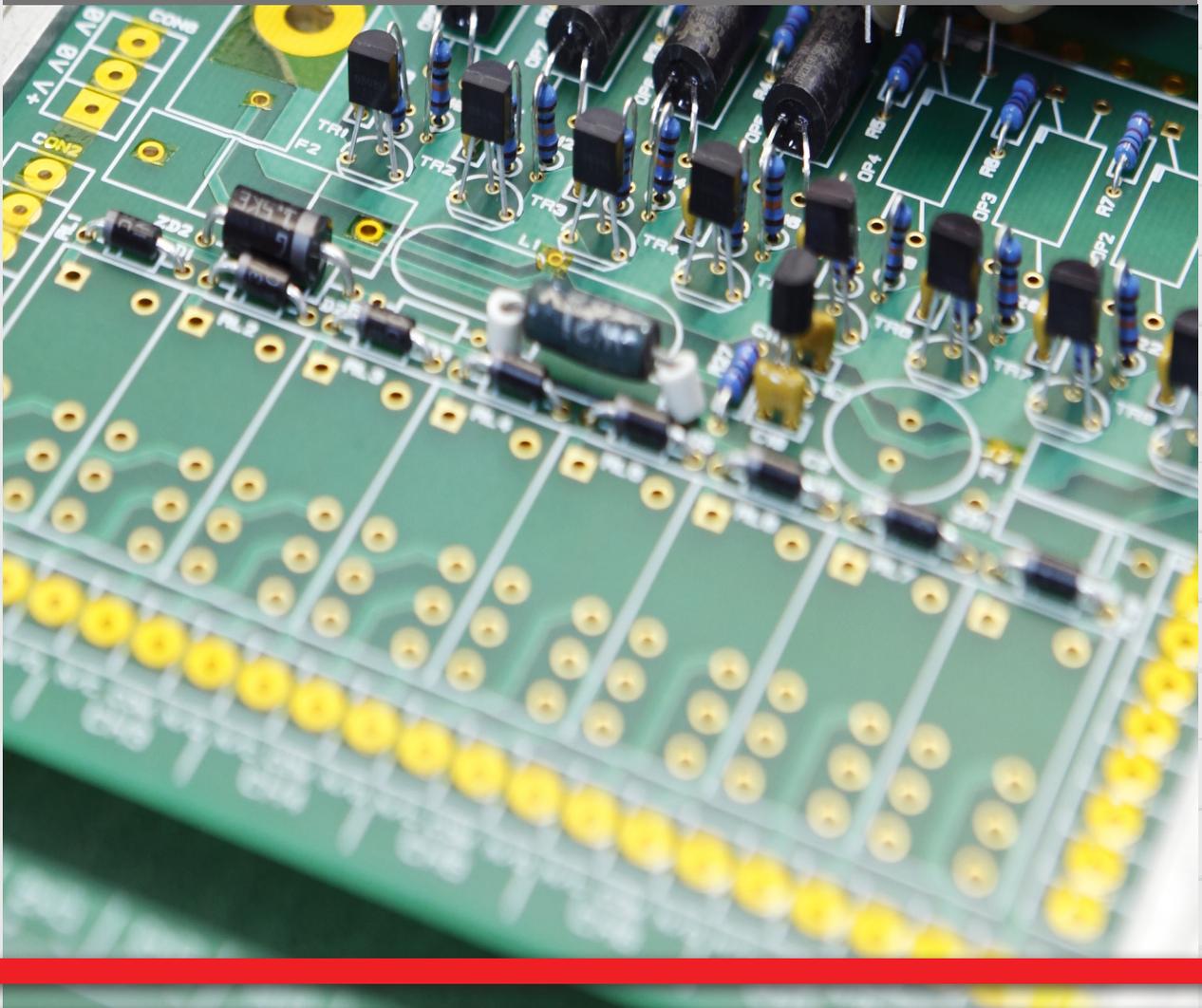


Tenkay

Important steps to consider
when outsourcing your
electronic manufacturing



Providing Complete Manufacturing Solutions

There are many reasons why an Original Equipment Manufacturer (OEM) might want to outsource their manufacturing activities. There could be an increased need to reduce fixed overheads or an upsurge in sales that has caused their in-house facility to reach capacity.

An Electronic Manufacturing Services (EMS) partner can help with this activity. However, choosing your EMS partner is not a decision that should be taken lightly. To help, we have put together a list of points to take into consideration when preparing to outsource your electronics manufacturing.

Choose the right project team for the job

When choosing a team of experts to oversee your project, a wide skillset is advisable. Look at recruiting experts in engineering, quality, manufacturing, procurement and HR.

Set out your objectives beforehand

Before selecting your EMS candidates, you need to first be clear on what your objectives are. Make sure that these are communicated to the team clearly at each stage of the project to avoid confusion and what could ultimately prove to be costly mistakes.

Here are some important criteria to bear in mind when selecting your supplier:

- Do they have the capacity to accommodate the type and spend of your project both now and in the future?
- Are they technically capable of manufacturing your product using their current skillset and equipment?
- Do they have the flexibility to accommodate fluctuating demand for goods and the ability to keep stock of the finished product?
- Can they offer full product lifecycle support?
- Do they share your ethos and culture? Ensure your supplier operates ethically, has a 'can do' attitude and shares enthusiasm for your objectives.
- Can they support obligations regarding "conflict minerals"? Do they conduct thorough supply chain audits to provide the information and supporting evidence required?
- Are they in a convenient location for carrying out a site visit, delivering equipment and collecting urgent prototypes?



Select the right EMS Company

Put together a shortlist of EMS companies using your objectives to guide you. A good place to start is through recommendations. Once you've reduced your shortlist down to 3 or 4 candidates, you can use a short, pre-qualifying questionnaire to back up your initial research and determine which candidate is most suitable for the job.

Organise site visits

Organise a site visit with your final candidates to allow them to get a first impression of the job. You can use this as an opportunity to ask their senior management staff questions. Also take the time to look around their factory to get an idea of where your product will be manufactured. If the EMS provider is not willing to show you their manufacturing

facility then this could be a warning that things aren't as positive as they seem behind the scenes. Be sure to include all the information the potential supplier will need to perform an efficient analysis. Information will include estimated annual usage figures for all the products you need to quote for, the product quantities and frequency of each order.

Conduct a background check on financials

Complete thorough financial checks on your potential EMS provider to make sure that their credit history is clean. Also try to get a copy of financial records to see if there are any concerning elements. For instance, a sudden change of ownership or erratic differences in the sales revenue figures may indicate some serious underlying problems.

Conduct a request for quotation

Prior to putting together your RFQ, have an initial discussion with the EMS provider regarding costs. There are likely to be more fees to take into consideration than just the unit price of the goods. Having this conversation prior to completing the RFQ will give you a clearer understanding of what to expect and will also produce a quotation that is more tailored to your needs.

The Request for Quotation is a complex document and should be started as soon as possible. It should also be as thorough as possible to ensure that the prices returned are accurate.

Audit your potential EMS partners

Conduct a site audit to get an idea of who will be overseeing the manufacturing process and question them thoroughly on how they plan to go

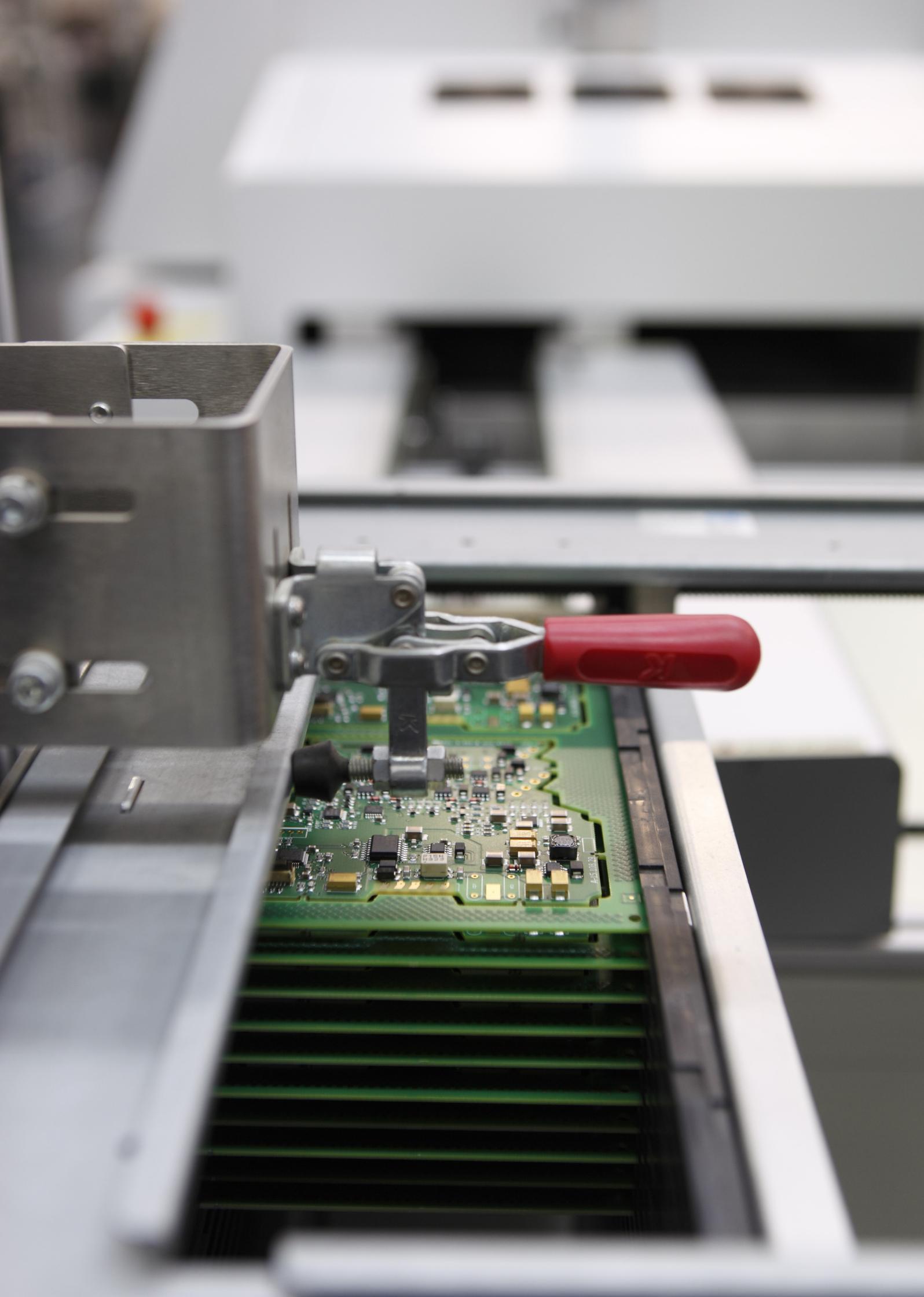
about this. A quality audit will reveal the processes and procedures of the company. If a clear structure cannot be identified at this stage then this ought to be a cause for concern. Your quality audit will also identify whether the supplier is operating to recognised industry standards and procedures.

Choosing the right EMS partner isn't easy and a lot of prior planning and careful management will be required on your part. Putting the time and effort in at the outset will ensure that you pick the most suitable candidate that will bring plenty of value and multiple benefits to your business.

After all, a good EMS partner will provide you with reduced outsourcing costs, enhance your productivity, improve delivery times and produce a high quality end result.

Get in touch:

Tenkay provides dependable, electronic manufacturing support to a variety of OEM markets with a comprehensive range of manufacturing services available. To discuss any of the points we have listed here in more detail, please call us on 01903 855464. We look forward to hearing from you.



ABOUT US

Tenkay started in 1982 as an independent component distributor. By 1984 it had formed a strategic alliance with a local sub-contract assembly company, Prototype Electronic Services (P.E.S) and in January of 1996, the two companies merged to trade solely as Tenkay Electronics Ltd.

We served O.E.M markets across Sussex with a comprehensive range of manufacturing services; manufacturing printed circuit boards, cable harnessing and wiring looms, control panel and box build assemblies, along with providing full product build.

The company has continued to evolve through a combination of organic growth and acquisitions, taking Tenkay into markets in the UK and across the world.

Located in Lancing, Sussex, Tenkay operates from a purpose built 18,000 sq.ft. facility located just 5 minutes from the A27 and the A259.

We provide dependable, electronic manufacturing support to a variety of industries including simulation, texture analysis, and safety.

Working to engineering standards IPC610 for P.C.B. population and IPC620 for all wiring assemblies, and accredited to ISO9001, EN14001 and OHSAS18001, Tenkay provides continuity of service and quality across the board.

Tenkay

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