

What We Offer

The companies represented in the 'Services in EMS Initiative' offer a wide range of materials management services that help enterprises master the complexity of today's electronic components and systems. Take advantage of all that your EMS provider has to offer in the area of materials management now!

: Component Selection

We make your purchasing activities economical and procurement processes complete to secure your supply chain and material quality for the long term – and you can always expect the best value for your money. Use our knowledge and expertise to your advantage: set your key components in the early stages of product development.

: Strategic Purchasing

We keep our eye on the market for you and spot all current price trends to provide you with the basis you need for economical purchasing. Our specialists not only get you the best prices in all material groups for new cost estimates, they also generate added value throughout the entire product life cycle.

: Procurement – Inventory Management – Materials Logistics

We steer and optimise your procurement processes. We ensure that your procurement requirements are met and utilise all price advantages for your products by bundling activities for various customers and/or by working with leading specialist distributors. Need-based supplier integration (e.g. kanban) and consumption control are just as important here as job-related procurement of high-grade A parts. This is how we optimise inventory management, supply security and logistics concepts.

: Supplier Selection – Quality Management

We find and qualify suppliers to meet your unique needs by analysing them in detail. This process includes purchasing and quality audits, as well as regular KPI-based supplier evaluations and progress reports. Quality assurance and supply agreements are key elements of contractual arrangements.

: Allocation Management – Obsolescence Management

We fix most problems associated with supply shortages in times of scarce production resources at our suppliers (allocation). If genuine parts are no longer available (obsolescence), we offer comprehensive support at an early stage when looking for alternatives or reengineering your electronic assemblies.

The following ZVEI members ...

- Offer services tailored to customers' requirements.
- Are committed to quality and environment management.
- Have the expertise required to perform the services.
- Determine the desired results and performance indicators together with the customer.



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Materials Management

Reliable provisioning guaranteed



Reliable provisioning guaranteed!



PCB and Electronic Systems Division

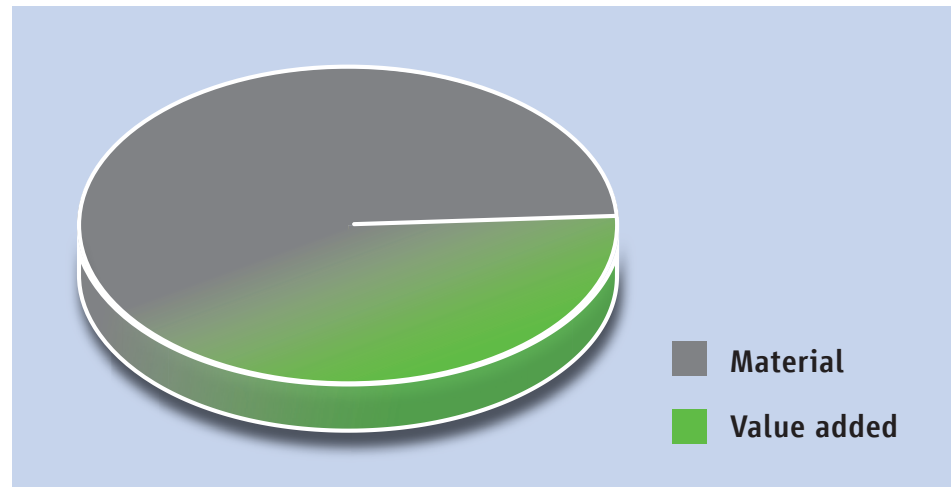
Materials Management: Definition

"Materials management deals with the movement of materials from suppliers to customers across all levels of the supply chain"

(BME – German Association Materials Management, Purchasing and Logistics)

Every electronic assembly or electronic system is impacted by materials, which play a dominant role in the pricing structure and ultimately the overall cost.

Share of value added vs. material



Source: ZVEI

Take advantage of our expertise: get your electronic manufacturing services (EMS) provider involved at an early stage to minimise both: risks and costs.

All pieces of the puzzle must be available in the required quality, quantity and at the right time for us to be able to provide the agreed services – at the best prices.

Responsibilities and Risks in Materials Management

EMS providers are increasingly taking on more tasks and responsibilities in materials management and thus more risks. This shift of responsibility to the EMS provider calls for joint agreements to be made.

Materials procurement is becoming increasingly complex and global. Every action with and related to the components is a service and therefore part of the offer calculation or pricing.

Existing agreements between the customer and component manufacturer must also be considered.

Unplanned or short-notice deviations and changes to planning data inevitably lead to more work and additional costs because they are time intensive, tie up manpower, lead to downtime, increase warehouse and financing costs, and can even create processing risks.

The objective of every EMS provider is to minimise risks – and ultimately costs – to the greatest extent possible. Getting information from our customers about every change at the earliest stage is key.

