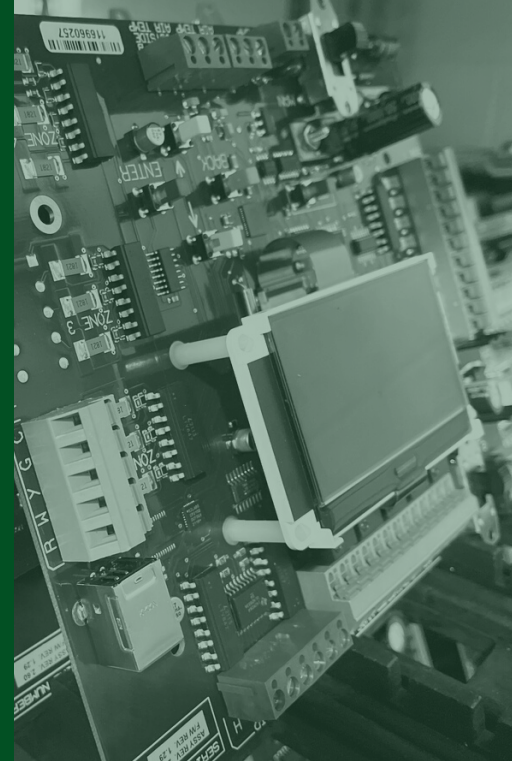


# NOT ALL PCB ASSEMBLY COMPANIES ARE CREATED EQUALLY

5 QUESTIONS YOU SHOULD  
ASK TO ENSURE YOU CHOOSE  
THE RIGHT PARTNER

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# There IS a Difference

A quick search online for “PCB assembly companies” will give you more than 5 million results! There are clearly a lot of options out there, so how do you know which one will be the best partner for you?

Is it as simple as getting estimates from a few and selecting the one with the lowest price?

Or is it about how pretty their website is that helps you know if one PCB assembly company is better than another?

**Or is there something else?**

# Quality, Speed or Cost?

We're sure you've heard the saying:  
*"Quality, Speed, or Cost? Pick two,  
because you can't have all three."*

We understand the premise behind  
this concept of, *"You can have a  
high-quality product and you can  
get it quickly, but you're gonna  
have to pay for it,"* or *"We can do it  
fast and cheap, but don't expect  
high quality."*



**However, we don't necessarily agree with it.**

Our goal is to truly provide all three: high quality, at a good price, in a reasonable amount of time. We know we are not the "cheapest" option, but that doesn't mean we're not a good value. We build quality products with great customer service, and our pricing reflects that.

**Of course, we can say that, but why should you believe us?**

That's why we've put together this little guide... to help you discover for yourself which contract manufacturer is right for you and your electronics manufacturing project(s).

**There are five important questions you should ask of any PCB assembly company.**

As you are evaluating potential partners, these questions provide a great starting point as you make your decision.

# 5

## ASK THESE 5 QUESTIONS TO ENSURE YOU CHOOSE THE RIGHT PCB ASSEMBLY PARTNER

We know every project is unique, so the importance or priority of the answers to each of these questions will differ for each company. Even different projects within a single company may require looking at these questions with a unique perspective.

Ultimately, if you want to find the best contract manufacturer to help with the design, engineering, prototyping, and/or production of your PCB assembly or “box build,” begin with these questions.

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# 1

## What is your capacity?

Capacity can include things like:

- Physical equipment (and redundancy/back-up for that equipment)
- Workforce and number of shifts
- Flexibility in production schedules
- Design and engineering/reverse engineering expertise
- Prototyping capabilities

We wrote a blog post dedicated to answering the question: “What Capabilities Should Be Expected in a PCB Assembly Company?” If you want to go deeper, [you can read that here.](#)



# 2

## What's your experience with New Product Introductions (NPI)?

Many electronics assembly companies focus solely on mass production of products; others may prioritize prototyping and small runs in their business.

An ideal situation would be a PCB assembly partner who brings to the table the best of both worlds. You want a partner who can help turn your idea into a reality through innovative design and engineering skills combined with prototyping capabilities to get your product off the ground, and the production capacity to turn that low quantity run into full production.



# 3

## How do you manage sourcing relationships?

Now more than ever, it is important to have strong relationships with sourcing partners.

If a PCB assembly company is just going out to the Internet to search for available parts, it is not going to be able to source the unique parts you may need in a reasonable amount of time. Instead, you want to partner with a contract manufacturer who can get creative with its process through considering non-traditional suppliers and/or out-of-the-box design and engineering ideas to open up your options for needed components.



# 4

## How do you design for manufacturability?

Designing for manufacturability is the process of designing parts, components, or products for ease of manufacturing with an end goal of making a better product at a lower cost. Most electronics manufacturers can talk their way around this question, but it is important to ask for examples or case studies to show proof of this knowledge and experience.

The foresight and skill to be able to design for manufacturability can mean the difference between your product delivering on time and on budget or a potential disaster in the making.





# 5

## What's your process?

If a contract manufacturer can't explain its process in easy-to-understand terms, that's a warning sign to take seriously.

An experienced PCB assembly company will have a specific process in place that can be quickly and easily walked through.

It should include both detailed steps and big-picture, innovative thinking...

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# 5

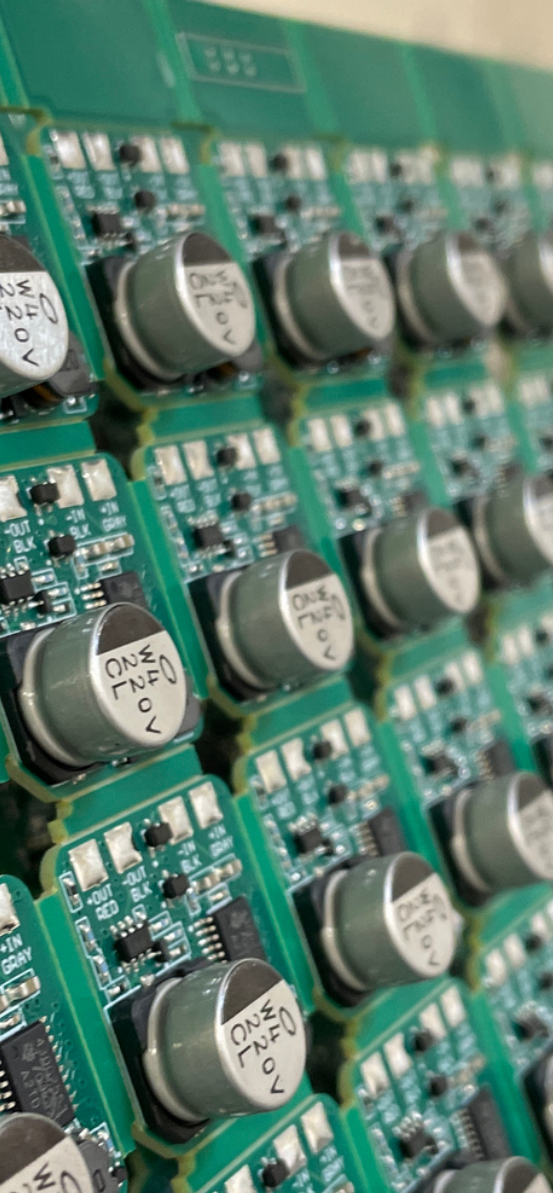
*Continued*

## QualTech's "B.O.A.R.D." Process

BOARD is an acronym that effectively explains the proven process we have developed to ensure you get exactly what you need with your custom circuit board assembly - from simple to complex...a few components to hundreds!

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- B** • **Baseline Information** - We ask a lot of questions up front. Our goal is to fully understand not only your specifications but also how this build will be integrated with the finished product and what you need to ensure this project is a success.
- O** • **Optimal Solution** - The best solution may be very clear, or your project may require creativity and innovation in design, engineering, and production. We strive for the OPTIMAL solution, not just the easiest.
- A** • **Alignment with Customer** - As we are working with our customers to develop the best solution, we maintain open communication to ensure we're always on the same page, from design and engineering to prototyping and production.
- R** • **Ready Production** - Whether you need a few prototypes to get your product off the ground or if you require full production and fulfillment capabilities, our size and flexibility position us to provide just what you need.
- D** • **Delivery & Delight** - We focus on delivering more than just a great product; we want your entire experience to be fantastic.



## What does it look like to work with QualTech?

When you're choosing a PCB assembly partner, we know it's essential that you have the peace of mind that your product will turn out just like it is supposed to. If you are not 100 percent confident in that fact, you need to keep searching for the right partner.

This e-book has provided you with five straightforward questions you should ask of any PCB assembly company you are considering for your project. If you are not comfortable with their answers for any reason, push the brakes.

Open and honest communication from start to finish is what will create long-term success for you and your relationship with your PCBA partner. For us, this is the core of any relationship; so, we build trust from the very beginning by answering your questions and offering valuable insight, even if it ends up that we are not the right fit for you.



**REQUEST A FREE  
PROJECT REVIEW**

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