



CASE STUDY

**SUPPLY CHAIN
MANAGEMENT
SURFACE MOUNT
TECHNOLOGY &
SOLAR CELL
MANUFACTURING**

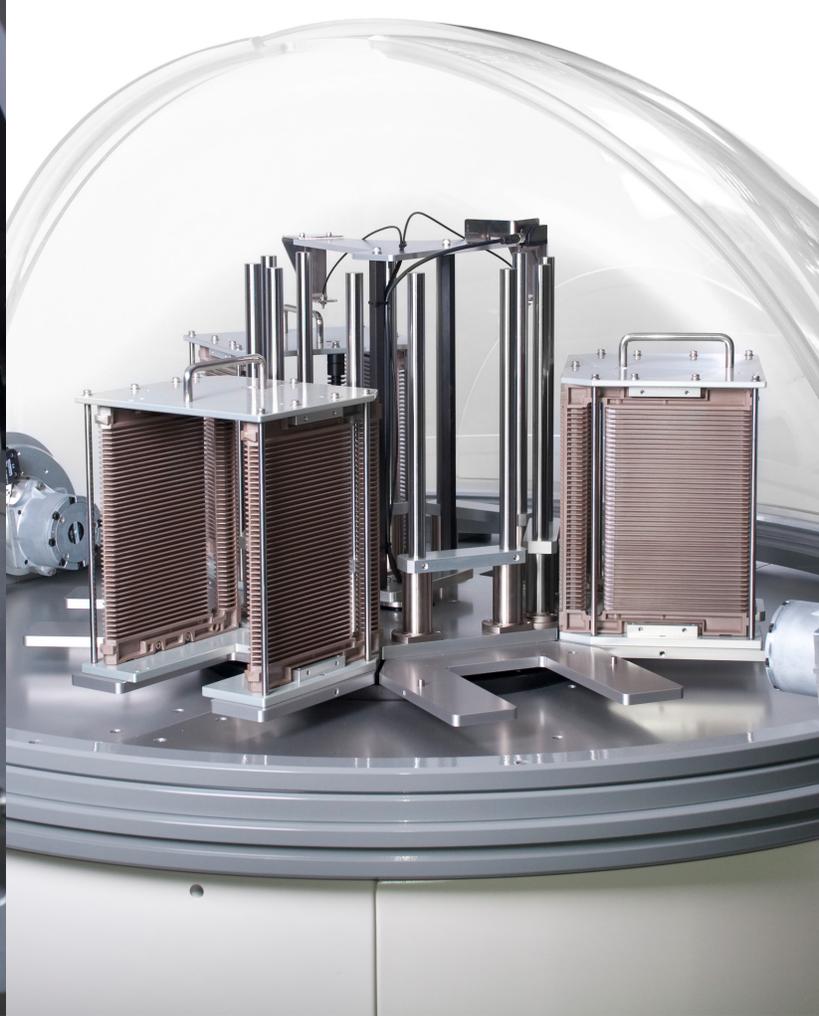
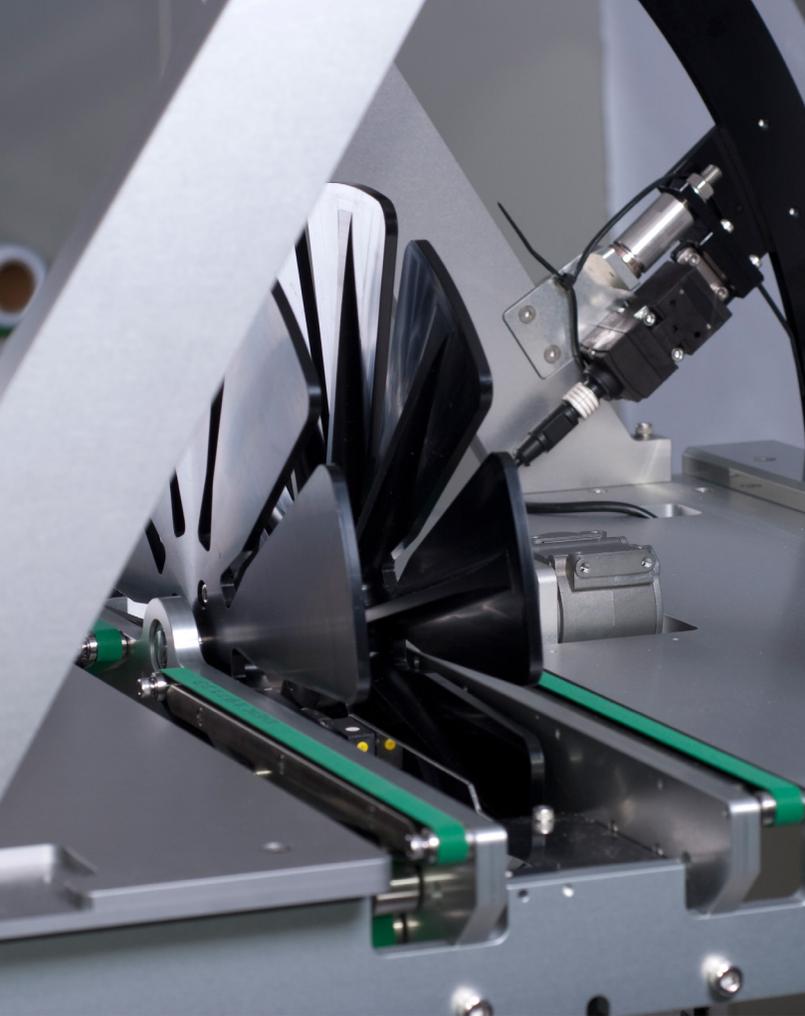
LOCALIZING THE SUPPLY CHAIN

A leading provider of screen printing equipment located in the UK with an established presence in China was looking for a manufacturing partner that was capable of taking over their supply chain management while maintaining international quality standards. With markets largely located in Asia, the company hoped to find a partner within the region that not only possessed the key manufacturing capabilities required, but one that could also offer western style management to ensure that the technology transfer would go smoothly.

COPING WITH SUDDEN CHANGES IN THE ELECTRONICS INDUSTRY

While many of the surveyed candidates had strong manufacturing capabilities and could even offer some cost savings due to geographical advantages, most did not have a financial foundation solid enough to cope with the fluctuating nature of the electronics industry. Being a part of SHL Group, SHL Technologies had the financial strength needed to handle this challenge and was chosen by the provider as the most suitable partner in the end for a number of reasons.

Along with strong in-house manufacturing capabilities in a cost effective environment and technology expertise, the western



management at SHL Technologies was experienced enough to run a complete supply chain while meeting the provider's specified quality standards. Technology transfer took place through mutual visits of engineering personnel and with extensive manufacturing training at both locations. The knowledge transfer process went smoothly as the required modules were very well documented on both sides (drawings, working instructions, etc).

The success of the supply chain management of this project led to further collaboration between the provider and SHL Technologies a few years later when the provider started to develop screen-printing lines for solar cell manufacturing, requiring even more complicated equipment. SHL Technologies was chosen once again as the manufacturing partner. More extensive technology transfer and training were necessary but this was implemented without difficulty. The partnership with this customer continues to flourish today.