

## L-com Enables State of the Art Cytometry Analyzer for Sony Biotechnology



### Customer Profile

Customer: Sony Biotechnology  
Location: Champaign, IL  
Industry: Medical Device Mfg.

### Challenge

- Provide a high quality Ethernet cable with a copper tinned braid, LSZH jacket and color coded conductors to meet Sony's specific design requirements
- Meet cost and delivery deadlines for the project

### Solution

- Off the shelf shielded industrial Ethernet cable: TRD855DSZ-7

### Results

- Sony was able to complete their new product roll out on time and within budget with L-com's premium double shielded Ethernet cable

### Challenge

Since its inception in 1995, Sony Biotechnology Inc. has provided quality products and innovative solutions to the global flow cytometry market. Operating from a state-of-the-art 45,000 square foot facility adjacent to the University of Illinois at Urbana-Champaign, the company designs and builds equipment that sorts human and animal cells. Sony Biotechnology Inc. has been recognized repeatedly as one of the most desirable employers in the state of Illinois, on top of enjoying sustained revenue growth and winning numerous awards.

Sony Biotechnology required a shielded Ethernet cable that they could reconfigure to meet the requirements of their new product design. Reconfiguring the cable included cutting it in half to make two cables, stripping back the outer jacket to expose the conductors, soldering a grounding wire to the braided shield, and attaching connectors to the un-terminated ends. For the cable to work correctly in their design, there were three important factors: stranded conductors, color coded conductors and a braided shield that could be soldered to. After some preliminary testing Sony realized that the cable they purchased would not hold the solder when trying to attach it to the grounding wire.

Upon requesting the specs from the original cable supplier, Sony found the manufacturer had actually used aluminum instead of tinned copper on the braided shield. Also, the insulation on the individual conductors was not color coded which presented another problem for Sony. Without color coding it made the connector termination difficult and time consuming. Sony needed a quick resolution, as time ran on. After consulting with L-com product management, they were given a sample of L-com's TRD855DSZ-7 cable to test the solder ground connection. Sony found L-com's cable to spec, updated their drawings to reflect the L-com cable, and proceeded with the project.

### Solution

L-com was able to provide it's off the shelf TRD855DSZ-7 which features 26 AWG leads and double shielding with a 100% foil and 60% braid shield. The cables Low Smoke Zero Halogen (LSZH) jacket also met Sony's environmental and safety requirements. L-com's cable was in stock and ready to ship, accommodating Sony's stringent delivery deadlines without sacrificing quality.

### Results

Sony was able to achieve their production deadline and is now able to offer its customers high quality, state of the art Cytometry analyzers.