Customers reshoring to Zentech, Baltimore, MD, from suppliers in Asia:

- NovaSom
- Offsite Networks

Reasons:

- Automation/Technology
- Rework, Warranty, Quality
- Travel Cost/Time or Local Onsite Audit
- Wages up overseas
- Total cost = cheaper in the U.S.
- Lead time

Reshoring Example: VERT

High Reliability Doesn’t Have to Mean High Cost

- High volume consumer product to measure vertical leap in athletes
- Heavily competed at Tier 1 offshore contract manufacturers
- Stepped bid process, first cut was on materials cost only, then value add / labor
- Zentech bid included DFM analysis to eliminate wires and use push pins, utilized ultrasonic welding to reduce labor and extensive design engineering to prototype
Reshoring Example: Emergence Technology Consultants

High Reliability Doesn’t Have to Mean High Cost

- U.S business was a reseller of Asian LED products
- Engaged Zentech to engineer and design a new OEM product
- Zentech managed UL compliance and certification
- Extensive engineering collaboration
- All manufacturing at Zentech in Baltimore – at a lower price point than the Asian product
Reshoring Example: Outsite Networks

High Reliability Doesn’t Have to Mean High Cost

• Wireless Printer and Touchpad System for Consumer Loyalty Product
• Previously manufactured in China
• Virginia–based OEM experienced inconsistent quality and poor engineering collaboration with Chinese CM
• All portions of product reshored (PCBs, wire harness, SMT assembly, housings, touchpads)
• Reshoring success featured in Inc. Magazine