



# Case Study:

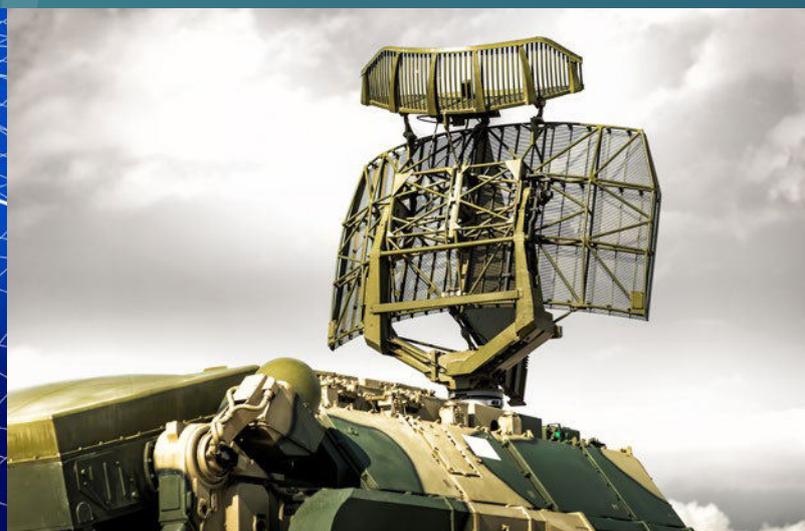
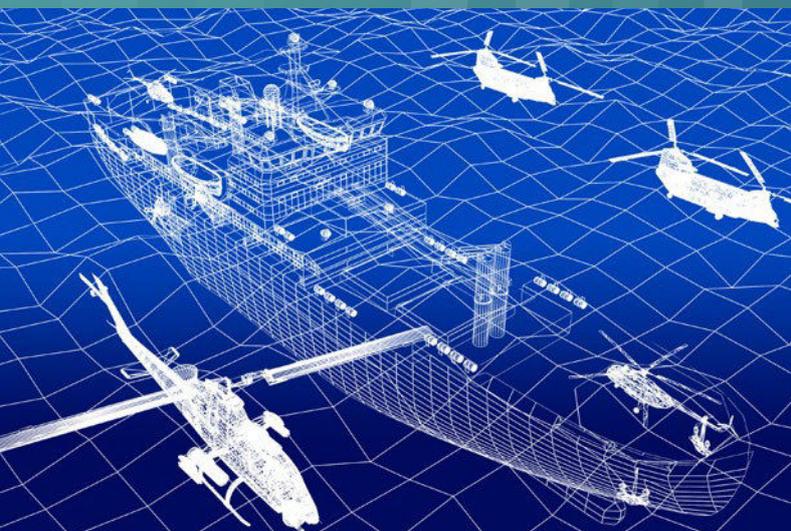
## DEFENSE COMMUNICATION

## Introduction

Operating across multiple vertical markets acp excels at providing products that have to meet the highest quality and reliability standards. No industry embodies this more than the defense industry.

Fiber optics, and specifically optical transmission has become critical to the defense industry as technology and data requirements advance exponentially. Optical transmission systems have numerous advantages: they are resistant to EMF, they have high bandwidth capabilities, they provide secure data and voice transmissions, and most importantly they are incredibly reliable and stable in extreme situations.

These systems are used in measuring distance through LiDAR; measuring fluids and substances for quality, composition, density, and depth; flight control systems for accurate location data; real-time communications, and a whole host of other critical applications. With such current and future dependency on optical transmission being part of this growth initiative was a natural fit for acp. With our rigorous quality standards, including Telecordia GR1209 and GR1221 its no surprise we have become a fixture in the defense sector providing solutions to both Tier 1 defense contractor as well as government agencies.



## Helping Defense Contractors

Through our integrated supply chain, advanced internal program management systems we have been successful on numerous defense programs. These projects usually carry tight deadlines with significant penalties for missed deadlines due to the scale and number of external vendors collaborating on a single program.



One notable program that acp excelled at was when it was approached by a Tier 1 defense contractor who was developing a communication system that was to be deployed in a military application. During their program development they had been let down by their incumbent passive component supplier. The program called for a unique and custom collimator that was to be the critical component that calibrated an optical device which would be critical for the safety of ground personnel.

Acp was approached at the 11 th hour to see if a solution could be created, tested, and supplied in a timeline that no other photonics companies could have met. Not only did acp deliver — we delivered a solution that surpassed the required specifications, we delivered a product at a price point 10% below the incumbent supplier, and all of this was executed within a quarter of the time that the original program called for

## The outcome

A Tier 1 defense contractor was facing the very real possibilities of being hit with significant nonperformance penalties. acp's engineering team stepped up and created a solution in record time, at a lower cost, and at a greater spec. Our client managed to meet their final deadline with no penalties and acp is now the incumbent supplier.

## Contact our team to have your challenge solved today:

Every acp solution is backed by 25 years of unparalleled success in providing photonic solutions for global OEMs coupled with our uncompromising pursuit of excellence.

Call us at: (408) 986-9838

Fax: (408) 986-0188

Email: [sales@acphotonics.com](mailto:sales@acphotonics.com)

### Follow us online

