

7 Ways Single-Vendor Video Systems Reduce Risks and Costs

Choosing different vendors for each component in an end-to-end video system is often a false economy. There are a number of additional costs — time, effort, and financial — that may not be obvious at first glance.

Choosing a single vendor to deliver end-to-end video systems massively reduces program risks and costs. Here's how.

1 Faster Integration Time

Multi-vendor risk: Each vendor typically needs weeks, sometimes months, of non-recurring engineering (NRE) effort to integrate with other vendors' components.

Single-vendor advantage: Interoperable components require minimal NRE effort and can be integrated four to six times faster than multiple vendors' components.

2 Lower Integration Costs

Multi-vendor risk: Each vendor charges for NRE effort. Program budgets can easily balloon by hundreds of thousands of dollars.

Single-vendor advantage: A pre-integrated solution bundles components and services at a lower price than multiple vendors' prices combined.

3 Lower SWaP and Complexity

Multi-vendor risk: Additional cables and adaptors needed for interoperability increase system size, weight, and power (SWaP) and complexity.

Single-vendor advantage: Components are engineered from the ground up to interoperate, eliminating the need for additional cables and adapters.

4 Lower End-To-End Latency

Multi-vendor risk: Complex cabling, adapters, and inconsistent performance across components increase end-to-end video system latency.

Single-vendor advantage: Components designed to work seamlessly together enable the minimum latency in individual components and the end-to-end video system.

5 Fewer Unforeseeable Bugs

Multi-vendor risk: System-level and technical challenges lead to bugs that cannot be anticipated in schedules or budgets, further delaying programs.

Single-vendor advantage: Component expertise and deep integration experience mitigate the risk of unexpected bugs.

6 No Blame Game

Multi-vendor risk: Vendors blame one another for issues. Finger-pointing delays schedules and damages relationships.

Single-vendor advantage: Full accountability and complete responsibility to resolve issues, meet contractual obligations, and ensure customer satisfaction.

7 More Efficient Program Management

Multi-vendor risk: Every program management task is multiplied by the number of vendors and teams involved. Upgrades are difficult to coordinate.

Single-vendor advantage: A single point of contact for the entire program and proactive life cycle management services for the end-to-end video system.

Rely on the Trusted, Proven Leader in Video Systems

Defense and aerospace organizations around the world rely on Curtiss-Wright to deliver fully integrated video systems. Our combination of video products, expertise, and integration experience are unique in the industry. And we take key steps to keep video programs on spec, on time, and on budget:

- + Industry-standard interfaces, adaptable software, and pre-built drivers simplify interoperability and accelerate integration.
- + Detailed project specifications and close management keep programs on track.

To learn more about the benefits our truly interoperable, COTS TDL solutions can bring to your next integration, complete our [contact form](#) or email ds@curtisswright.com

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