



Merlin VME Sales

Merlin VME Sales is a small engineering design firm specializing in the design of VMEbus modules for use in industrial control and military applications.

In addition to our line of standard products we also offer drop-in replacements to obsolete products. From a user's manual for the obsolete product we can typically offer a working prototype within 4 months, with production units available six weeks after customer approval of the prototype. Recent success stories include:

- Replacement of the Acromag 9210 Analog Output Board and 9320 Analog Input Board. Prototypes were working in the customer's system with his existing software and cabling in 4 months. Both units were designed on the same printed circuit board. The board can be assembled as either an input or output module. The appropriate firmware is downloaded after the card is assembled.
- Replacement of the Radstone MPCC-1 Serial I/O Module. Prototype was working in 4 months with customer's existing software and cabling.
- Replacement of SBS Technologies IP-ENCODER-6. The customer used IP-ENCODER-6 with a VIPC618 IndustryPack® Carrier. In order to avoid problems due to carrier board going obsolete, we designed an integrated VMEbus module that emulates the customer's configuration. A working production quality prototype was delivered to customer in less than 3 months. From this design we also offered the 8 channel quadrature encoder module with optional isolation. The same circuit board may be downloaded with firmware to emulate the IP-encoder-6 or firmware to provide an 8 channel module.

In each of these cases the customer was faced with having to re-write software and modify cabling. Merlin VME offered a solution that allows the customer to support existing installations while continuing production on new systems. The NRE charge for each of these cases was less than \$40,000. The customer was only required to purchase 10 units. No money was due payable to Merlin VME until after successful integration of the prototype.

The company has facilities in Reno, NV and San Jose, Costa Rica. Our customers consist primarily of defense contractors.

4600 Kietzke Lane, Bldg. C-126, Reno, NV 89502

Phone: (866)700-7704

e-mail: merlin10@sprynet.com - www.merlinvme.com