

# Compact Video Encoder/Decoder

## Light Pipe #515-1064-811F



**Customer:** A manufacturer of digital video encoders.

**Product /Application:** Light Pipe for CBI in video encoder.

- ❖ Early involvement at the design stage with customer.
- ❖ Dialight proposed modified standard Optopipe® light pipe design to meet application demands.
- ❖ Highly cost competitive alternate source existed.
- ❖ Dialight's first class engineering and sales support resulted in a competitively priced solution for the customer.
- ❖ Competitive supplier pricing and support from distribution channel sealed the deal.

**Customer Feedback:** Dialight was chosen based on prior history, quality of product, timeliness of samples, and very effective engineering support.