

SUCCESS STORY

United Monolithic Semiconductors

Achieving competitive advantage in a challenging supply-chain environment



UMS needed a large number of RF test instruments quickly to deliver their project and meet the needs of their customer.

The Customer

United Monolithic Semiconductors, known as UMS, is a European leader in designing and manufacturing of RF MMIC products for specialised markets, including defence and space, telecommunications, automotive radar and industrial sensors. With major R&D and manufacturing locations in both France and Germany and a network of offices and representatives supporting a global customer base, they play a key role as a strategic supplier to the European Defense and Space industries.

UMS provides an extensive offering, supplying both ASIC and catalogue products, primarily leveraging their internal III-V technologies. Additionally, they offer comprehensive foundry services, supporting their customers in the creation of their own product solutions. Their full range of catalogue products spans from DC to 100GHz and is based on GaAs, GaN, and SiGe technologies, encompassing power amplifiers up to 200W, mixed signal functions, very low noise amplifiers, and complete transceiver systems.

The Challenge

UMS needed to supply and install four new dedicated test benches including significant quantities of high-frequency equipment prior to moving to the production phase of a major strategic project. On-time delivery is a top priority for UMS, but the ongoing supply chain crisis and shortages in materials and equipment made it a complex task to meet the ambitious deadlines.

As is often the case in these specialized industries, the project was composed of many moving parts that needed to be carefully orchestrated to ensure success. Any delay due to lack of equipment would have had a major impact on delivery for their customer.

Electro Rent delivered 40 high-value RF test assets within a very short timescale, fully calibrated and set up to UMS' detailed specifications.

UMS deployed four new RF test benches quickly to keep their project on track and deliver for their customer.

The Solution

To overcome lengthy lead times that could have jeopardized the timeline for the next project phase, they turned to Electro Rent. Working with UMS to understand their requirements, Electro Rent were able to support the project with the rental of high frequency equipment that allowed them to quickly deploy all four test benches and meet their delivery times.

A total of over 40 pieces of high value equipment was made available within a very short timescale as a result of this partnership approach between Electro Rent and UMS. Electro Rent also supported the configuration and calibration of the equipment, with alignment of frequencies and options, in line with UMS' detailed specifications.

The Outcome

Continuous innovation is central to UMS' success, and they constantly look for new ways of doing things to grow their business and foster customer satisfaction through outstanding quality. Aware of the critical role they play in their customers' supply chain, they pride themselves on their timeliness of delivery. In this case, rental allowed them to utilize Electro Rent's extensive solutions to keep the project on track and maintain their competitive advantage.

"The global market is under strong pressure due to the various and successive crisis that have generated raw material, components and workforce shortages. We are facing a significant pressure across all our supply chain. Being able to access high frequency equipment within short lead-times has become key to support our competitiveness," says Kévin Rigault, Buyer from UMS.

By renting test assets, UMS were able to scale up their testing operations quickly to take advantage of market opportunity and deliver for their customer.

"Electro Rent were able to support our project with the rental of high frequency equipment that allowed us to overcome significant lead-time challenges on new equipment and deliver on time. UMS and Electro Rent have built a strong partnership over many years, and I would like to thank the Electro Rent team for their contribution in delivering this major strategic project."

Kévin Rigault, Buyer from UMS

