

Tantalum Capacitors for e-Detonators

TX3 Series has the X-Factor for e-Detonation

VISHAY

The DNA of tech™

▶ WHERE TO HUNT

Target Customers: Austin Powder Company, Orica, Dyno Nobel, Teledyne Energetics, SAE Manufacturing Specialties Corp, Hanley Industries, Inc., R. Stresau laboratory, etc..

Door Opener Questions:

- Are you designing wireless electrical detonator systems?
- Do you require high capacitance in a small package?
- Does your application require low DCL?
- Do you need to maximize battery life?
- Does your application need reliable performance?

Industrial: Mining Equipment

AMS: Detonation Systems.

▶ HOW TO SELL: Sell the Solution, not the component

“We design and develop unique solutions for unique applications.”

- Enhanced performance for e-Detonator applications.
- More stringent testing specifications on key electrical characteristics.
- High energy density reduces the number of capacitors required.

HOW TO CLOSE: Advancing the opportunity

“We don’t just supply components — we partner with customers to provide performance to the application and cost efficiency to the product.”

- ▶ Pull in Support Early: Engage FAEs / regional technical support
- Enable the Customer: Provide models, simulations; tools/calculators
- Quick turn sampling for customer validation.
- Reinforce with resources: infographics, white papers, application notes, toolkits, videos; tailored follow-ups.

Highest capacitance MnO₂ Capacitors

597D, T97 Hi-REL & 13008 DLA Series Conformal coated multi-anode capacitors for Industrial and Avionics, Military and Space applications.

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Target AMS Customers: Raytheon, Collins, Northrop Grumman, MDA, Lockheed Martin, Eaton, DRS, L3 Harris, Boeing, Leonardo, BAE, Crane, GE Aviation, etc.

Target Industrial Customers: Intel, AMD, other semiconductor testing equipment manufacturers, etc.

Door Opener Questions:

- Do you need higher capacitance?
- Looking to have fewer components on the board?
- Do you require special screening?
- Does your application require high voltage and capacitance on single piece capacitor?
- Does your application require high performance and long life?
- Do you have concern of ACC in your application?

Industrial: Semiconductor test equipment test.

AMS: Satellites, Phased Array Radar, Power Conversion, Cabin equipment & Systems, Satellite payload.

▶ HOW TO SELL: Sell the Solution, not the component

“Vishay technology provides the maximum capacitance in a single package for any rated voltage in SMD solid tantalum capacitors.”

- Leading edge ratings, higher capacitance than the competition.
- Reliability screening levels available to fulfill any customer requirements.
- Ensure long-term reliability under harsh conditions.
- Proven reliability for challenging market.

▶ HOW TO CLOSE: Advancing the opportunity

“We don’t just supply components — we partner with customers to provide performance to the application and cost efficiency to the product.”

- Pull in Support Early: Engage FAEs / regional technical support
- Enable the Customer: Provide models, simulations; tools/calculators
- Quick turn sampling for customer validation.
- Align on program timing and key milestones
- Reinforce with resources: infographics, white papers, application notes, toolkits, videos; tailored follow-ups

Wet Tantalum Capacitors for High Temperature Applications

High Temperature Series (T11 & T34 Leaded, T24 Surface Mount Device)

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Target Oil & Gas Customers: Schlumberger, Baker Hughes, Halliburton, Weatherford, etc.

Target AMS Customers: Lockheed, BAE, GE Aviation, Pratt & Whitney, Meggitt Controls, Marotta Controls, etc.

Door Opener Questions:

- Do you require operating temperatures above 125°C?
- Do you have high vibration requirements?
- Does your application require high performance and long life?
- Do you need an integrated solution?
- Are you space constrained in your design?

Oil & Gas: Logging while Drilling, power hold-up.

AMS: Missile systems, filtering, power conversion, engine controls, landing gears.

▶ HOW TO SELL: Sell the Solution, not the component

“Vishay has offered high temperature solutions for decades to the oil and gas market!”

- Longest history of high temperature solutions.
- Combines the best of 134D / 135D historic performance.
- Broader range than competitor available ratings.
- Custom array solutions for higher voltage, capacitance, consolidation, form factor and more!

▶ HOW TO CLOSE: Advancing the opportunity

“We don’t just supply components — we partner with customers to provide performance to the application and cost efficiency to the product.”

- Pull in Support Early: Engage FAEs / regional technical support
- Enable the Customer: Provide models, simulations; tools/calculators, quick turn sampling
- Reinforce with resources: infographics, white papers, application notes, toolkits, videos; tailored follow-ups

Wet Tantalum Capacitors – AMS Market

High Energy (HE5, EP2), Supertan (T16, T18, STH), & SMD Series (T22)

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▶ WHERE TO HUNT

Target Customers: BAE, Collins, Raytheon, Northrop Grumman, MDA, Lockheed Martin, Eaton, DRS, L3 Harris, Boeing, Leonardo, Crane, NASA, etc.

Door Opener Questions:

- Does your application require high voltage and capacitance on single piece capacitor?
- Do you require tougher vibration requirements?
- Do you need higher capacitance for your application?
- Does your application require high performance and long life?
- Are you looking to convert components to surface mount?
- Are you concerned about reverse bias voltage?

AMS: Satellites, cockpit electronics, control systems, engine controls, braking systems, power conversion, hold up power, filtering, braking systems, phased array radar, power actuators, missile systems, rocket thrusters.

▶ HOW TO SELL: Sell the Solution, not the component

“Vishay designed original wet tantalum capacitors into space applications with NASA.”

- Manufacturing in USA for most series.
- Energy dense – smaller size with higher capacitance
- Robust design for applications that have shock and vibration.
- Multiple form factors for optimized PCB integration.
- Highest capacitance of any technology in a non-assembly capacitor.



HOW TO CLOSE: Advancing the opportunity

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