

# Testtalk *focus*

LARGE NORTH AMERICAN OEM FOR THE  
EMERGENCY WARNING INDUSTRY

## CheckSum is another bright spot for this customer

While in recent years many local companies in the northeast downsized, relocated or outsourced, this manufacturer has instead maintained its edge and grown significantly.

The company was beginning to grow faster than their current manufacturing test processes allowed. They never bought into the big iron tester and used typical hot-mockup and custom test sets to test their products functionally. A new manufacturing test manager hired to modernize their production test process was aware of the CheckSum brand but did not have any personal experience with CheckSum's capabilities. He was very familiar with other ICT systems and thought CheckSum provided the right mix of test capability at the best cost.

The CheckSum web site provided the product pictures, data sheets and specifications. We responded to his set of RFQ's and Q&A's about various test solutions however, he scheduled a CheckSum factory tour to finalize his decision.

In addition to meeting the company owners and designers, he was able to see numerous custom test fixtures during different phases of development. He intended to purchase a complete turnkey solution initially including test fixtures and programs. Long-term he planned to purchase the customized test fixtures locally and write the test programs in-house. He knew that the test programs would be a key element to optimizing the production test process. The programs could evolve as needed to match their product's fault spectrum to fully utilize the tester and improve their product quality at the lowest cost.

Over the last 10 years, they have progressed from our bench-top systems to numerous Analyst ems+ft systems and several Analyst ils in-line testers.

MultiWriter is included on every fixture that includes a programmable part but that is another success story in itself.