



GreenCircuits.
Precision Driven Performance

EMS

GUIDE TO GETTING TO MARKET IN COVID

www.greencircuits.com/request-a-quote/

GETTING TO MARKET FAST DURING COVID!

Green Circuits was deemed an essential business, during the initial COVID related lockdowns in Santa Clara County this past March. That means we can still serve you with amazing speed and precision, despite COVID related restrictions resulting in less physical interaction at plants. We adjusted our schedule to implement a process that would ensure sanitation for our products, partners and team members. These changes enable safe production, but some things are different!

01

How it was:

Sit-down with engineer and have a face-to-face interaction about opportunities for improvement, historic challenges, objectives, and more.

02

How it is:

Review designs on Zoom meetings with our experienced team members. The good part is that we can analyze more data with meetings conducted on a schedule. The bad part is that we don't get to sit face-to-face.



TIP 1: PARTNER EARLY IN YOUR PROCESS!

We encourage customers to communicate project details as early in the process as possible. We have seen numerous customers wait to release information until the final design review has been COMPLETED. This greatly increases the likelihood of significant project delays due to component lead times and manufacturing issues. Tell us what you need early and we can start working for you. That is our job!

By releasing a preliminary Bill of Materials (BOM), it gives both the Original Equipment Manufacturer (OEM) and Electronic Manufacturing Systems (EMS) partner the opportunity to review all aspects of the particular project. We will identify and mitigate potential long delays or address other concerns by running this quick review together.



To do: Drop us a note by email or give us a call to let us know your project schedule. Email or upload an initial BOM for our PM to analyze.



TIP 2: COMMUNICATE OFTEN DURING A PROJECT

A quick heads up can often give your project priority over the dozens of other projects. Text, email, or call your Green Circuits contact. Just like OEM's do not like surprises (i.e. late deliveries or quality concerns), neither do the EMS providers. If we know what you need early in the process, you can trust that we will do everything in our power to help you.

Connecting with us ahead of time will help to monitor your project and check that things are going according to plan. This quick note (below) helps us to plan appropriately and begin prepping your project for production.



Email example:

"I expect to send details late Friday for a new project we are working on. Here are preliminary files. Let's connect on Friday!"

To do:

Check in weekly with you PM by text or email.

TIP 3: HOW TO ENSURE QUALITY

Share all of the data! If you want to get to market quickly and maintain quality, please share all of the data with your PM. Many OEM's provide fabrication only data to the Printed Circuit Board (PCB) Fabrication supplier and only Assembly data to the Printed Circuit Board Assembly (PCBA) supplier. The PCB Fabricator can better understand the project with the Assembly information. This may affect recommendations related to panelization, orientation, stack up, more. Likewise, the PCB Fabrication data is essential to the PCBA supplier to understand thermal considerations, programming, DFM, and many other considerations critical to delivering a quality product.



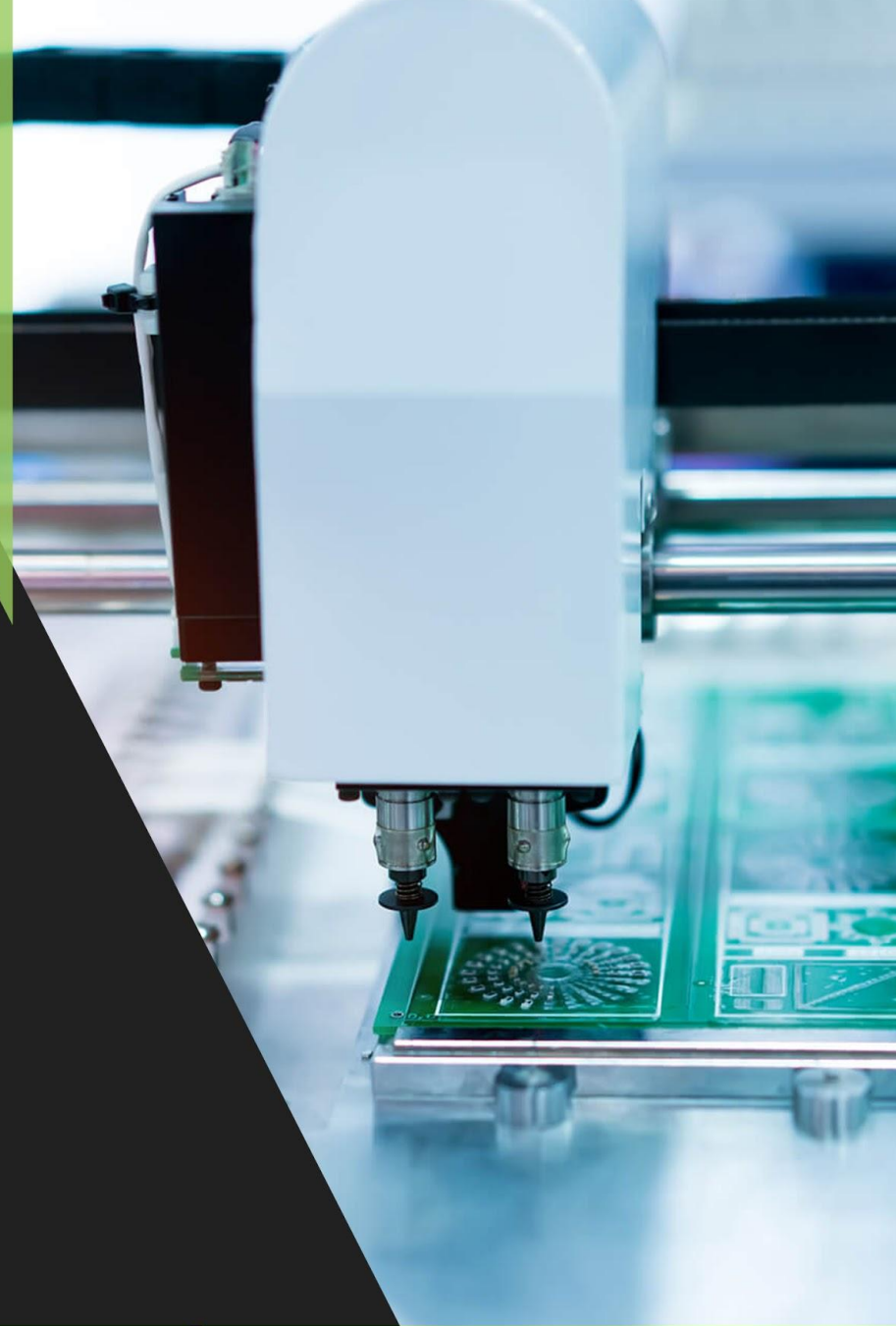
in addition, don't forget that we offer **Flying Probe Test (FPT)**. This is a fast, economic test solution that is available via Green, providing a quick way to eliminate variables in the early stages of product design and development.



TIP 4: HOW TO GET THINGS DONE FAST

Green Circuits offers precision and speed. In turn, the best way to get your project to market is to get the business stuff done early on in the process. If you are a new customer, please complete your new customer on-board package. This will enable us to load you into Systems and review required credit terms or process your payment information.

During the quoting & purchase order steps, we begin working with you on the details of your project. This starts with submission of your BOM (bill of materials), Gerber files and other documentation. You may submit these on our website or by email. These details include your preferences about communication as well. Let us know the best method and time to reach you. This will help to expedite your project and most importantly allow us time to address any lead time concerns before the project gets to production phase. This can save days in production.





TIP 5: SET A MEETING WITH YOUR PROGRAM MANAGER

Make our Program Manager, YOUR Program Manager.

Invest 10 minutes with our Program Manager (PM) on your project to complete a quick project review / launch. Openly share past challenges on the product (areas of quality issues, component issues) help us to avert them in the future.

These brief discussions can pay huge dividends. Your Green Circuits PM becomes part of your team. They work on your behalf to complete your project quickly and correctly. Provide value to your project in presenting ideas for improvement or avoidance of production issues.

Let's work together!



**Schedule Zoom Meeting
with your project manager**

RESULTS

Green Circuits is dedicated to being the fastest electronics assembly solution provider on the planet.

With clean data and strong communication, we can help each other accomplish great things and get to market fast!

A background image showing a close-up of two people in business attire shaking hands over a desk. One person is wearing a light-colored blazer and the other a dark suit. There are papers and pens on the desk. A large red diagonal line cuts across the image from the top right towards the bottom left.

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THANK YOU



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