

Progressing Chip Technology Manufacturing

Leveraging Photonic Integration to Deliver Internet Bandwidth to All

Companies that strive to create innovative and competitive products, must also develop a strategy to manage their product's development, test, budget, and schedule. Their key objective may be being the first to market with a unique, quality product. However, acquiring test instruments and software for product verification to support the market demand can have a large budgetary impact. Additionally, test system development takes time and technical expertise.

As a company's business grows, and product demands increase, the budget, testing, and schedule strategy must evolve to meet customer's needs. New challenges can arise as the pressure to quickly provide an increased number of products outgrows the previous means for increased production.

This case study describes how a growing optical communication technology manufacturer upgraded their strategy for increasing production. For them, acquiring additional test capability was a major part of the strategy to support increased product demand.

**Company:**

- Optical communication technology manufacturer

Challenges:

- Access to equipment for multiple test systems to increase production
- Need to rescale production test without tying up significant CapEx

Solution:

- KeysightAccess, subscription-based access to scalable, OpEx funded test assets

Results:

- Access to high-performance optical test equipment
- Achieved steep production ramp-up schedule

Challenges: Ramp-up Production Despite Delayed Budget

The optical communication technology manufacturer offers highly integrated optical products that leverage Dense Wavelength Division Multiplexing (DWDM) technology. DWDM is one of the most innovative and important fibre optic communication technologies available today, providing high data transmission capacity and bandwidth.

Keysight Account Managers (AMs) have partnered with the company's manufacturing team for more than 5 years, helping to select and use Keysight's instruments for their optical transceivers test application. The instruments selected for their design and production test facilities include the high performance N1090A optical sampling oscilloscopes, N7744C 4 channel, optical power meters, and N7764A 4 channel, optical attenuators.

As business and the demand for more components increases, the company has worked to increase the production ramp up and test capacities. To help mitigate the budgetary demands of additional test equipment, the team reviewed different services and found KeysightAccess to be most interesting because of the flexible options to renew, return, or purchase the instrumentation aligned to their business needs.

Solution: KeysightAccess Subscription Service

Keysight Account Managers met with the manufacturer to discuss services beyond just the technical challenges of increasing test capacity to include budget and instrument support. Keysight helped the company explore alternative purchasing options including KeysightAccess subscription services.

KeysightAccess provided the flexible services this manufacturer was looking for with solutions that enabled the optical communication technology manufacturer to expand their testing capabilities without impacting their CapEx budget.

- Access to test instruments, software, and technical expertise
- Maximum test instrument and software uptime with committed technical support and repair
- Balanced technical and financial risk with flexible subscription

Results: Successful Production Ramp Up

Keysight enabled this manufacturer to benefit from a KeysightAccess solution that included 36-month subscription and monthly payments, allowing them to acquire the test assets they needed now. The company's managers were pleased to learn that KeysightAccess provides flexible business and technical subscriptions, tailored to their specific test instrument and budgetary needs.

Going Forward

KeysightAccess enabled this chip technology manufacturer to get the high-performance optical test equipment they need now to meet their growing test capacity. This subscription-based service provides engineering teams access to the best technology and expertise tailored to meet immediate and evolving business needs.

Related Information

- [KeysightAccess Flyer](#)
- [KeysightCare Service and Support](#)
- Keysight Products:
 - [DCA-M sampling oscilloscopes](#)
 - [N7744C Optical Multiport Power Meter, 4 channel](#)
 - [N7764A Optical Attenuator, 4 channel](#)

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