



Contract Electronics Manufacturing



- 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: Outside 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