



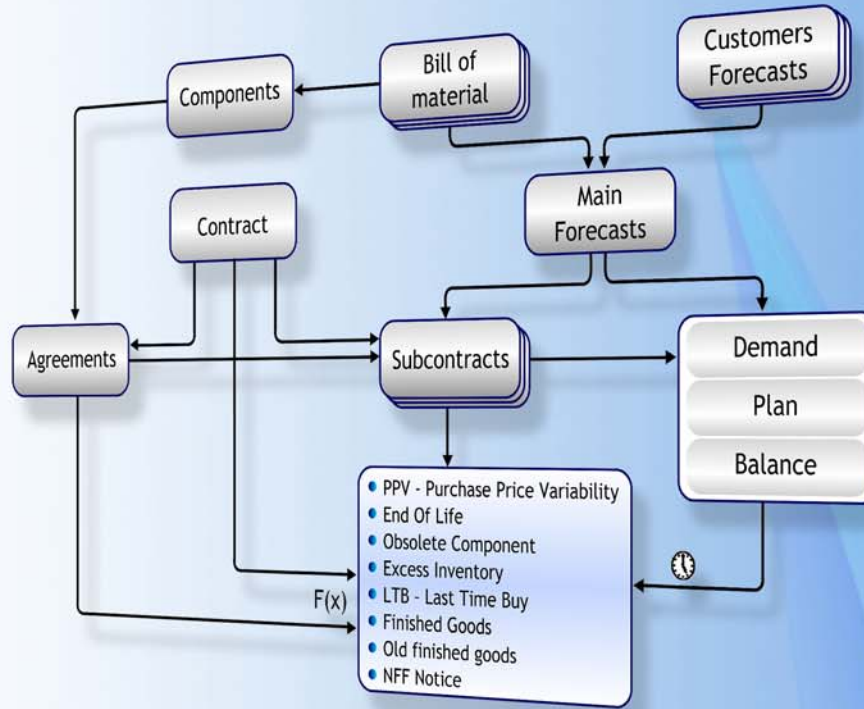
EMS compass

The electronics manufacturing industry is undergoing tremendous change. Pricing pressure on technology products and profit margins continuously results in OEMs outsourcing more and more functions. In this complex and cost sensitive environment, OEMs must have a tool enabling them to manage their EMS suppliers efficiently: Transparent and consolidated EMS related information is critical in order to exercise the dramatic cost reduction potential of the EMS/outsourcing model.

The OEM-EMS relationship is driven by multiple variables, simultaneously changing over time:

- The OEM demand is primarily driven by its customer's forecasts. Such forecasts tend to vary over time and affect future production volumes. Lead times, manufacturing capacities etc are some of the variables that need to be managed by OEMs and translated into demand management for each specific EMS.
- Rapid changes in customers' forecasts, demands, product definitions and configurations, as well as BOM components, tend to complicate and encumber the tracking and planning required by the OEM.
- All those changes imply respective changes in inventory and production capacities, that need to be simultaneously managed.

Managing efficiently those rapid multiple changes raises a firm requirement for a collaborative OEM EMS platform.



The EMS COMPASS is a unique and easy to use OEM EMS collaborative platform that manages end to end product contract manufacturing cycle: Forecasts are deriving demands, engineering updates and pricing changes are deriving PPV, and forward looking simulations and retrieval features support optimal decision making.

Managing EMS processes

- BOB - The BEST of the BEST
- Obsolete Component
- EOL - End Of Life
- LTB - Last Time Buy
- OFG - Old Finished Goods
- ECN - Engineering Change Notice
- CFF - Cannot Find Fault
- Excess Inventory

