

Digital Controllers

Development targets:

- Use the latest technology available
- Integrate all functionality
- Add as much features as possible

Generic Product

- Standard product for many applications
- Capable of mass-production
- Considerable development cost
- Technology fixed until next design

Customer Application

- Application requirements
- Budget
- Time-scales
- Existing equipment / agreements

Test Procedure

- Purchase equipment based on supplier specification
- Finalise test specification

Rig Delivery

- Achieve result you have not been able to achieve before
- At a glance looks very promising



Commissioning

- Does not fit into existing department / companies procedures
- Hard to configure
- Not as flexible as expected



Upgrades & Improvements

- Locked into single supplier for the economic life of the equipment
- Expensive add-ons
- Long delivery time



Conclusions

- **Supplier:**
 - Product too restrictive
 - Sell a product rather than solution
- **Customer:**
 - Not take responsibility of requirements
 - Too easily led by equipment specifications

Customer Responsibilities

- Specify requirements carefully and take responsibility in achieving them
- Buy what you need, not what is available
- Look to the future

Supplier Responsibilities

- Have modular design
- Listen to the customer
- Create a more open relationship with the customer

Digital Controllers

- Open and flexible design
- Allow interfacing to equipment at various levels
- Standard interface allows end-user or third party developments

Generic controllers are dead
R.I.P.