



**Spectrum Assembly, Inc.**  
contract manufacturing redefined

# SAI Quarterly

AN UPDATE FOR EMPLOYEES, CUSTOMERS AND SUPPLIERS

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Above, a technician tests a Zektor AV switching and distribution unit.

## SAI in Action

### Going The Extra Mile Helps Grow Account

Zektor Incorporated, a local manufacturer of audio/video products, had won the largest contract in their history. It was quickly determined that they did not have the internal resources to produce this volume of finished goods or meet a very challenging deadline. The initial order required speed and responsiveness. A previous supplier had quoted an

eight-week lead time which would not meet Zektor's commitment. Even with a number of significant hurdles, plus the complexity of a project with five custom PCBAs, wire harnesses and box build, Spectrum Assembly, Inc.'s (SAI's) TransferAssist team was able to deliver on time.

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### SAI Completes ISO Recertification Audits

Spectrum Assembly, Inc. completed its ISO 9001:2008 and ISO 13485:2003 recertification audits in November and the recertification process should be completed

shortly.

"ISO 9001 certification serves all our customers. However, we see the medical de-

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#### About SAI

Founded in 1993, Spectrum Assembly, Inc. is a one-stop source for all your contract manufacturing needs. We combine an expert team, flexible automation and a world class supply base to provide responsive, on-time delivery for even the most complex projects.

Our manufacturing operations are housed in a state-of-the-art 40,000 sf facility in Carlsbad, CA. We are small enough to provide a highly personalized approach, yet large enough to address your requirements from new product introduction through end-of-life.

## SAI Exhibiting at Two Major Trade Shows in February

**Spectrum Assembly, Inc.**  
*contract manufacturing redefined*

**99%+ First Pass Yields**  
**100% On-Time Delivery**

**Key Registrations Include:**

- ISO 9001
- ISO 13485
- ITAR
- AS 9100

**Supporting Your Full Product Lifecycle**

- New Product Introduction
- Paperless Documentation/Quality Systems
- Prototype Thru Volume Production
- Lead-Free and Leaded Manufacturing
- SMT/PTH Assembly
- Cable and Harness
- System Integration
- Test
- Fulfillment
- Warranty Center

**The SAI Difference—Customer Focused Service Packages:**

- SAI QuickStart
- SAI TransferAssist
- SAI Active Scheduling
- SAI Total Lifecycle Control
- SAI Unlimited System Solutions

SAI will exhibit at IPC APEX Expo and MDM West in February.

Spectrum Assembly, Inc. will be exhibiting at two major trade shows in February. The Company will be in booth 2982 at MDM West in the Anaheim Convention Center on Feb. 12-14.

Less than week later, the sales team will be in booth 2951 at IPC APEX Expo at the San Diego Convention Center on Feb. 19-21.

“Last year, IPC APEX Expo was one of our best overall shows and MDM West is a great show to reach the medical market. We look forward to seeing existing customers and meeting new prospective customers at both events,” said Wally Johnson, VP, Sales and Marketing.

## SAI’s Paperless Factory Strategy Featured in October 2012 Global SMT & Packaging Issue

Spectrum Assembly, Inc.’s paperless factory strategy was featured in the October 2012 issue of Global SMT & Packaging Magazine.

The article focused on the key goals behind the system selection strategy:

- Reduce machine programming time
- Enhance process consistency
- Reduce line changeover time and

documentation integrity

- Support traceability and device history recordkeeping requirements
- Enhance quality data collection and reporting capability.

The article highlights that the benefits of SAI’s paperless factory go far beyond faster programming or line changeover. SAI’s implementation sup-

ports workforce job enlargement, continuous improvement initiatives, robust data collection and process control.

SAI has assembled a mix of tools that give it the ability to cut time, better utilize existing personnel resources and improve quality.

Click the link to access the full [Global SMT & Packaging](#) article.

### Audit

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vice industry as a market ideally suited for the direction we’ve taken with our investments in creating a paperless factory with high levels of traceability

and product history recordkeeping, and maintaining our ISO 13485 certification goes hand-in-hand with that. While our focus is designed to improve efficiency and quality throughout our operations, it is particularly

relevant to highly regulated industries with mission critical products,” Mike Baldwin, Vice President.



SPECTRUM ASSEMBLY, INC.

## Zektor

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The requirement to complete UL/FCC certification prior to production shipments further complicated the project. Since SAI produces products for other customers that have UL certification, they were able to seamlessly help Zektor pass their initial UL inspection in their facility. With SAI's assistance, Zektor met the expectations of their large customer. They continue that relationship today with a growing number of products. Zektor has now migrated all of their switch manufacturing to SAI's facility, completely eliminating in-house production.

Zektor designs and manufactures audio/video products for commercial and residential markets which move the A/V signal from sources such as iPods, Blu-Ray players and cable boxes into the areas around a home or sports bar where consumers want to see and hear those sources. Zektor was faced with a problem that many technology companies encounter; its market was radically changing.

This change was significant due to the transition from analog (Red/Green/Blue) video connections into digital

HDMI. The manufacturers of flat panel televisions were eliminating analog connections or significantly reducing them. As a result of this transition, Zektor needed to retire a number of legacy products which had only analog technology and quickly launch a number of digital HDMI products simultaneously.

The new components required to design in digital technology drove changes in product design, including a switch from through-hole technology to more complex BGA (ball grid array) and fine pitch SMT designs. Zektor's goal was to find one partner that could provide a "one-stop shop" for them. SAI offered internal support for fast new product introduction (NPI), an ISO 9001 certified quality system and a facility that was positioned to offer any level of growth for planned expansion plus a growing portfolio of value-added services.

"We wanted a local source both for fast turn time on orders and to support our ability to offer a 'Made in USA' solution. Spectrum Assembly offered the best turnaround time and the systems we needed to support our conversion to more complex

product," said Jeff Hanson, Zektor's COO.

With the launch of the initial project, Zektor transferred its existing inventory, but wanted to convert the project to turnkey over time. Zektor provided a costed bill of material and agreed to share 50 percent of any cost savings identified by SAI's materials team. SAI's team was able to find cost savings. This project was also the catalyst for SAI's investment in Aegis software to better support fast NPI transfers and assembly tool development.

Today, SAI builds all of Zektor's audio and video switching products. There is planned expansion of value-added services to Zektor in 2013. According to Hanson, Zektor would like to see SAI expand its Aegis-assisted assembly tool development from board-level to box build. A plan for SAI-managed fulfillment and repair depot support is also in development.

"We have been very pleased with how responsive SAI's team has been and the level of discipline we see in their document control process." Hanson said.

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