



Surface mount technology has been in use for over 50 years, and through-hole manufacturing even longer, but there are still problems that recur time and again for companies that use a third party to produce their electronic products.

Long Lead Times - *Timing is everything*

It's easy to build small quantities of a product fast – if you're willing to pay for it. What's much more difficult is achieving the perfect balance between unit cost and early delivery. Large-scale offshore production is often the only way to hit your target margin, but at the same time you have to beat your competitors, and some customers can't wait.

Find a manufacturing partner that isn't tied to a single source, and can supply fast initial batches with low-cost mass production once your product hits the market.

Stock Holding

Why spend money on large warehouse facilities you shouldn't even need?

Businesses need to concentrate on supporting their customers, providing the best possible service experience. Micro-managing your stock and supply chain is a costly distraction that also ties up cash that could be reinvested into helping you grow.

Ideally, you want a partner that holds stock for you, locally available and ready to be called off at short notice.



High Minimum Order Quantities

Don't get stuck buying more than you need



Most electronic components are manufactured in vast quantities, often in the hundreds of millions each per year. Economies of scale help reduce individual costs, but at the same time make manufacturers and distributors unwilling to offer components for sale in smaller quantities. Minimum Order Quantities (MOQs) are often in the thousands or even tens of thousands, with the only alternative to buy from retail distributors, but often at double or triple the cost.

However, if you work with a company that already buys components in large quantities, your individual requirements can be pooled with their overall purchasing.

Component Obsolescence -

The supply nightmare that can be managed

It's all too easy to get caught out when a critical component is discontinued by its manufacturer. And, as the pace of development increases, this happens with alarming frequency. Information is the key: acting quickly as soon as a component is announced as end-of-life means an alternative can be found and the design modified as required. If this is done soon enough, there need be no disruption in the supply of product to your customers.

Remove the headaches of obsolescence by working with a company with close ties to component manufacturers, and that also has an in-house engineering team to assess and design in alternative parts.

High Unit Costs - *Protect your profits*

It takes a lot of work to shave off the critical last few percent from the cost of a product. Buyers must know the market intimately, able to cover all possible sources of supply and negotiate between suppliers to secure the best possible price.

The best leverage buyers can have is to be ordering large quantities on a regular basis. Not every sub-contract manufacturer operates on a large enough scale to benefit from this.

Lascar Electronics Solves Your Problems

We've been manufacturing electronic products for over 40 years, and offer production options in the UK and Far East. Why continue struggling to overcome supply problems when our experienced team of engineers, planners and buyers can handle them for you?

Don't Forget...



Lascar also offers a full, turn-key product design and development service. Whether it's an upgrade of an existing product, or a brand new clean sheet design, we create reliable, affordable, easy to use solutions that are bespoke to you. Call or email us to find out how we can help.

Disclaimer: Every effort has been made to ensure the accuracy of this publication and no responsibility or liability can be accepted by Lascar Electronics Limited for any errors or omissions in the content of this document. Data and legislation may change, and so we strongly advise you to obtain and review the most recently issued regulations, standards, and guidelines. This publication does not form the basis of a contract.