



# Nano Electronic Services

High Technology Service Company offering Design, PCB Assembly and  
test solutions

[www.nanoelectronicservices.com](http://www.nanoelectronicservices.com)

# High Tech Design and Manufacturing



At **Nano Electronic Services** we aim to bridge the gap between customers and the need to have multiple suppliers. We work on behalf of a number of manufacturing companies and design consultants. With over 30 years of industry experience in both component distribution, kitting and PCB assembly, we are well placed to you with your design or production requirements.

As a customer you may need quick prototypes made, but also volume production, you may have specific design / manufacturing requirements and are not sure who to speak to. You might need to get 2 or 3 quotes together, but don't have the time or market knowledge to gather this.

You might be worried about your current supply chain and would like to look at bringing in new suppliers, but would rather just add one rather than many.

**Nano Electronic Services** aim to solve all these issues—by working as a direct representative of a number of suppliers, we can quickly identify the right partner for your project and manage it for you. You deal with us, and we deal with the rest, but with full transparency, so if you want to visit the factory or speak to the CEM team, you can—just see us as an extension of them.

By working this way, it gives us and you much more flexibility and capability than working with a single direct supplier. You can have prototypes made at CEM1 for speed, and CEM2 is used for production, but you only need to work with 1 supplier—**Nano Electronic Services**.

# Typical Engagement Scenarios



- You have to send a quote out for PCB assembly – after 1-2 weeks, you start to get queries on the BoM.
  - At NanoES we aim to review the BoM within 24-72 hours and resolve queries as soon as we can. NanoES produces an initial costed BoM on behalf of the manufacturer – we feel this speeds up the quote process as the CEM can focus on the assembly costs.
- You wait 2 to 3 weeks to get a quote back only to find out the CEM is busy, can't handle the technology on the design ( i.e BGA/DFN etc ) or the lead-times are longer than you need.
  - Working closely with our partners, when NanoES receives a quote, we identify the manufacturing site we believe is technically capable and contact them immediately to check manufacturing capacity. Being able to check the BoM at the early stages, we can identify any component issues and liaise with the PCB vendors for availability. Very early on we can determine the worst case lead-time to ensure we are able to support the build schedule required, or at least advise the customer of the issues causing the likely delay.
- You don't have the time to find a new supplier, visit a new facility or send out 2-3 quotes and then decide which one to use.
  - NanoES have over 30 years of electronics and manufacturing experience. We have already done the ground work, audited the manufacturing sites and have experienced their service, so we are quickly able to identify which partner is best suited to the work. Saving customers, the time and effort in trying to find a new supplier.
- You have your 2 or 3 quotes back, all have similar costs – you then have to decide who to use. What happens if the new supplier doesn't work out and then you need to find someone else.
  - An all too familiar scenario, especially if you can't visit the factory, but the sales person seems nice. You place the order, then delays occur or you receive poor quality. At NanoES we understand finding a good quality partner is key. By working closely with our partners, we aim to ensure the service is as good as we can get it. We work with suppliers that we feel comfortable recommending. However issues do happen, if we find that for whatever reason a supplier isn't performing and we can't resolve the problems, we will bring on someone else from our portfolio, any new tooling costs incurred by moving from Supplier A to Supplier B will be paid for by NanoES.
- Your current supplier is doing ok, but are busy at the moment, you want to find a 2<sup>nd</sup> supplier you can use as and when, and are worried about finding someone new and then being hassled all the time for work.
  - At NanoES we understand this, because we are focused on supporting a range of customers, we will endeavour to adapt to customers needs. If you want someone to support you when business peaks, we are more than happy to help where we can. And we will only hassle you every now and again.

# Customer Scenarios



Why we think Nano ES might be a good fit for you

- You're a start up, and need help with PCB assembly or design.
- You're a design consultant, your time is limited and just want PCB's assembled quickly with no fuss.
- You're a customer with an existing CEM, but are looking at adding a 2nd or 3<sup>rd</sup> supplier and not sure who is best and if you have the time to manage multiple suppliers. Maybe your current supplier can't do everything you need, but you don't need a 2nd full time supplier.
- Your time is limited and you would like someone to just help you get your boards made, without all the questions and hassling.
- You would like a reliable manufacturing partner.
- Or aside from everything else, you just need to work with someone who cares about your product and you just want things to be quoted on time, boards to arrive on time with all the parts in the right place.

# Simple, Flexible Supply Chain



One account manager for an optimised supply chain, offering maximum capacity and flexibility.

Flexible to meet the changing demands of your customers and your market

