



## Maximizing Cost Savings Through Electronics Outsourcing

As published in US-TECH Magazine, August 2002

By David Bonito, Vice President

Companies in every technology-based industry are constantly being inundated with marketing messages from electronics contract manufacturing suppliers that all say pretty much the same thing – that they are the best in the industry on the basis of price, quality or delivery. But let's face it – there is certainly no shortage of electronics contract manufacturers out there and most of them do a pretty good job at populating boards or assembling cables and getting them to the customer on-time and at reasonable prices.

With an overwhelming selection of good suppliers at their disposal, selection of electronics contract manufacturers becomes a commodity-type decision largely determined based upon price. The ability of the electronics contract manufacturer to continually meet customer quality and delivery specifications has become a given. But are companies who select electronics contract manufacturing suppliers on the basis of pricing alone undermining the long-term success of their outsourcing program? Mr. Dave Bonito, Vice President of Technical Manufacturing Corporation, thinks so.

"Companies will get the best cost savings for their money through the development of long-term partnering relationships with their electronics contract manufacturing suppliers", he says. Mr. Bonito has seen his share of potential customers who, during the quotation process, selects a contract manufacturer solely on the basis of their initial pricing. "Everyone is price sensitive to some degree. However, one of the goals of purchasing should be to find an electronics contract manufacturer that continually evaluates material expense and the manufacturing process in order to reduce product costs, which can then be passed on to the customer," he adds. Selecting a supplier on the basis of lowest price alone during the quotation process certainly does not give the contract manufacturer any incentive to perform this invaluable service over the business relationship. "Allowing the contract manufacturer to continually reduce cost ensures accurate and competitive product pricing and is what successful outsourcing is all about" says Mr. Bonito.

"Our customer base consists of small to Fortune 500 companies who understand that the long-term supplier relationship is crucial to the success of their electronics outsourcing program," according to Mr. Bonito. In business since 1985, Technical Manufacturing Corporation is an electronics contract manufacturer that has been supplying surface mount technology & plated through hole printed circuit board population and interconnecting wire & cable harness assembly services to their customers in the medical, computer hardware, telecommunications and automotive industries. "We are a high-mix, prototype to low and medium volume house concentrating primarily on subassembly production with approximately 75% board population and 25% cable assembly for technology-based customers" says Mr. Bonito. "We work very closely with our customers as their full service manufacturing partner to ensure that product specifications are continually being met not only during the prototyping and production stages but also extending through to product installation in the field" he says.

To support their full service manufacturing partner philosophy, Technical Manufacturing Corporation maintains a fully electrostatic discharge safe facility in Durham, Connecticut, which is equipped with the latest electronics assembly equipment and is staffed by trained and experienced manufacturing and quality control personnel. The company is centered around three fully automated

645 NEW HAVEN ROAD  
DURHAM, CONNECTICUT 06422

PHONE (860) 349-1735 OR (888) TECH MFG  
EMAIL SALES@TECHMFGCORP.COM  
FACSIMILE (860) 349-8862

WWW.TECHMFGCORP.COM

printed circuit board population equipment lines with fine-pitch and ball-grid array placement capabilities for single- and double-sided board configurations. Wire cutting, preparation and termination machines along with a wide assortment of application tooling for the assembly of interconnecting wires and cable harnesses completes the complement of equipment. Supporting equipment includes (but is not limited to) an aqueous cleaning system for water-soluble soldering and an in-circuit test system for printed circuit boards. Employees are initially and then periodically retrained through the company's formal in-house training program which in part covers electrostatic sensitive component control and commercial workmanship standards. Most of the employees have been with the company for at least ten years. "I always recommend that new and existing customers visit our facility on a periodic basis as we are always expanding our capabilities and capacity with new equipment and processes" says Mr. Bonito. "We strive to maintain a world-class professional facility and are always being complemented on it by new customers visiting our plant for the first time."

Technical Manufacturing Corporation also has a formal Quality System in place around which the company has built its continued success. According to Mr. Bonito, "all of our assemblies are manufactured in accordance with our fully documented International Standards Organization (ISO) 9002 compliant Quality System, which provides us with strict process control procedures and parameters that are used to continually ensure only the highest product quality that our customers expect. In addition to our standard operating procedures, we develop comprehensive and detailed product work instructions for each part number and revision level and work to them to ensure that products are manufactured consistently and efficiently. From a customer service perspective, our Quality System is the cornerstone of our business and provides us with the ability to manufacture electronic subassemblies in a quality-driven and cost-effective manner that is second-to-none in the industry."

To help evaluate Technical Manufacturing Corporation and their electronics contract manufacturing services firsthand, Mr. Bonito offers potential new customers an initial free short run of any printed circuit board or cable assembly, provided that the customer provides all necessary materials and tooling. "This gives us the best opportunity to demonstrate our services at minimal risk or cost to them", he says. Mr. Bonito recommends that technology-based companies that have immediate or ongoing electronic manufacturing requirements take full advantage of such an unusual offer. Contact him at the number below to request this ongoing promotion.

For more information on Technical Manufacturing Corporation and their full line of contract electronics manufacturing services, visit them on the internet at [www.techmfgcorp.com](http://www.techmfgcorp.com) or contact the company directly at P.O. Box 306, Durham, Connecticut 06422 for an informational package including a company brochure and comprehensive facility list. They have several sales representatives covering the northeast. Please call toll-free at (888) TECH MFG, facsimile (860) 349-1735 or email [sales@techmfgcorp.com](mailto:sales@techmfgcorp.com) during normal business hours Monday through Friday 8:00am to 5:00pm Eastern Standard Time to schedule an appointment or to discuss your electronics manufacturing requirements.

###