



Solutions and
Services for
Wireless
Equipment
Manufacturers

Solutions to power your success



Agilent Technologies

Innovating the HP Way

Across the world, we expect to communicate with anyone or access any information at anytime from anywhere. You are responsible for supplying that convenience through the devices and infrastructure you manufacture. Agilent Technologies can help you meet those demands by providing you with the solutions to develop and manufacture high-quality wireless communications products. And the best part - we can improve your efficiency, increasing your profitability.

Agilent is involved with the standards committees, has formed alliances in the wireless world, and is keeping pace with emerging wireless 3G and Bluetooth™ standards. In this age of relentless change, Agilent Technologies shares experience and innovation to power your success in the connected world. We can help you confidently address the challenges you face in this rapidly changing industry. Market timing is critical in the race to manufacture wireless infrastructure equipment and devices at reduced costs.

Agilent provides complete test solutions and services no matter where you are in your product's lifecycle - from product design through mature production.

If we've caught your attention,

read on to learn about our offerings. We'll help you meet your business goals in ways you never thought possible.



Meet your critical Time-To-Market schedules

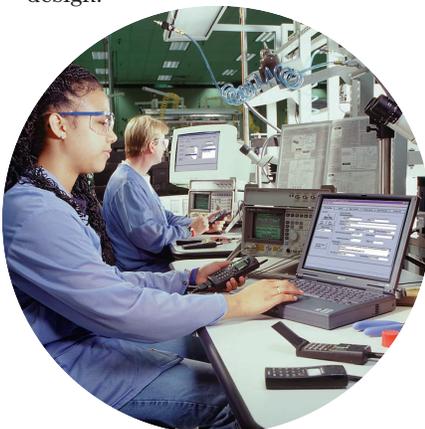
With increasing subscriber growth, the launching of 2.5G and 3G wireless networks and the advent of Bluetooth technology, time-to-market is absolutely critical in the wireless industry. The timing of new product launches is crucial to success in this fast paced industry. Anything that allows you to compress your time-to-market provides a huge competitive advantage.

Move to manufacturing faster

Agilent has software and hardware tools to help you create superior product designs and get them from development and into manufacturing more quickly. Software for transistor modeling, circuit design, and system design enables your development engineers to create designs and run simulations from the lowest circuit level to system levels. Simulation results are fed back up through the chain, to verify that all components will work together correctly when they are integrated into the final product.

Connected solutions

Agilent's design and modeling software can be linked to other tools that are a part of your product development process, including SPICE, mechanical design tools, etc. With links to test equipment such as network analyzers, RF sources, and transmitter testers, your simulations can include actual measured data as well as simulated results, providing even greater confidence in your design.



The versatility of Agilent's design software and test equipment helps you seize market opportunities you could otherwise easily miss. Our design software solutions feature 2.5G and 3G Design Libraries and a Bluetooth DesignGuide to provide design verification throughout the design cycle. New and existing designs can be evaluated against emerging signal formats for faster time-to-market. Built-in links to Agilent test equipment such as our digital signal generators and vector signal analyzers enable design verification to be performed seamlessly from the design phase to the prototyping phase for first-pass success. Agilent's design software can help you transition from the development phase to the manufacturing phase with its statistical yield analysis and yield optimization capabilities to re-center designs for optimum production yields.

Consulting, engineering, and training services

To expand or complement your engineering capabilities, Agilent also offers process consulting, engineering services, and advanced training. Technical events, such as our 3G Workshop, provide engineers with a fundamental understanding of 3G technologies and hands-on experience in making key 3G measurements.

These integrated solutions and services help you meet or exceed your time-to-market goals and stay ahead of your competition.

"By partnering with Agilent, our customers benefit from access to leading-edge simulation and IC process technology enabling them to accelerate their aggressive product development and time-to-market objectives,"

states Dr. Charles Huang, Executive Vice President and Chief Technical Officer at ANADIGICS Incorporated.

ANADIGICS and Agilent Technologies worked together for over a year to develop a virtual sampling solution that enables ANADIGICS to supply software samples that represent an actual hardware circuit.



Launch your new wireless products At the Right Time

Original equipment manufacturers (OEMs)

Whether you're doing in-house manufacturing or outsourcing to an electronics manufacturing services (EMS) provider or both, let Agilent help you move quickly from design to high volume production with our total 2G, 2.5G, 3G, and Bluetooth test solutions.

Time-to-market

Agilent helps get your production lines up and running faster by defining and implementing a complete test strategy that validates your design. We provide flexible test instruments and systems that can handle multiple wireless formats and technology changes so you can get new products to market quickly and efficiently.

Time-to-volume

Agilent helps you ramp your production to volume by providing worldwide support and capacity replication. We help you increase throughput and improve yield by optimizing your production lines. If you are outsourcing your design to an EMS company to meet strong demands for an existing product, we can help ensure a smooth, rapid, and cost-effective transition from product concept and development

at your facility to full volume manufacturing at the EMS provider's facility. Enabling you to meet your production deadlines. We offer education and training to your EMS provider in RF basics, current wireless standards, and test and measurement techniques, delivered in many different local languages, customized to your requirements. Also, we supply them with total test solutions and services including system assembly, integration and verification, technical consulting, and solution planning and design.

Time-to-profit

Agilent helps decrease your cost per device and improve your return on net assets by optimizing your test yields, maximizing line uptime, and improving your asset management. If you are outsourcing your design to improve profitably, we can help migrate your proven processes to the EMS provider.

Whichever method you use to maximize profits and still meet product demands, Agilent is there to help you with our test solutions for 2G, 2.5G, 3G, and Bluetooth wireless formats.

Win contracts with Fast Response Times and undeniable quality

Electronics manufacturing services providers

Whether you are experienced at producing wireless products or are new to the wireless manufacturing industry, Agilent has the full range of solutions and services to help you succeed in getting high-volume, high-quality products produced on tight manufacturing deadlines. We help the OEMs with their design and manufacturing test needs and we can help you understand and streamline manufacturing tests to achieve customer-driven results.

Deliver on commitments and minimize risks

You play a critical role in helping OEMs bring their products to market quickly and profitably. Agilent can help you solidify credibility with the OEMs by providing you RF training and consulting services and still maintain your flexibility and speed.

Agilent can help ensure a smooth, rapid, and cost-effective transition from product concept at the OEM to full volume manufacturing at your facility. We can help you profitably deliver on schedule and quality commitments, even with high customer satisfaction expectations and quick technology turnover.

Agilent provides integrated solutions and services to help you win new contracts and deliver on existing commitments in the highly competitive wireless manufacturing market. These solutions and services include system assembly, integration and verification, technical consulting, and solution planning and design.



In a Time of Constant Change

As a manufacturer of wireless communication products, you must satisfy the demands of a global marketplace full of new technologies and evolving standards. You may be manufacturing a GSM phone on one production line and a CDMA phone on another—or you may be combining different formats in a single phone. To keep your production lines running with the maximum productivity, you need flexible test instruments and systems that can handle multiple wireless formats and technology changes.

All the technologies, all the time

Agilent has long been a supplier of high-quality, innovative test equipment for wireless equipment manufacturers. We were the first-to-market with GSM, CDMA, TDMA, cdma2000, and GPRS test sets and our product line is the broadest in the industry today. Agilent test equipment supports all major standards for wireless communications, including W-CDMA, cdma2000, Bluetooth, EDGE, GPRS, GSM, CDMA, TDMA, AMPS, PDC, PHS, DECT, iDEN, and TETRA.

Flexible test solutions

As your production line switches from one wireless format to another, you can easily change the wireless personalities in Agilent test instruments to adapt to the change. For example, our digital signal generators and vector signal analyzers can change wireless formats at the push of a button. Our portable spectrum analyzer family can be customized for wireless formats by upgrading instrument firmware and software via the Web.

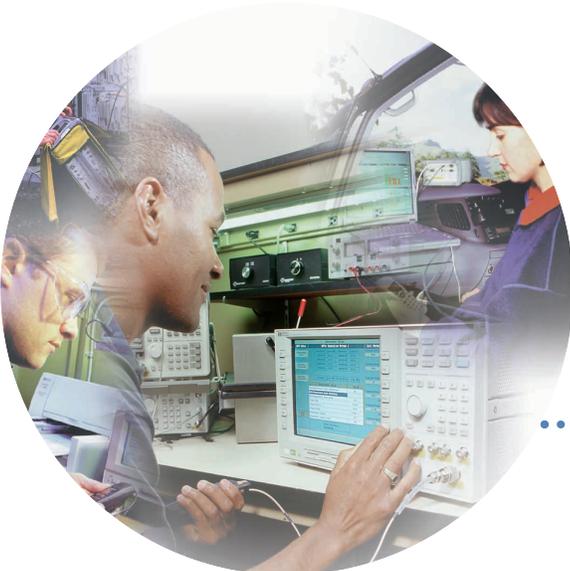
Base station test sets use innovative measurement algorithms to reduce test times by testing transmitters and receivers simultaneously, and by customizing confidence limit testing to suit your individual requirements. With flexible, modular architectures, most Agilent instruments and systems can be expanded or upgraded so that you can adapt your manufacturing capabilities without having to invest in new test equipment.

“Producing a 3G mobile presents many design and engineering challenges. Samsung and Agilent’s successful collaboration enabled us to verify our prototype 3G phones and move them quickly into production.”

Mr Sang-Uoon Chung
Director of Engineering, Samsung

Flexible instruments for wireless communication testing:

- base station and mobile phone test sets
- vector signal analyzers with one-button, format-specific measurements
- spectrum analyzers with wireless communication measurement personalities
- digital and analog signal generators with format-specific capabilities for base station, wireless device, and component testing
- network analyzers for component measurements
- dc power sources with battery simulation
- x-ray, automatic optical inspection, in-circuit and RFIC test systems
- custom and pre-built fixtures for convenient and reliable test setups



Time to Focus

on core competencies

In an era of rapid growth, with phenomenal change and competition, you need to focus your resources on the development of manufacturing processes that will meet your company's business objectives. A critical part of that task is developing effective test strategies and automated test systems that help you get wireless equipment to service providers more quickly. Setting up a complete test system and production line each time a new wireless device or base station comes out can put a strain on your engineering department. If you reach the limits of your engineering capacity, Agilent can help.

Project services

Our engineering and integration services draw upon the breadth and depth of Agilent's expertise in developing manufacturing test systems to provide you with consulting and engineering resources. We offer a full spectrum of services, from initial consultation to complete design and implementation. We provide integration services, which include "build-to-print", collaborative design, and turnkey solutions. Our expertise includes designing and building test systems for production lines plus the complicated fixture solutions for testing wireless devices. We can do as much of the job as you need—freeing you to focus on the core areas of your business that make you more competitive.

"Agilent Technologies commercial test solutions will help ensure the rapid deployment of third-generation CDMA and HDR systems."

Steve Altman
President of QUALCOMM
Technology Alliances

Process improvement consulting

If you are setting up a new plant or wish to increase your throughput or yields—to manufacture wireless devices or base stations, for example—Agilent consultants can provide expert assistance. Our consultants work closely with your staff to assess needs and processes and then recommend changes to meet your objectives—changes that will reduce floor space, remove manufacturing bottlenecks, and save you time and money. Further, Agilent can implement these recommendations on a project by project basis.

Training and education services

As a leading-edge supplier of instruments, systems, and software for the wireless industry, Agilent is at the forefront of new technologies and standards. The knowledge that we have built over time is knowledge that helps you meet your wireless business goals. We apply the expertise gained from this position to assist you in developing new applications for your test systems or in training personnel in new technologies. Our *CDMA - An Engineering Perspective* course is only one example of Agilent's many training programs that cover everything from technology fundamentals to advanced measurement techniques. Over 350 experienced and highly trained consultants and educators across the globe can help customize a training program to meet your business needs.



Time for Support and Services

when and where **YOU** need them

In a global manufacturing environment, your facilities may be scattered around the world. But no matter where your facilities are located, if a production line goes down, it can mean huge losses—not only of revenue, but potentially of market share.

Worldwide presence

Your test instruments and systems, like all your manufacturing equipment, must be protected. Agilent offers a full line of service and support options available across the globe including: repair, on-site or return to Agilent calibration, education and training, consulting services, as well as technical support to help troubleshoot problems as they arise on the production line (for example, help work through production measurement or process problems as they arise). If you move your production line from one country to another, Agilent support will be there.

Financial solutions

If business-as-usual purchasing won't work for you, Agilent offers a number of powerful alternatives:

- Lease and finance – flexible plans that provide the benefits of new technology without the risk or up-front investment.
- Refurbished equipment – same-as-new test and measurement capability at a value-driven price.
- Trade-in/trade-up – options for acquiring the latest test and measurement equipment while stretching your budget and getting the most from underused equipment.

Learn more about these alternatives on our Web site at

www.agilent.com/find/buyalternatives

Time to Meet Your Business Goals

In this age of relentless change, Agilent Technologies shares experience and innovation to power your success in the connected world. Whether you are developing or manufacturing 2G, 2.5G, 3G, or Bluetooth products, Agilent can help you meet your business goals by providing complete test solutions and services, no matter where you are in your product's lifecycle - from product design through mature production. If you would like further information on how we can help you meet your business goals, visit our Web site at www.agilent.com/find/wireless or call your local Agilent sales representative.



Agilent Technologies' Test and Measurement Support, Services, and Assistance

Agilent Technologies aims to maximize the value you receive, while minimizing your risk and problems. We strive to ensure that you get the test and measurement capabilities you paid for and obtain the support you need. Our extensive support resources and services can help you choose the right Agilent products for your applications and apply them successfully. Every instrument and system we sell has a global warranty. Support is available for at least five years beyond the production life of the product. Two concepts underlie Agilent's overall support policy: "Our Promise" and "Your Advantage."

Our Promise

Our Promise means your Agilent test and measurement equipment will meet its advertised performance and functionality. When you are choosing new equipment, we will help you with product information, including realistic performance specifications and practical recommendations from experienced test engineers. When you use Agilent equipment, we can verify that it works properly, help with product operation, and provide basic measurement assistance for the use of specified capabilities, at no extra cost upon request. Many self-help tools are available.

Your Advantage

Your Advantage means that Agilent offers a wide range of additional expert test and measurement services, which you can purchase according to your unique technical and business needs. Solve problems efficiently and gain a competitive edge by contracting with us for calibration, extra-cost upgrades, out-of-warranty repairs, and on-site education and training, as well as design, system integration, project management, and other professional engineering services. Experienced Agilent engineers and technicians worldwide can help you maximize your productivity, optimize the return on investment of your Agilent instruments and systems, and obtain dependable measurement accuracy for the life of those products.

By internet, phone, or fax, get assistance with all your test & measurement needs

Online assistance:
www.agilent.com/find/assist

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