



## SHIPBUILDING & OFFSHORE

### ASEAN CASE STUDY

#### Background:

An Electrical & Instrumentation (E&I) provider based in Singapore providing explosion-proof solutions, industrial products and engineering services for shipyards, design houses and for Engineering, Procurement, Construction and Commissioning (EPCC). As TE Connectivity (TE)'s partner, its product offering also includes cable glands and cable termination kits.

#### Country:

ASEAN

#### Industry:

Marine Offshore

#### Challenges:

- Extremely tough elements and operating conditions
- Space-saving installations

#### Customer Advantage:

Raychem terminations outlast the cables - effectively giving end-users the confidence about our solutions.

### Challenge:

Hazardous sites such as offshore oil platforms and ships require special electrical solutions such as explosion-proof junction boxes and cable glands. Depending on the type of classification the owner wishes to adopt, this E&I provider evaluates, proposes, customises and supplies these solutions.

Junction boxes and cable glands are two of their flagship products in the offshore marine market. The company often bundles them with cable terminations since this solution is usually handled by the same, dedicated engineer.

All rigs and ships are movable structures — they might be built in places like Singapore or Korea but will eventually be moved over long distances to places such as the North Sea or Alaska, where the operating environments are extremely tough. This requires customer to design their solutions to withstand harsh environments.

Another challenge is the constant pressure to save space, an extremely precious and expensive commodity in offshore environments. The most popular choice would be smaller junction boxes but this would drive up power requirements and, consequently, the size of cables and cable terminations.

Therefore, this E&I provider had to be meticulous and rigorous when selecting cable terminations for bundling with their own solutions.

### Solution:

Although there are many types of cable terminations, they can be broadly classified into two main types: Heat-shrink and Cold-shrink. Each has its advantage depending on the application and location.

TE has a holistic offering of both cold and heat-shrink terminations. To meet the demanding specifications of rig owners, this Singapore E&I provider identified and proposed cold shrink terminations as the best solution for their needs.

In addition, TE provides them with a compact design termination that addressed perfectly the issue of space limitation with increasing power demands.

### Result:

TE's long-standing reputation for excellence and reliability — and the fact that Raychem terminations are designed to outlast the cables they are installed onto — helps both TE's partner as well as its customers be confident about our solutions. That is why TE is their number one choice when it comes to selecting a cable termination solution. As customer's preferred cable solutions partner, TE works closely with the company to ensure ruggedness and reliability in every installation.

TE Connectivity (NYSE: TEL) is a \$12 billion global technology leader. Our commitment to innovation enables advancements in transportation, industrial applications, medical technology, energy, data communications, and the home. TE's unmatched breadth of connectivity and sensor solutions, proven in the harshest of environments, helps build a safer, greener, smarter and more connected world. With 75,000 people – including more than 7,000 engineers – working alongside customers in nearly 150 countries, we help ensure that EVERY CONNECTION COUNTS – [www.TE.com](http://www.TE.com).

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