

BATTLE CARD

TEGAM®

700 SERIES

BOND METERS

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SOLUTION OVERVIEW

Bond meters, also referred to as milli-ohmmeters, are essential tools anywhere critical measurements of electrical and mechanical bonds are required. Low-resistance measurements are used to check for proper conductivity, validate electronic components and circuitry, verify structural integrity, and to ensure overall safety in many different applications. Key markets include aerospace, automotive, electronics, power generation and distribution, refineries, chemical plants, telecommunications, and many other.

The 700 series bond meters are portable and lightweight, so they can easily be used in difficult to reach places. In fact, TEGAM is the leading brand of bond meters for airframe testing in both military and commercial markets.



TEGAM 720A
Intrinsically Safe Bond Meter



TEGAM 710A
Bond Meter

Target Markets/Customers

- Aerospace
- Military
- Alternative Energy
- Automotive
- Electronics
- Electrical Systems
- Oil & Gas
- Data Centers

Summary Traits: Applications that need to evaluate the integrity of electrical or mechanical bonds.

Customer Roles

Maintenance Technicians, Engineers, Electrical Technicians, Plant Engineers

Audience – who to engage and when

- Engage influencers and decision makers responsible for accurate capture and recording of critical electrical and mechanical bond integrity
- Engage test engineers, maintenance technicians, QA managers, plant engineers
- Launch of a new airframe program (submit instrument to become part of build or test specification)

Business Benefits

- Ensures proper performance and integrity of electrical and mechanical connections
- Reduces safety risks (e.g., shock or fire hazards)
- Improved performance of machines or equipment
- Less downtime due to maintenance issues

Differentiators

- Very lightweight and highly portable
- High accuracy measurements: +/- (0.2% rdg + 0.02% rng)
- Bluetooth LE Connectivity (730A only)
- Seamless integration with any software (730A only)
- Free iOS/Android app (730A only)
- Intrinsically Safe (720A only)
- Long battery life
- Unique remote display probes (710A, 730A)

TEGAM 700 Series Bond Meters

Qualifying Questions

- Do you need to measure low-resistance connections?
- Do you need high accuracy measurements?
- Do you need to log resistance measurements?
- Do you want wireless flexibility?
- Is seamless data integration into departmental or QMS software important?
- Do you need to take measurements in potentially hazardous work areas?

Product Family

- 710A Bond Meter
- 720A Intrinsically Safe Bond Meter
- 730A Wireless Datalogging Bond Meter

INTERNAL CONTACTS



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Customer Challenges

Ever expanding government and industry regulations require high precision tools to meet these performance and safety standards, for aircraft, motor vehicles, power distribution, and manufacturing environments. In addition, test measurement locations can be very difficult to reach.

Preventive maintenance can save significant costs due to part failures and machine downtime, The 700 series bond meters assist in all these aspects.



Key Features & Specs (high-level differentiators)

1. Measurement range: 10mΩ to 100Ω
 2. Max. resolution: 1μΩ
 3. Test current: 10μA to 100mA
 4. Superior accuracy: +/- (0.2% rdg + 0.02% rng)
 5. Thermal offset compensation
 6. Measurement rate: 3 readings/sec
 7. Lightweight (10.7 oz; 303g)
 8. Bluetooth® LE connectivity (730A)
 9. Seamless integration with any software (730A)
10. Free iOS/Android app (730A)
 11. Ergonomic design and easy one-hand operation
 12. UL, CSA, ATEX, IECEx certified for use in hazardous locations (720A only)
 13. Long battery life (100 hours)
 14. Widest range of probe selections
 15. 1-yr calibration cycle
 16. 3-yr warranty

TEGAM 700 Series Bond Meters

COMPETITIVE ANALYSIS

Competitor	Their Positioning & Selling Points	Our Differentiation	Comparative Positioning
BCD Electronics M1	<ul style="list-style-type: none">Developed for the aviation industryStores 128 readingsRS-232 (optional Bluetooth upgrade)	<ul style="list-style-type: none">High accuracy measurements in a more ergonomic design, supported by a wide range of probe options.Less expensive to purchase and service over product lifetimeISO 17025 calibration option available	<ul style="list-style-type: none">Superior performance in the industry’s smallest, lightest packageInstrument and probe options to meet the needs of most any applicationIntrinsically safe and wireless datalogging options available
Amptec 620LK/620LK-HR	<ul style="list-style-type: none">“The gold standard in ultra-safe bond testing.”Intrinsically SafePortable but not a true handheld meter	<ul style="list-style-type: none">High accuracy measurements across entire operating temperature rangeFaster measurements readiness (9x Faster)Less expensive to purchase	<ul style="list-style-type: none">Superior performance in the industry’s smallest, lightest packageInstrument and probe options to meet the needs of most any applicationISO 17025 calibration optionIntrinsically safe and wireless datalogging options available
Hioki RM 3548	<ul style="list-style-type: none">“High precision specs in a portable package”Wide measurement rangePortable, but not a true handheld meter	<ul style="list-style-type: none">Superior accuracy across entire operating temperature rangeIntrinsically Safe and wireless datalogging models from which to choose	<ul style="list-style-type: none">Superior performance in the industry’s smallest, lightest packageInstrument and probe options to meet the needs of most any applicationISO 17025 calibration option

