

Racal Acoustics is a world leader in military communications systems, supplying high quality, state-of-the-art, audio products designed to operate in the harshest military environments. With origins dating back nearly a century Racal Acoustics has a prestigious track record in supplying products, systems and support to over 100 armed forces and to numerous military communications projects around the globe.

A number of years ago the MoD changed their procurement policy, looking further a field than their incumbent suppliers, which forced Racal to re-evaluate their design strategy. After outsourcing PCB manufacture, Racal decided to sub contract design in order to cost effectively manage R & D capacity, without loss of innovation and competence. Racal reviewed the market for a PCB design partner, and after in-depth evaluation, Racal chose Quadra Solutions because they were the only company to offer a true partnership i.e. support of legacy designs, complete library management, technical expertise and advice and, of course, design capability!

Valda Stuckey, Racal's Design Services Manager explains:

"When we were evaluating the market we found Quadra was the only company who could manage the whole process for us, reducing time to market whilst maintaining fiscal control. With all subcontracting there is a learning curve in terms of the subcontractor understanding what it is expected of them. Quadra has developed an excellent working relationship with us and, from the start, has provided the service we needed to meet our customers' needs."



The battlefield demands precise and accurate communications to be delivered through all operating environments, whilst providing a level of protection for the ears of the service people. Recently, Racal was awarded a contract to supply its Frontier1000 system to the UK MoD for the Personal Interfaced Hearing Protection System (PIHP) project. This is a new system consisting of two parts - custom-moulded ear plugs for each soldier and a small interface box housing a device that reduces the sound level of the firing and explosions to the soldier, whilst still being able to talk and listen to their colleagues on the ground.

Racal turned to Quadra for assistance with a preliminary circuit diagram (which was still undergoing test and development) and the request to turn it into a working test unit in just five days. Quadra Solutions responded by implementing their fast track, parallel process routines. Quadra's coordinated project approach ensured that PCB layout, component sourcing and procurement, bare board manufacture and assembly, occurred concurrently where possible to deliver working prototypes in the five day deadline.

Valda continues, "The most important aspect of our relationship with Quadra is that they are quick to respond to our project requests when it matters most! With this particular contract, we were continually enhancing both the mechanical



and electronic design in order to meet shifting customer requirements. This enabled us to outmanoeuvre our competitors. Quadra not only fully understood our needs, but also had the flexibility to meet extremely tight deadlines."

PIHP Commendation

Racal Acoustics are pleased to announce that the combined BATCIS/RACAL Integrated Project Team for Personal Interfaced Hearing Protection (PIHP) have been awarded a commendation by the Chief of Defence Materiel, Gen Sir Kevin O'Donoghue KCB CBE. This is the highest possible award in its category, which is one below formal Awards of State (MBE, OBE etc)