> "... I was faced with a delivery dilemma...and their engineers bent over backwards to help me out. They worked out all of the power problems with me on the phone...
>
> My deadline was met, on time and on budget, thanks to Falcon Electric."

-Richard L. Guion
Senior Systems Analyst

Case Study

L-3 Communications Depends on Falcon Electric to Deliver Rugged Power Solutions on Time and on Budget

I am a systems engineer for a major U.S. Government contractor. As part of a quick turn around project to provide a portable frequency converting power supply for the U.S. Navy, I was faced with a delivery dilemma. The converter originally specified for the job, which was compliant with the special power needs of Navy Ships, was manufactured in the United Kingdom. With my delivery deadline rapidly approaching, I was informed by contracts that we could not buy outside of the U.S. for this job.

I contacted Falcon Electric about my problem and their engineers bent over backwards to help me out. They worked out all of the power problems with me on the phone, but the only unit they currently manufactured which could meet my power needs was not in a 19" rack mountable form factor. Without hesitation, they assured me that could be solved and they would deliver not just one unit but the two I needed, on a four-day design and delivery schedule! Most companies would have just said no, but the folks at Falcon Electric stepped up to the plate and said YES! My deadline was met, on time and on budget, thanks to Falcon Electric.

V/R,
Richard L. Guion
Senior Systems Analyst

FALCON

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