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FLE Awarded BUSINY Grant



Finger Lakes Engineering is very happy to announce that the firm has won a competitive grant totaling \$28,200 provided by the State Of New York under the Building Skills in New York Grant RFP25-L offering.

This grant has been established by New York State; request for proposals were offered through each county in New York via the local Workforce New York labor offices. FLE was contacted by both the Alliance for Manufacturing & Technology (AM&T) and the Workforce New York program during the RFP stage. The company's grant was submitted in July of 2005 and FLE was notified in September that we had been selected for the award.

Finger Lakes Engineering will be using this grant to continue our leadership and enhance our productivity related to high performance Xilinx FPGA designs. Specifically, FLE will be focusing the grant monies on training, software tools, and debug equipment to support the next generation of Xilinx FPGA designs to be produced by FLE. The grant allows FLE to continue internal R&D programs based around the Xilinx Vertex4 FPGA, the PowerPC processor core, Firewire, tri-speed Ethernet, USB 2.0, and ucLinux. The internal R&D programs are leveraged to provide proven, cost effective and time-to-market effective, engineering solutions for our clients.

Consistent with this theme, FLE has already used the results of internal R&D programs to implement gigabit Ethernet interface cores and embedded web servers using the Xilinx Spartan3 series. FLE is continuing the development of a turn-key Firewire and USB 2.0 solutions which will be available for future integration into client designs throughout 2006.

Finger Lakes Engineering specializes in the design and development of embedded control systems utilizing microprocessors and FPGA/CPLD Devices. FLE frequently assist clients with engineering support including schematic design and capture; mechanical modeling; FPGA design; PCB layout and routing; assembly, and bringup/test of the new system.

For questions on the direct application of FLE's R&D programs to your company's product line, contact Steve Spano, President, at FLE directly at 607-277-1614.

Client Profile: Glyph Technologies

By Laura Katz, Director of Business Development



Glyph Technologies, wholly owned by Ithaca Technologies, LLC, and a sister company of Silicon Valley based Music Gear Inc. is located in Ithaca, NY. Founded in 1993 to be a bridge between the A/V production industry and the computer storage industry, Glyph built its business by supplying specialized, *high-performance disk drives* to the professionals who make their livings by creating, editing, mixing, and distributing music (*recording artists, studios and entertainment companies*). In fact, Glyph has developed a virtual “Who’s Who?” client list, a sample of which includes Paul McCartney, Santana, Madonna, Stevie Wonder, The Eagles, Shania Twain, and Prince as well as entertainment companies such as Disney, CNN, HBO, ESPN, CBC, NBC, FOX Television, USA Networks, 20th Century Fox, Sony Pictures, Universal Studios. Glyph has grown consistently over the years to become the dominant provider of data storage solutions to the U.S. and European digital audio recording and post production industries.

Through strategic developer relationships with A/V workstation manufacturers like Digidesign, Mark of The Unicorn and Tascam and with storage partners Seagate, IBM, Sony, and Pioneer, Glyph has developed the world’s best production storage solutions.

Glyph Technologies is constantly developing new products to meet their customers growing needs. Some of the innovations pioneered by Glyph include:

Glyph Integrity™ FireWire Hotswap Technology™

The most efficient and the only true FireWire hot-swappable disk drive system in the industry. Fully hot-swappable GT Keys are interchangeable throughout the majority of Glyph’s firewire product line.

Most “removable hard drives” place an ATA drive in a tray which can be pulled out and another tray “swapped” in. But these devices use the ATA interface as the tray/receiver interconnection. The trays can not be truly hot-swapped because the ATA interface and protocol don’t support it.

Glyph designed **Integrity™**, an interface based on a standard FireWire electrical interface, with high-reliability SCA-II blind-mate connector technology used in high-end Fibre Channel and SCSI disk arrays. A new interface was developed as well, specifically designed to realize the conception for hot-swapping hard drives

Glyph Tri-Laminate Sound-Deadening Technology

Advanced composite metals technology incorporating a tri-laminate — two layers of metal skin, separated (and bonded) by a visco-elastic polymer core make Glyph’ external disk drives *the* quietest high-performance storage systems available in the industry today, virtually eliminating drive and fan vibration noise which is critical in sound-sensitive professional recording environments.

In 2004, Finger Lakes Engineering and Glyph Technologies began working together on the development of a series of analog processing boards for the new GPM-216 Personal Audio Monitor and have continued further development of digital technology for the GPM-216 this year. The GPM-216 programs included the introduction of Xilinx FPGA devices to allow Glyph to achieve an optimum cost-point for graphic LCD control assembly. FLE has provided turn-key engineering services to Glyph for the complete design of the hardware, software, and production support for the LCD interface on the GPM-216. By working with FLE, Glyph was able to achieve a rapid product launch schedule and meet their market window. Finger Lakes Engineering and Glyph will continue to partner in the future with additional technologies including Ethernet, FireWire, and USB 2.0.

For more information on Glyph Technologies or its products please contact: Peter Glanville, Director of Marketing at 227 Cherry Street, 800-335-0345 or pglanville@glyphtech.com.

For more information on Finger Lakes Engineering, please contact: Laura Katz, Director of Business development at 607-277-1614 or laura@flconsult.com.

Finger Lakes Engineering: Vision, Mission, Values

Vision: To be the first choice engineering service provider for the most innovative companies in the world, to provide an ethical and flexible work environment for our staff, and to continually invest in our community.

Mission: To develop relationships with companies who use electronics technology and help them achieve a superior marketplace advantage by providing complete hardware design services from concept through production on a fixed cost quote.

Values:

- Treating each client as if they are our most important customer
- Open and timely communications with our clients and employees
- Maintaining the confidentiality and security of client information
- Treating our employees with fairness, respect, and accountability
- Continued business growth through reinvestment of profits

inPHASE

Each copy of inPhase will now alternate between business news, client profiles, technical articles, and new innovations!

Our next Newsletter se will discuss FPGA devices and how they can help add new capabilities and cost reduce your product line.