



Converting from Analog to Digital

Electronics factors into our lives in many ways we never see. One area is grocery store produce management. Wonder how produce is just at the right point of ripeness when it hits the store shelves? Grocery stores having ripening rooms.

THE SITUATION

A manufacturer of machines that ripen fruit faster was utilizing an analog control printed circuit board assembly (PCBA).

THE PAIN POINT

The analog PCBA wasn't performing optimally. They wanted to convert it to a digital PCBA, but lacked the internal design expertise.

CONSIDERATIONS

- Redesign need

ASSUMPTION

- Solve immediate need

REALITY

EDM serves as a long-term flexible engineering resource

"Our team's microprocessor expertise helped this customer solve their performance issue and add functionality at no extra cost."

Dave McAden

Chief Technical Officer at EDM

INNOVATION #1

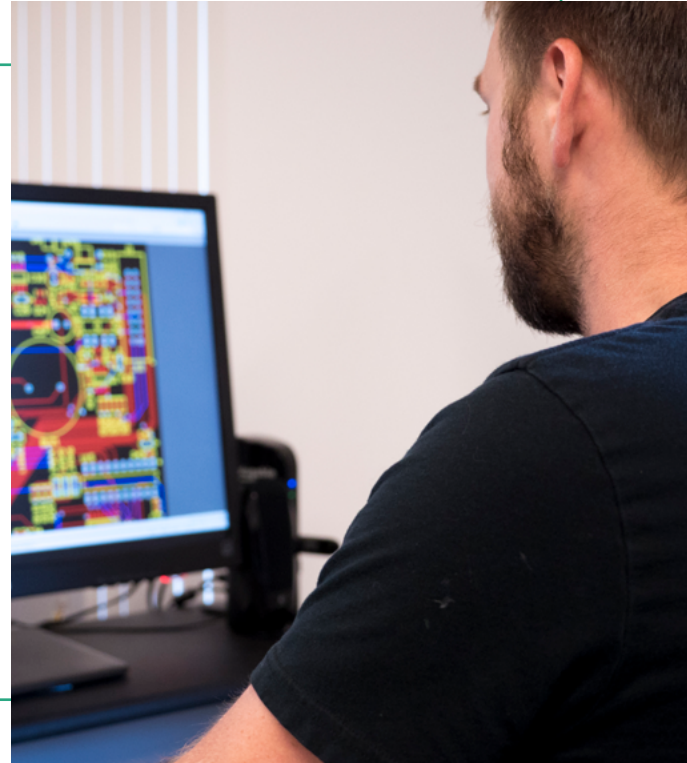
Analog to Digital Conversion

The engineering team at EDM designed a PCBA with a PIC microcontroller that added functionality, and the ability to customize output profiles, at no additional cost. The EDM engineers also worked with the customer's team to write the firmware.

INNOVATION #2

Sustaining Support

Over the last 15 years, EDM has helped this customer design three generations of product. The current product now works in IoT environments.



CONCLUSION

EDM's engineering expertise in microprocessors and communications helps customers with specific issues that need a solution and can provide on call expertise over multiple generations of product.

