CHECKLIST

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# 9 points on how to select your ideal EMS provider

***This is what you need to keep in mind***

CHECKLIST

# Electronic Manufacturing Services / EMS – *what exactly does it mean?*

EMS is a method of outsourcing in which parts of production are **outsourced** in order to reduce costs and focus more on new product development, marketing, and sales. EMS providers offer a wide range of valuable engineering and manufacturing outsourcing services for Original Equipment Manufacturers (OEMs), enabling them to improve their operational efficiency.

## What needs to be considered when choosing an EMS provider?

How do you know that an EMS provider is right for you?

## Ask questions!

The process for selecting an EMS provider can be very time-consuming.
To simplify the selection process, check to see if the potential provider meets the following criteria:

### 1 Expertise and experience

Experience within the potential vendor's industry or that you want to penetrate, work in, or grow in is critical.
Pay attention to references: EMS providers who have operated successfully for many years have proven they can satisfy their customers.

### 2 Added value within the planning and design process

Most EMS companies offer a certain level of support through Design For Manufacturing (DFM) processes. Original Equipment Manufacturers (OEMs) should be looking for a proactive EMS partner with industry-leading toolsets, clear planning and design guidelines, and experienced and amenable staff that can get your product to market faster.

### 3 State-of-the-art technologies and equipment

You need to be able to rely on a manufacturing partner who supports your company through the use of advanced manufacturing and testing technologies, and who shows a commitment to continuous investments.

### 4 Industry standards and certifications

Leading companies will be able to demonstrate a high level of certification according to the latest standards and specifications in all major market sectors of their customers.

### 5 Product testing

Product testing should be discussed in the early planning phase. Environmental and reliability tests should also be performed on certain products that must operate in particularly demanding environments, to ensure that your products can withstand the intended use.

## 6 Transparent and effective communication

Communication with the EMS partner of your choice should be consistent, communicative, and collaborative. The exchange of information is crucial to the success of the partnership. EMS partners must align with the ethics and compliance requirements of your company.

## 7 Experience in launching new products to the market

Is the potential manufacturing partner experienced in launching new products to the market? Are they competent in dealing with your market sector?

Your partner needs to understand how they can support and promote the product development process. They should add value to your business through design reviews, product qualification, volume ramp and cost awareness. The presence of a dedicated NPI team is an added bonus.

The manufacturer that is the best fit for you understands the requirements to get the job done on time, has the necessary certifications, and knows all the legal aspects of working on the components or assemblies needed for your product.

## 8 Product life cycle management and counterfeit prevention

A robust product lifecycle management program that supports the product through the design and development phases is essential for success. It should also include obsolescence management that considers the lifespan of the components used, with a plan to replace obsolete parts.

The EMS provider you choose should counteract counterfeit electronic components through preventive measures and procure all components from reliable sources. To be considered a reputable provider, the candidate must offer post-manufacture electronic equipment repair services and spare parts to the customer.

## 9 Traceability within the supply chain

Traceability is important within the supply chain as it allows for components or products to be recalled, production to be tracked, and spare parts to be allocated. For this reason, the information required by manufacturers, suppliers, and dealers must be gathered and provided.