **reliance** on demand creation as profit margins on component sales have steadily eroded.

**Avnet, which carries hundreds of chip lines**, will continue to pursue opportunities to support its current and future customers, reduce operating costs, and further strengthen its current and future supplier partnerships, according to its most recent 8-K filing.

Still, this is a blow to Avnet. EPSNews affiliate ESM China reported the possibility of the TI-Avnet breakup late last week. **Since 2017, Analog Devices, Cypress, Broadcom (except for Avnet EBV), Silicon Labs and other semiconductor manufacturers have discontinued relationships with Avnet.** Avnet has laid off employees in China and Avnet's progress in that market has been slower than expected, according to ESM China.

Avnet has just expanded its offerings in China by launching a super store on Alibaba Group's China-focused B2B purchasing and wholesale marketplace 1688.com. Through an alliance with Alibaba Cloud, the electronics distributor will also enable services such as IoT prototyping.

... to next page

# Texas Instruments Disengages with Global Distributor Avnet

... from previous page

One of Avnet's senior managers has also left the company. EMS provider Flex named Lynn Torrel, former Avnet senior vice president for global customer and supplier management, as its chief supply chain and procurement officer. Torrel is responsible for Flex's direct and indirect materials, transportation and logistics, business operations, materials management, and strategic supply chain management. **Sources expect additional personnel changes at Avnet.** 

The distribution channel overall is weathering a tough 2019. Following a year rife with component shortages and allocation, distributors have seen demand decrease in the first three quarters of the year. The industry's two largest global distributors reported sliding sales: Avnet's fiscal Q4 sales of \$4.7 billion declined 7.5 percent from a year ago and 0.4 percent from the prior quarter. Arrow Electronics, Inc. reported second-quarter 2019 sales of \$7.34 billion, a decrease of 1 percent from sales of \$7.39 billion in the second quarter of 2018.

**Profit margins** on electronics components **have been eroding for years**, which has created **tension between suppliers and distributors**. To retain a higher portion of their profits, suppliers are **cutting back on demandcreation** and other incentive programs. Additionally, **M&A activity** within the supplier community often brings two separate distribution rosters together, so component makers have been paring back their channel relationships.

**There's always been a tug-of-war between suppliers and distributors over "ownership" of customer relationships.** While distributors sell components to end-customers, they do so on behalf of their suppliers. Component makers such as TI are now taking these relationships direct. TI is particularly well-equipped to manage direct customers, industry sources say, as it **has maintained a robust engineering and sales presence** around the world and offers a broad portfolio of products. Many of TI's competitors have split into specialty chip companies.

Texas Instruments has also historically carried a broad distribution roster. In the Americas, TI currently lists Arrow, Avnet, Digi-Key, Mouser and Rochester Electronics as its resellers; in Asia, TI sells through the same distributors plus World Peace Industrial Group (WPG) and WT Group. In EMEA, Eastronics, Compel, MT Systems and Telsys join TI's core global distribution roster.

#### Texas Instruments, global distributors



### Editor Note about the TI & Avnet case

FIRST OF ALL: ... it is a pity to come to such an end between two very large companies after so many years, so something must be very wrong

We have selected this quite interesting article from Barbara Jorgensen as it includes a number of key items about the difficult relationship between « component manufacturers, distributors and the customer needs ».

In the article above we have highlighted (in bold) some interesting words for further discussions.

#### Here are some comments and observations:

#### The URGENT need for Experienced Business Professionals balancing commercial effectiveness with a strong technical skillset

The Technology is evolving very fast and is getting more complex.

In the Semiconductor Business every year up to 30% of the revenues are done with New Products and are addressing News Applications & New Markets. The Design-win efforts should have started up to more than a year before.

TI is the World Leader in Analog IC 's with a huge number of special functions, it requires Technical Sales Expertise.

The Race to NEW CUSTOMERS Discovery has begun, but Vendors are NOT Ready, too little resources in house. The Winners will be the Ones able to Adapt Quickly.

Finding New Customers and identifying the right Decisions Makers requires different skills and expertise.

\_ Daniel Dierickx, e2mos

#### The most complex strategic business questions are best answered with facts!

Ask e2mos for help <u>www.e2mos.com</u> Request a phone call to: <u>mgt@e2mos.com</u>

# Avnet to Acquire Witekio, Enhancing End-to-End IoT Strategy with Deep Embedded Software Expertise

Acquisition strengthens software and IoT capabilities at device level

Avnet, Corporate News, IoT | September 17, 2019

PHOENIX--(BUSINESS WIRE)--Leading global technology solutions provider Avnet (Nasdaq: AVT) has signed an agreement to acquire **Witekio (formerly known as Adeneo Embedded)**. Witekio is a privately held company with expertise in software and embedded systems that helps developers overcome the technical challenges and complexity of developing Internet of Things (IoT) solutions.

Today's announcement furthers Avnet's end-to-end IoT strategy by adding more capabilities and expertise in embedded software, edge computing and security, specifically from hardware to the cloud. This acquisition also underscores Avnet's commitment to helping companies reduce the time, cost and complexities of successfully bringing IoT products to market.

The addition of Witekio to the Avnet ecosystem follows the company's acquisition of Softweb Solutions, another software company, in December 2018. Witekio develops software for every layer from devices to the cloud, and Softweb develops cloud-based software to connect, manage and analyze data. Witekio's user-centric technology includes connected hardware, device architectures and applications that complement Softweb's offerings.

"The combination of Witekio's embedded software and design expertise with Avnet's already robust technology ecosystem further strengthens our overall solutions strategy, which is unparalleled in the market today," said Pete Bartolotta, President of Business Transformation, Avnet. "With Witekio's expertise, we can more rapidly deliver a complete hardware, software, cloud and middleware solution that delivers insights based on the customer's specific business case."

Witekio is a global company with approximately 120 employees located in France, the United States, United Kingdom and Germany. The Witekio team is comprised of business transformation consultants, user experience (UX) designers, system architects and software experts who have worked with many Fortune 500 companies across vertical markets including medical and healthcare, automotive and navigation, handheld and mobility, industrial and energy, and smart connected objects.

"We're aligned with Avnet in our approach to IoT solutions as well as our company cultures. We completely embrace Avnet's strategy to build vertical and scalable platforms that can quicken time to market and reduce financial investment while still offering a high level of customization to all players that want to tackle IoT opportunities," said Yannick Chammings, Founder, Witekio. "We're excited to become part of Avnet and further accelerate IoT adoption."

The transaction is subject to prior regulatory approval and is expected to close before the end of 2019. Terms of the agreement were not disclosed.

#### **About Avnet**

Avnet is a global technology solutions provider with an extensive ecosystem delivering design, product, marketing and supply chain expertise for customers at every stage of the product lifecycle. We transform ideas into intelligent solutions, reducing the time, cost and complexities of bringing products to market. For nearly a century, Avnet has helped its customers and suppliers around the world realize the transformative possibilities of technology. Learn more about Avnet at <u>www.avnet.com</u>. (AVT\_IR)

#### About Witekio ... formerly known as Adeneo Embedded

Embedded system software and IoT experts for successful smart and connected object projects.

For more than 15 years, Witekio engineers have been dedicated to embedded system software development and the success of our customers. We are of the firm belief that today innovation is nothing without software.

The Witekio adventure began in 2001. The company first became known as Adeneo Embedded, a pioneer of complex embedded system software and an internationally-renowned expert. The change of name to Witekio in 2016 reflects the positioning the company has developed over time as an embedded system and IoT software expert with a global system approach. We imagine, design, develop and integrate your software systems for any type of application, whether industrial, automotive, medical ... We provide our customers with a global software vision, without any technological bias, from the selected hardware (OS, drivers, firmware), through to the high-level software layers (application, connectivity, cloud).

This global software approach is coupled with a resolutely user-friendly vision. We are convinced that the most important success factor of any project for an object integrating embedded system software is its usage. Our UX design experts are always available to study your project and offer workshops for examining your users' expectations and ensuring that your software project will enable you to respond to these.

Our project methodologies including embedded and connected system software are proven and we adapt them to your projects. Whether V-Model or Agile, we want to give you the choice that brings success. More: <u>https://www.witekio.com/</u>

# USI China to acquire Asteelflash the second largest EMS in France for USD 450 million

# It looks like we're ending 2019 with a bang. One of the world's biggest EMS providers wants to acquire one of Europe's largest electronics manufacturers.

Universal Scientific Industrial a Shanghai-based electronics manufacturer is a member of ASE Technology based in Taiwan.



The Shanghai-based electronics manufacturer has formally announced its intention to enter into an Equity Acquisition Agreement with the shareholder's of Asteelflash.

It intends to acquire 100% equity of Asteelflash for USD 450 million, of which 89.6% is paid in cash, 10.4% is paid by issuing USI shares to a privately owned company of Asteelflash's founder, a press release reads.

Asteelflash, with its 18 facilities and its more than 6'000 employees, will become an important subsidiary of USI, with existing operation and management team left unchanged. And with the backing of USI, the French EMS provider aims to capture more opportunities to increase large orders of major clients, and accelerate its business growth and expansion.

In the context of heightened trade frictions on global markets, USI's move to acquire Asteelflash will enable it to provide a more diverse range of production bases to its clients as Asteelflash has operations in Tunisia, Czech Republic, Poland, France, Germany, UK, Mexico and USA.

"USI's partnership with Asteelflash will make USI into a bigger platform with enhanced manufacturing know-how, extended global reach and more resources for R&D in cutting edge technologies. USI is a proven leader in the global EMS space, and together with Asteelflash and its team, we will continue to operate a world-class platform, better serve our customers, and expand into high-growth end markets, such as automotive, medical and industrial markets," Jeffrey Chen, Chairman of USI, says in the press release..

Since 2018, USI has been expanding its global presence. Apart from expanding production in Taiwan, Mexico, and Guangdong of China, USI has completed a series of strategic investments, including acquiring production base in Poland, establishing joint ventures with Qualcomm in Brazil and with Sugon in mainland China, investing in PHI Fund, and engaged in the privatisation of Singapore based company, Memtech. The acquisition of Asteelflash will significantly strengthen USI's mix of manufacturing locations and capabilities across the globe.

"USI stands on a solid basis in both expertise and experience in manufacturing, design and automation, which are of tremendous value for our further development and continued improvement. We will make the most of USI's capabilities to capture opportunities from different segments," says Gilles Benhamou, CEO of Asteelflash.

#### **Editor Note**

Yes a big bang to end 2019 in the Hi-tech in France, but it is not the first one in Europe and certainly not the last one, and this while the yellow jackets are in the streets of Paris and several oher cities in France.

#### More bad surprises for Europe from China and Japan:

- SoftBank confirms sell off of ARM China stake see <u>SemiUpdateWorld Jan-Feb 2019</u> page 9 and Huawei page 14 ARM is a UK-based global leader in Silicon IP (UK was probably too busy with the Brexit to keep ARM in the UK)
- DENSO becoming a shareholder of Infineon! see <u>SemiUpdateWorld Mar-Apr 2019</u> page 4
- KUKA Germany a leader in Robots & Automation mainely for the Automotive Industry is now owned (94,55%) by Midea Group Co., Ltd., Foshan, China - <u>www.kuka.com/en-de/investor-relations/shares/shareholder-structure</u> There was a first warning at a conference in Nuremberg in 2011 and three years ago at CeBIT Hanover, we were in the rooms and collected over 20 business cards of top executives, but nobody reacted.

More details can be obtained from e2mos, please send e-mail to mgt@e2mos.com

\_ Daniel Dierickx

# **Top Distributors Exit ECIA to Form Global Association GEDA**

By: Barbara Jorgensen | August 27, 2019 EPS NEWS - News For Electronics And The Supply Chain

Three of the industry's biggest distributors – <u>Arrow Electronics Inc.</u>, <u>Avnet Inc.</u> and <u>Electrocomponents plc</u> – have withdrawn from the Electronic Components Industry Association (ECIA), marking an historic, structural change in the 9-year-old trade organization. A new group, the Global Electronics Distributor Association (GEDA), will be formed within the next 90 days, according to an Avnet spokeswoman.

Aligned with current global industry needs and opportunities, the spokeswoman added, GEDA will provide its members with a cost-effective membership focused on what is important to the electronics components distribution industry today.

ECIA was formed in 2010 through the merger of two industry groups: The National Electronics Distributors Association (NEDA) and the Electronic Components Association (ECA). NEDA -- established in 1939 -- was comprised of distributors; ECA represented component manufacturers. Arrow and Avnet have been NEDA/ECIA members for decades as have Electrocomponents' Allied Electronics and RS Components brands.

ECIA's membership now includes distributors, manufacturers and independent reps of all sizes. The members tend to be concentrated in the Americas because many small firms don't engage in global commerce. ECIA has alliances with other trade groups in the EU and Asia. GEDA will include leaders from the electronic components distribution industry, according to Avnet, and its associated manufacturers who will be dedicated to advancing the interests of GEDA members. Arrow said it does not speculate on matters such as post-ECIA plans. Avnet confirmed its withdrawal from ECIA effective October 25.

The move is a blow to ECIA in several respects. Membership fees are scaled by size of the organization, and collectively, the three distributors represent \$50 billion in global revenue. The distributors also post their inventory on <u>ECIAauthorized</u>, an exclusive aggregator for the authorized channel. Non-authorized distributors are considered at higher risk for counterfeit components. Arrow and Avnet hold an expansive array of inventory based on customer forecasts; "on-hand" estimates; consignment; and opportunistic buys. Allied Electronics and <u>RS Components</u> are specialized, low-volume distributors; Electrocomponents is a fulfillment, or high-volume, business. This is a significant amount of stock that will no longer be listed on the ECIA site – Arrow and Avnet each reported inventory assets of roughly \$3 billion in their recent earnings statements.

Bill Bradford, CEO of ECIA, said the association does not have any public comment relative to members disengaging from the association. "As of July 1, we were at record high numbers of members from all three categories – distributors, manufacturers, and manufacturer representatives," he said. "We continue to engage this active membership to promote and improve the authorized sale of electronic components and have several initiatives in the works toward that end."

Insiders say collaboration between two associations isn't out of the question. ECIA has key committees working on global industry practices, statistics, standards and marketing; and tackles issues such as anti-counterfeiting, <u>tariffs</u>, cybersecurity and conflict minerals. All are relevant to the global supply chain. The separation is time-sensitive: ECIA memberships and fees are renewed in the month of October. The ECIA Executive Conference, the organization's flagship convention, begins on October 20. Sources said conference sponsorships and attendance from Arrow, Avnet and Electrocomponents have been revised.

The new Arrow/Avnet/Electrocomponents consortium reportedly will be more distributor-centric than ECIA. Although the fate of suppliers and distributors are inextricably linked, the two groups are often at odds with one another. Component makers have been cutting back on demand-creation programs in which distributors are rewarded for pursuing OEM designs. Without such incentives, suppliers retain a higher profit margin.

There are also various arrangements between suppliers and distributors that are problematic for the partners. Distributors are required to get approval from suppliers if they increase or decrease component prices beyond a certain point. Those price differences are managed through a debit and credit system that is complicated and inefficient. Customer "ownership" is often in contention because distributors "touch" customers on their suppliers' behalf. Suppliers have moved customers out of the channel to manage them directly.

Other suppliers are deeply involved with distribution, channeling more than half of their volume through their partners. Global component makers face unique challenges in the supply chain: prices differ across regions; franchises may not apply to every country; and the U.S.-China trade war has added expense and complexity to logistics. Distributors, which manage many thousands of international customers, are well equipped to handle these issues.

Working through such challenges is a large part of ECIA's charter. The association recently reorganized its board of directors with equal representation from distributors and suppliers and to include manufacturers reps. The board consists of four distribution council members; four supplier council members; and one from the council of manufacturers reps. The councils are made up of 12 executives from member companies with responsibility for suggesting association priorities, while setting and overseeing their council's specific agenda and initiatives.

The Distributor Council, the Manufacturer Council, and the Independent Manufacturer Representative Council were launched at the ECIA's fall 2018 Joint Council Meeting. This structure "provides a venue for each of the constituent groups to discuss their specific challenges relating to our industry and the authorized channel," said ECIA. "More importantly, it provides the joint forum to bring the groups together to address the important issues that can only truly be solved by bringing all components of the supply chain together."



# Kintex® UltraScale™ FPGA 3U VPX board with FMC+ Site VITA 66.5



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# Mercury Systems Receives Best-In-Class Defence and Space Award from Airbus

# Company recognized for 100% quality and on-time performance

ANDOVER, Mass., June 18, 2019 (GLOBE NEWSWIRE) --Mercury Systems, Inc. (NASDAQ: MRCY, www.mrcy.com) announced that it received the Best-In-Class Supplier Award in Equipment & Systems from Airbus at its 5thDefence and Space Supplier Conference. The award recognized the top Defence and Space performers who support Airbus' long-term business relationships. Mercury was selected from among the entire supply chain of more than 10,000 suppliers.



Mercury's receipt of Airbus' Best-in-Class Supplier award at Airbus' 5th Defence and Space Supplier Conference. Pictured from left to right, Alberto Badaya, Head of Equipment and Systems, Airbus Defence and Space; Herve Garchette, Sr. Director of Business Development, Mercury's Mission Systems International group; and Barbara Bergmeier, Head of Operations, Airbus Defence and Space.

Mercury's receipt of Airbus' Best-in-Class Supplier award at Airbus' 5th Defence and Space Supplier Conference. Pictured from left to right, Alberto Badaya, Head of Equipment and Systems, Airbus Defence and Space; Herve Garchette, Sr. Director of Business Development, Mercury's Mission Systems International group; and Barbara Bergmeier, Head of Operations, Airbus Defence and Space.

The Best Performance award in Equipment & Systems was presented to Mercury Systems for having achieved a 100% score on their on-quality and on-time performance, as well as overall responsiveness, supporting specifically the C295. Airbus is a global leader in aeronautics, space and related services.

#### **Mercury Systems – Innovation That Matters®**

Mercury Systems is a leading commercial provider of secure sensor and safety-critical processing subsystems. Optimized for customer and mission success, Mercury's solutions power a wide variety of critical defense and intelligence programs. Headquartered in Andover, Mass., Mercury is pioneering a next-generation defense electronics business model specifically designed to meet the industry's current and emerging technology needs. To learn more, visit <u>www.mrcy.com</u>.



# Reduced Risk from Components with Native **Extended-Temperature Support**

## Xpedite7683 - 3U VPX Module

Intel® Xeon® D-1500 Processor-Based 3U VPX Module with 32 GB of DDR4, XMC Support, and SecureCOTS™ The XPedite7683 is a secure, high-performance, 3U OpenVPX<sup>™</sup>, single board computer based on the Intel® Xeon® D-1500 family of processors.

Providing up to 16 Xeon®-class cores, up to 32 GB of DDR4-2133 ECC SDRAM, and XMC support, the XPedite7683 is an optimal choice for computationally heavy applications requiring maximum data and information protection.

### The XPedite7683 is the latest SBC from X-ES based on the Intel® Xeon® D-1500 (formerly Broadwell-DE) processor family, a micro-server class of processors optimized for compute-intensive embedded applications.

The XPedite7683 enhances the capabilities of its predecessors by offering up to 32 GB of DDR4 ECC SDRAM, increasing the memory allocated to each Xeon® D processing core.

The XPedite7683 significantly reduces project risk by using memory components with native extended-temperature support, as opposed to commercial components that have been screened for extended temperatures.

All components on the XPedite7683-including not only the DDR4 memory, but also the 12-core Xeon® D processor—are rated by the manufacturer for operating temperatures down to -40°C, providing unique assurance for environmentally challenging applications where long-term reliability is non-negotiable.



# DHS chooses GrammaTech for software analysis tools for cyber security of critical infrastructure

The goal of STAMP is to modernize software analysis tools to improve performance and coverage, and provide more accurate analysis of results.

By John Keller is the Editor-in-Chief, Military & Aerospace Electronics -- Aug 12th, 2019



WASHINGTON – U.S. homeland security experts needed software-assurance tools to provide cyber security for critical infrastructure like energy, transportation, and banking. They found their solution from GrammaTech Inc. in Ithaca, N.Y.

Officials of the U.S. **Department of Homeland Security** (DHS) in Washington announced plans Friday to award a new contract to GrammaTech for the Static Tool Analysis Modernization Project (STAMP) project.

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In addition, GrammaTech will develop a repeatable methodology for testing, evaluation, and modernizing existing open-source static analysis tools.

DHS officials say they are choosing GrammaTech for the STAMP project because of the company's deep understanding of static analysis tools; knowledge of the software security life cycle; experience in software analysis; and its previous experience working with the National Institute of Standards and Technology in the Software Assurance Metrics And Tool Evaluation (SAMATE) program.

For more information contact GrammaTech online at <u>www.grammatech.com</u>, or the U.S. Department of Homeland Security at <u>www.dhs.gov</u>.