

Outsourcing is a matter of trust



Services
in **EMS**

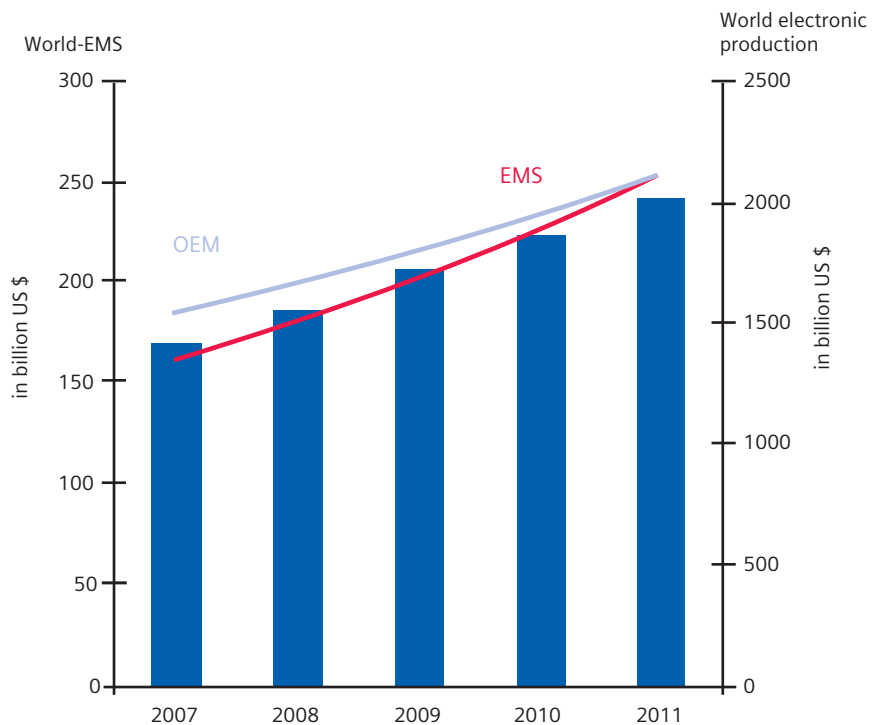
An initiative of the PCB
and Electronic Systems
Division within ZVEI

Services in EMS

• Outside – Ressources – Using

From us as EMS companies organised within ZVEI, the purpose of this flyer is to provide you with a decision-making tool for outsourcing in the geographic vicinity – from the view of German-speaking EMS providers.

• Development and Trend – OEM/EMS – worldwide 2007 - 2011



• Why Outsourcing? A focus on advantages and benefits:

- Concentration and expansion of core competencies
- Optimising the supply chain
- Improving liquidity through saving on investments
- Unlocking liquidity through reducing capital commitment
- Access to the latest technology and know-how
- Increasing flexibility in short-term needs
- Covering peak capacity demands
- Purchasing benefits through material consolidation
- Strategic reduction of Total cost of Ownership (TcO)
- Reduction of entrepreneurial risks
- Price optimisation through more favourable wage cost structures
- Fixed costs become variable costs



• Stages of the Outsourcing Process



• Analysis of current situation

- Creating transparency about the market and competitive position
 - Defining core competencies
 - Identifying outsourcing potential and projects
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• Make or buy

- Assessing cost-efficiency
 - Selecting services to assign an processes
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• Preselection EMS providers

- Compiling a service and objectives profile based on seven added value areas (services in EMS)
 - Pre-selection of potential EMS providers
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• Decision EMS providers

- Assessing EMS providers by means of a decision matrix
 - Final placing of order
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• Contract

- Written fixing of the framework parameters: Timeframes, scope, assignments and areas of responsibility
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• Implementation

- Integrating into the existing processes of the EMS provider
 - Implementing project plans agreed to
 - Project-related controlling
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: Definition Outsourcing

Outsourcing is the acquisition of services hitherto provided for internally, with the objective to focus on own core components.

: ZVEI Members

The following ZVEI Members:

- Offer clients tailor-made services.
- Determine the expertise needed to effectively provide the services.
- Have made a commitment to quality and environmental management.
- Determine the required results and services feature with the client.



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