

WRC Outsource Year 2000 Success Stories

Product:	Technology Used:	Customer Type:	Market/industry:	Problem / Need:	WRC Solution:	Customer Benefits:
Communications Gateway	DeviceNet ModBus	Industrial OEM	Drive OEM	Integrate DeviceNet into existing product	Developed custom DeviceNet interface, optimized for OEM ModBus operation	<ul style="list-style-type: none"> ▪ Opens DeviceNet markets ▪ Low entry cost ▪ Low risk ▪ Full ODVA compliance ▪ Simple to use
Communications Gateway	DeviceNet ModBus I/O	Industrial OEM	Valve OEM	Integrate DeviceNet and ModBus into existing product	Developed custom DeviceNet interface with diagnostics, optimized for OEM valve operation	<ul style="list-style-type: none"> ▪ Opens DeviceNet markets ▪ Low entry cost ▪ Low risk ▪ Full ODVA compliance ▪ Simple to use
Discrete I/O mounting board	I/O	Distributor and OEM	Commercial OEM	Reduce size / form factor of discrete I/O mounting board	Developed new board to OEM specs	<ul style="list-style-type: none"> ▪ 25% reduction in control panel space ▪ Cost-reduction ▪ Distributor support ▪ No up-front cost
Discrete I/O module	I/O	Distributor and OEM	Commercial OEM	Need 120Vac output module with ON/OFF switch for manual operation of equipment	Developed new module to OEM specs	<ul style="list-style-type: none"> ▪ Cost-reduction ▪ Distributor support ▪ Reduces down time by allowing manual activation of controls ▪ No up-front cost
Multi-channel mixed I/O on DeviceNet	I/O DeviceNet	Distributor and OEM	Industrial material handling OEM	Replacement for a competitor's product which experienced sourcing and support problems	Developed enhanced version of competitive product which meets or exceeds the previously-spec'd product	<ul style="list-style-type: none"> ▪ Improved product performance ▪ Improved service with local support ▪ Improved delivery ▪ Distriubutor support
Torque feedback and analysis circuit, product	Analog I/O	End-user	Major automotive mfg facility	Existing product design unreliable	Developed custom circuit to monitor and report torque operation	<ul style="list-style-type: none"> ▪ Improved reliability ▪ Reduced end-product problems