

## HOW TO RECEIVE A QUOTATION

### STARTING A MANUFACTURING PARTNERSHIP WITH ANSEN

As an Electronics Manufacturing Services provider, we offer our customers over 30 years of manufacturing experience. ANSEN has global supply chain expertise and extensive technical capabilities. We build most of our customers' products on a full turn-key basis, procuring all the components, p.c. boards, metalwork, painting, labels packaging and everything else required to complete the assembly. Many of these metal and plastic mechanical components can be produced within ANSEN's vertically-integrated China factory campus.

We often burn-in, test, package and ship the product directly to your end customer. ANSEN can provide any or all of these services, including basic assembly labor only (for new product introduction). To get started, e-mail the information below to us or one of our representatives. You can also make arrangements to send sample units to us for evaluation and quotation.

For inquiries about thick-film hybrids and chip-on-board design and production, contact ANSEN so that we can further discuss your requirements.

### LABOR-ONLY QUOTATION

#### ■ REQUIRED INFORMATION

- **Bill of Materials (BOM)** including revision level, reference designators (e.g. C1, U2-4), component description, SMT package type, and quantity per assembly.
- **P.C. Board Information.** Please send the Gerber files as you would to a board vendor for quotation. Include any applicable p.c. board fabrication specifications.
- **Quantity and Schedule Requirements** including annual volume requirements, if available.

#### □ REQUESTED INFORMATION

- **Sample or Gold Board**, if available, with all components installed. A sample board will clarify many assembly issues not obvious from drawings, even if the board is an earlier similar revision.
- **An Unassembled Board or Panel**, if available, is helpful for us to check a variety of manufacturing issues.
- **Mechanical or Assembly Drawings**, if available.

- **Test/Burn-In Requirements**, if any. Include a copy of any test procedures, showing all equipment used. ANSEN normally provides any test and computer equipment required. Specialized test equipment can be consigned to us, leased or purchased as required. We can also develop automated functional and In-Circuit Tests (ICT) for your products, as well as producing associated jigs and fixtures. Our test engineers can help your designers get the product to market faster!

If your test requirements have not been finalized at the time of quotation, please advise us of your estimated production test time per unit. We'll factor this time into the quotation, and state this as a test assumption.

- **Special Workmanship or Q.A. Requirements**, if different from industry standards. Unless otherwise specified, ANSEN uses IPC ANSI/J-STD-001 & IPC-A-610B Class 2 workmanship standards on all assemblies. Our factories have quality assurance systems registered to ISO 9001 standards. Please advise us of any other applicable quality or regulatory requirements (we do have other approvals).

### TURN-KEY QUOTATION

When ANSEN procures all of some of the components for an assembly, we need the information above, with some additional procurement information. Note that the quantity and schedule requirements can significantly impact the cost of procured components. For ongoing production we normally quote annual requirements with scheduled ship quantities and a rolling forecast.

- **Approved Manufacturers /Vendors List (AML/AVL)**, showing which manufacturers's components are approved for each item on the Bill of Materials. Your BOM may show sufficient detail already. If you do not specify a manufacturer for any item, we will classify it as a generic part and assume any industry-standard equivalent component will be acceptable.

For example, you may not want to specify which of our normal range of chip resistor and capacitor manufacturers must be used for your assembly. On the other hand, some circuits will only function with one manufacturer of IC. As you limit the manufacturers acceptable on common components, including IC's, you may increase both the total assembly cost and lead time for procurement.

- **Drawings, Specifications & Samples** for custom fabricated items such as labels, metalwork and plastic injection molding.

#### U.S. Headquarters & Factory

100 Chimney Point Drive  
Ogdensburg, New York  
13669-2289 USA  
Phone: (315) 393-3573  
Fax: (315) 393-7638  
Web: [www.ansencorp.com](http://www.ansencorp.com)

#### China Factory

Qiaotau Zhen  
Industrial Road South  
Dongguan  
Guangdong, China  
Phone: (86) 769-334 1405  
Fax: (86) 769-334 1142

#### Hong Kong Office

Sino Industrial Plaza  
9 Kai Cheung Road  
Kowloon Bay, Kowloon  
Hong Kong  
Phone: (852) 2795-9473  
Fax: (852) 2751-6577

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