ANSEN Corporation

Electronics and Mechanical Manufacturing Solutions

HOW TO RECEIVE A QUOTATION

STARTING A MANUFACTURING PARTNERSHIP WITH ANSEN

As an Electronics Manufacturing Services provider, we offer our customers over 35 years of experience. ANSEN has global supply chain expertise in addition to extensive technical capabilities. We build most of our customers' products on a full turnkey basis, procuring all the components, printed circuit boards, metalwork, painting, labels packaging and everything else required to complete the assembly.

We offer assembly, burn-in, test, and final packaging. ANSEN can provide any or all of these services, including prototyping. To get started, e-mail the information below to sales@ansencorp.com.
You can also make arrangements to send sample units to us for evaluation and quotation.

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.
- ■ **Order and Schedule Requirements** including annual volumes.

☐ 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, leased or purchased as required. We can also develop automated functional and In-Circuit Tests (ICT) for your products, as well as associated jigs and fixtures. Our test engineers can help your designers get your 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 will 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-610F Class 2 workmanship standards on all assemblies. Our factories have quality assurance systems registered to ISO 9001 and ISO 13485 standards. Please advise us of any other applicable quality or regulatory requirements (we do have other approvals).

TURNKEY QUOTATION

When ANSEN procures 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 typically quote annual requirements with scheduled ship quantities.

- ■ **Approved Manufacturers/Vendors List (AML/AVL),** showing which manufacturers' components are approved for each item on the Bill of Materials, including any substitutes. 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.

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ISO 9001:2008 Registration
ISO 13485:2003 Registration