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A large military helicopter, possibly a Black Hawk, is shown in flight against a blue sky with light clouds. The helicopter is viewed from a low angle, emphasizing its size and power. It has a camouflage paint scheme and is flying over a rocky, desert-like terrain.

MILITARY-GRADE EXCELLENCE. THE RIGHT FIT FOR COMMERCIAL-GRADE PROJECTS.

ARE HI-REL COMMERCIAL-
OFF-THE-SHELF CONNECTORS
RIGHT FOR YOUR PROJECT?
SEE WHY THIS INNOVATOR
OF INERTIAL SENSORS WENT
THE COTS ROUTE.

 **NORCOMP**

www.NORCOMP.net

THE DEMAND FOR COMMERCIAL-OFF-THE-SHELF (COTS) COMPONENTS IS ON THE RISE

Accelerate the pace of innovation with military-grade connectors without the premium price tag

100% MARKET GROWTH BY 2032

COTS components drive new innovations in hybrid commercial / military markets like satellites

COTS COMPONENTS HEADLINE MARKET GROWTH ACROSS INDUSTRIES

Experts point to COTS as the main factor spurring growth in new areas like wireless medical devices



FASTER DEVELOPMENT TIMELINES

BCG's reasoning for the shift to greater COTS spending

A top innovator in ruggedized inertial measurement units (IMUs) produces navigation and stabilization technologies that operate aboard Air Force, Army, and Navy aircraft and equipment. On the commercial side, they serve industries like autonomous vehicles, aviation, and renewable energy.

In their defense line, every product is best-in-class MIL-SPEC.

But that doesn't mean they're willing to sacrifice quality in their commercial line.

While exploring commercial-off-the-shelf (COTS) equivalents, they approached NorComp for a solution.

WHAT ARE THE ADVANTAGES OF COTS CONNECTORS VS. MIL-SPEC?

- Reduced time-to-market
- Meet the demands of high-rel applications without incurring the added costs of specialty military designs
- Faster access to novel technologies without custom development
- More readily available through broader manufacturing options



A photograph of two paramedics in orange uniforms loading a patient on a stretcher into the back of a yellow ambulance. The paramedic on the right has 'PARAMEDIC' written on their back. The scene is set in a dimly lit, industrial-looking environment.

HOW THIS HIGH-TECH TEAM FOUND THE HIGH-REL FEATURES THEY NEEDED, WITHOUT THE HURDLES OF TRUE MIL-SPEC QUALIFICATION

Most off-the-shelf MICRO-D connectors utilize stamped contacts. These manufacturing procedures significantly lower prices for mass-market commercial applications.

But they're not as high in quality as **screw machine contacts**.

This client wanted to maintain the high reliability of military-grade connectors, even for IMUs used in non-military environments. But the features they wanted—machined contacts, DAP insulators, and heavy gold plating—were only available in cost-prohibitive MIL-SPEC options.

NorComp introduced a new MICRO-D that filled the gap. Our COTS variant hit the sweet spot of high-rel machined quality at a significant savings versus MIL-SPEC pricing.

EVERYTHING YOU NEED, NOTHING YOU DON'T

High-quality screw machine contacts are ideal for high-frequency, precision applications. The client was thrilled to find a COTS equivalent. They could access the reliability they needed, without outpricing their project.

INTERNATIONAL DISTRIBUTION NETWORK

The Germany-based client appreciated NorComp's global footprint. They were able to work closely with a local distributor to streamline the approval process. When it came time to place their order, the regional relationship was just what they needed to coordinate sourcing.



**OUR COTS VARIANT
HIT THE SWEET
SPOT OF HIGH-REL
MACHINED QUALITY
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SAVINGS VERSUS
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CONNECTING INDUSTRY 4.0

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