

VTI Instruments: Product Longevity and Support

Corporate Strategy

VTI delivers precision instrumentation for electronic signal distribution, data acquisition and monitoring. Our products are used to automate the functional testing of complex electronic systems as well as to monitor and record data that characterizes the physical integrity of aircraft, engines, and other large structures. Formerly known as VXI Technology, VTI serves the following key markets: aerospace, defense, and energy and power generation industries.

With decades of experience, VTI continues to lead in the development of open standards for test and measurement along with scalable, modular products that maximize performance in a small footprint. Our technology allows customers to optimize their capital investment through **product longevity** while ensuring unmatched measurement integrity and data reliability.

Prime contractor and defense organizations worldwide count on the product performance of VTI's instruments to help them maintain a competitive edge in today's global market and preserve the integrity of their brand.

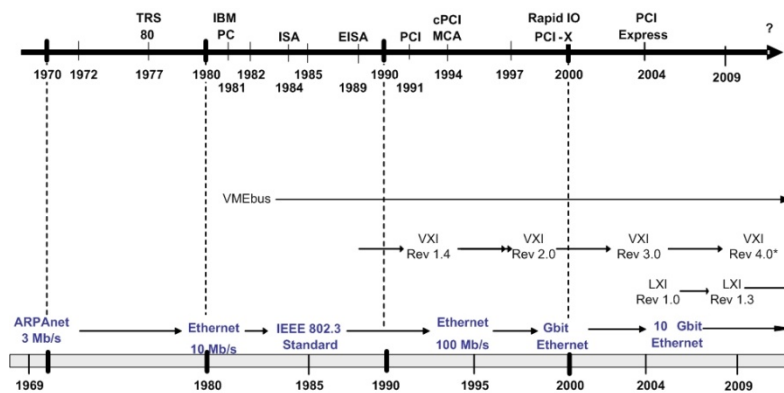
Product Longevity Strategy

VTI's foundation of value is based on providing solutions with life expectancies measured in decades – not years. Hence, we are committed to internal component obsolescence management and continuous product engineering. When we are notified that a supplier intends to phase out a component, we take advantage of last time purchase opportunities to complete our production commitments through the re-engineering phase. This strategy allows us to continue to ship the product with the obsolete component while designing a replacement in parallel. Once our stock of obsolete parts is depleted, we can ship products with the new components that are backward compatible.

This approach enables us to enhance products while considerably extending their production life and support cycle. All enhancements and redesigns ensure backward compatibility in software and hardware whenever possible, eliminating the need for our customers to perform costly system redesigns. Our expertise is utilized extensively by our military customers who require support for up to 20 years of testing products such as avionics on the JSF (F-35) aircraft and standard U.S. Navy systems like the Reconfigurable Transportable CASS testers (RT-CASS).

Our internal designs are all based on stable, forward-looking industry platforms. We do not design and develop on platforms that continuously change like the PC platform. This strategy allows us to avoid major obsolescence due to platform and interface changes. Examples of platforms are shown in the figure below.

Instead of purchasing standard interface chips, all interface intellectual property is developed in-house to further reduce dependence on proprietary components.



Longevity of Open-hardware Architectures

*In process

We still sell, service, and support the first product we developed in 1990 (VT7064). We have products on several test stations that require 10- to 20-year support cycles. We take pride in understanding the significant investments that customers make in integrating our hardware into their systems.

Our customers cover a broad spectrum ranging from commercial manufacturers to large government agencies and prime contractors. We provide long-term support for the following programs:

F-2	F-15	F-16	F-18
F-22	EFA	WAM	GETS
METS	COLT	B-1 ADTS	CSMS
URCU	BRCU	CF-18	TRIDENT
RT-CASS	HPOC-CASS	AMRAAM	BOEING 777
BOEING 767	SPACE STATION	F-35 (LM-STAR)	C17
VDATS			