

# MAKE TEST YOUR COMPETITIVE EDGE

FIND OUT WHY SOME  
OF THE WORLD'S MOST  
ADVANCED TECHNOLOGY  
COMPANIES PARTNER  
WITH AVERNA

HIGHER  
PRODUCT  
QUALITY



FASTER  
TIME TO  
MARKET

A blurred, high-angle photograph of three business professionals in a modern office setting. They are standing and looking at large sheets of paper or a screen, suggesting a collaborative meeting. The image is heavily blurred to create a sense of motion and focus on the text.

# WHY TEST EXPERTISE MATTERS MORE THAN EVER

The tech world is changing at light speed and test approaches need to keep pace. Whether you're designing medical devices, building satellites or producing mobile consumer devices, you've got to cover all the bases. People's lives, livelihoods and lifestyles depend on it.

And when your product launches, you need to be absolutely sure it's rock solid. That it performs exactly as designed, if not better. There's no room for compromise. A missed flaw in a tech spec, 3D model or test plan can blow up into a supply chain headache or balance sheet nightmare.



► OUR CLIENTS DEVELOP  
AMAZING TECHNOLOGY  
THAT'S CHANGING OUR  
WORLD FOR THE BETTER.  
THEY DEPEND ON AVERNA'S  
UNIQUE EXPERTISE TO  
PERFECT IT.



## WHY ENGAGE AVERNA?

**1 NEW TECHNOLOGY**  
You're developing a cool new product or features and want the best test solution.

**2 BUSINESS PRESSURES**  
You need to improve test coverage, automate processes, boost quality or lower costs.

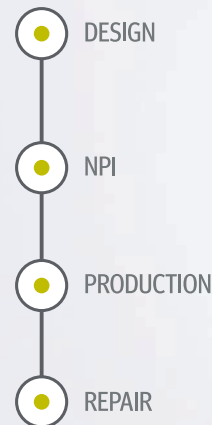
**3 GLOBAL ROLLOUT**  
You want smart, high-volume test stations and support to get products to customers fast.

**4 SPECIAL SKILLSETS**  
You've got a project or product to finish and you need test experts onsite or online.

## DESIGN FOR TEST/MANUFACTURING

### BETTER PRODUCT DESIGNS AND IMPROVED TEST COVERAGE

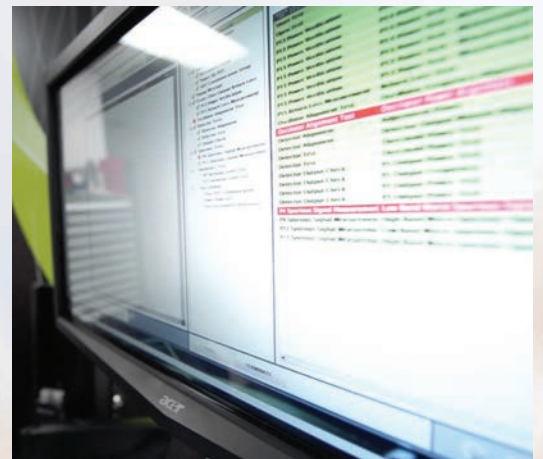
Averna's expertise optimizes client product designs and processes at the crucial early stages. We're experts in testability, test coverage, BIST, ICT, flying probe, X-ray, boundary scan and more.



## SMART VALIDATION SYSTEMS

### QUICKER DESIGN VALIDATION & TESTING

Our extensive know-how gets integrated into bench-top stations, FPGAs, PCBs, fixtures, and high-speed digital and software solutions.



## AUTOMATED TEST EQUIPMENT

### HIGHER PRODUCT QUALITY

With our years of ATE design and manufacturing success for some of the world's most exacting OEMs, we deliver smart, flexible and high-performance test stations that provide substantial ongoing ROI.



## TEST STATION MANUFACTURING

### LOWER COST OF TEST

We offer the industry's best service and quality at our high-volume build-to-print facility in Guadalajara, Mexico, where we source, assemble, test and ship test stations to production sites around the world.

## PRODUCTION SITE INTEGRATION

### INCREASED YIELDS AND FASTER TIME TO MARKET

Our wide experience designing and implementing complete manufacturing-test solutions for client and CM sites comprises full automation, robotics, thermal and RF chambers, conveyors, labeling and more.





# ADVANCED SOLUTIONS FOR TODAY'S PRODUCT CHALLENGES

**The new era of Test is here. It's no longer just pass/fail.**

It's about eliminating flaws at the design phase. Automating test routines. Making fixtures smarter. Optimizing instruments. Reducing station footprints. Accelerating upgrades. Supporting global operations. And getting an edge on the competition.

Averna's innovative solutions for every stage of the product lifecycle get clients to market, quality and margin faster than ever.

► “HOW MUCH DOES IT COST YOU IF YOUR CHIP IS ONE MONTH LATE? SIMPLE: THE REVENUE LOSS FROM BEING LATE TO MARKET CAN BE MUCH GREATER THAN THE COSTS YOU INCUR DESIGNING AND MANUFACTURING YOUR CHIP!”

– Kurt Shuler, How to Calculate Late Time to Market (TTM) Revenue Loss

# OFFERING UNIQUE VALUE ACROSS INDUSTRIES

We work very closely with hundreds of leading companies in aerospace and defense, automotive and transportation, consumer electronics, life sciences, and telecom infrastructure, providing essential test expertise and comprehensive test and validation systems that ensure our clients' products reach the highest quality in the shortest time frames.

Averna employs unrivalled test-engineering know-how, award-winning technology, and industry-certified engineering processes to develop better products on time and within budget.



## AUTOMOTIVE & TRANSPORTATION

Our cars are advanced computing and communication pods, packed with integrated safety, functional, information and entertainment systems. Tech like Bluetooth, WiFi, USB, radar, video, radio, and smart sensors. There's a lot to test and every year there are new features.

We work with some of the leading automotive OEMs to make sure they get it right and get their products to market fast. Together we design modular validation and automated production testers that are simple to use and easy to upgrade. And for high volume, we build complete lines, including robotics.



## CONSUMER ELECTRONICS

It's estimated that by 2020 there will be 25 billion connected devices on the planet. What an amazing opportunity to empower people and change their lives. Still, the technology needs to be validated, integrated, and tested well before it lands in someone's hands.

We have seen this device evolution up close, having worked with some of the most visionary product designers and OEMs in the world. They trust us to design and build their validation, PCB, environmental, functional and other testers. And we find the best way to do it each time.

► “ALMOST ALL QUALITY IMPROVEMENT  
COMES VIA SIMPLIFICATION OF DESIGN,  
MANUFACTURING . . . LAYOUT, PROCESSES,  
AND PROCEDURES.”

– Tom Peters, author of *In Search of Excellence*



## LIFE SCIENCES

Few devices are as critical as those used by our doctors and nurses. You want to be absolutely sure that each one will work exactly as designed, 100% of the time. That's why there is so much oversight on the industry. Every player needs to get it right. And we're part of that.

For more than 15 years we've partnered with leading life sciences companies, integrating our medical, RF, test, and ergonomics expertise into turnkey test systems to ensure smart, robust and reliable testing to spec. And along the way, we can support all V&V and qualification processes for FDA- and FCC-type compliance.



## AEROSPACE & DEFENSE

Producing high-quality components in this sector is crucial. Most are complex, mission-critical and expensive to develop. That's why you can't take any chances for the test phase. And even before you get there, it pays to have experts evaluate your design and test coverage so there are no surprises.

This is one of the biggest values Avera offers. Due to our multi-industry experience, we know how to expertly assess product designs and test plans to eliminate flaws. And that's backed up by our industry certifications such as ISO 9001, CSIA, the Controlled Goods Program, and ITAR registration.



## TELECOM INFRASTRUCTURE

High-speed internet and broadband have changed our lives immeasurably. But do you ever consider what's doing the heavy lifting? How are we able to sync worldwide business operations in real-time while we download movies in seconds or our kids play video games with people in other countries?

We know because we work with many of the global companies making it happen. We help design, build and deploy the test equipment they need to ensure utmost connectivity and speed are attained and maintained via optics, photonics, satellites, DOCSIS and other methods.



▶ WITH 15+ YEARS OF  
EXPERTISE, WE HAVE  
THE SKILLS, TEAMS AND  
PROCESSES TO DELIVER  
EXCEPTIONAL RESULTS  
ANYWHERE IN THE WORLD.



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