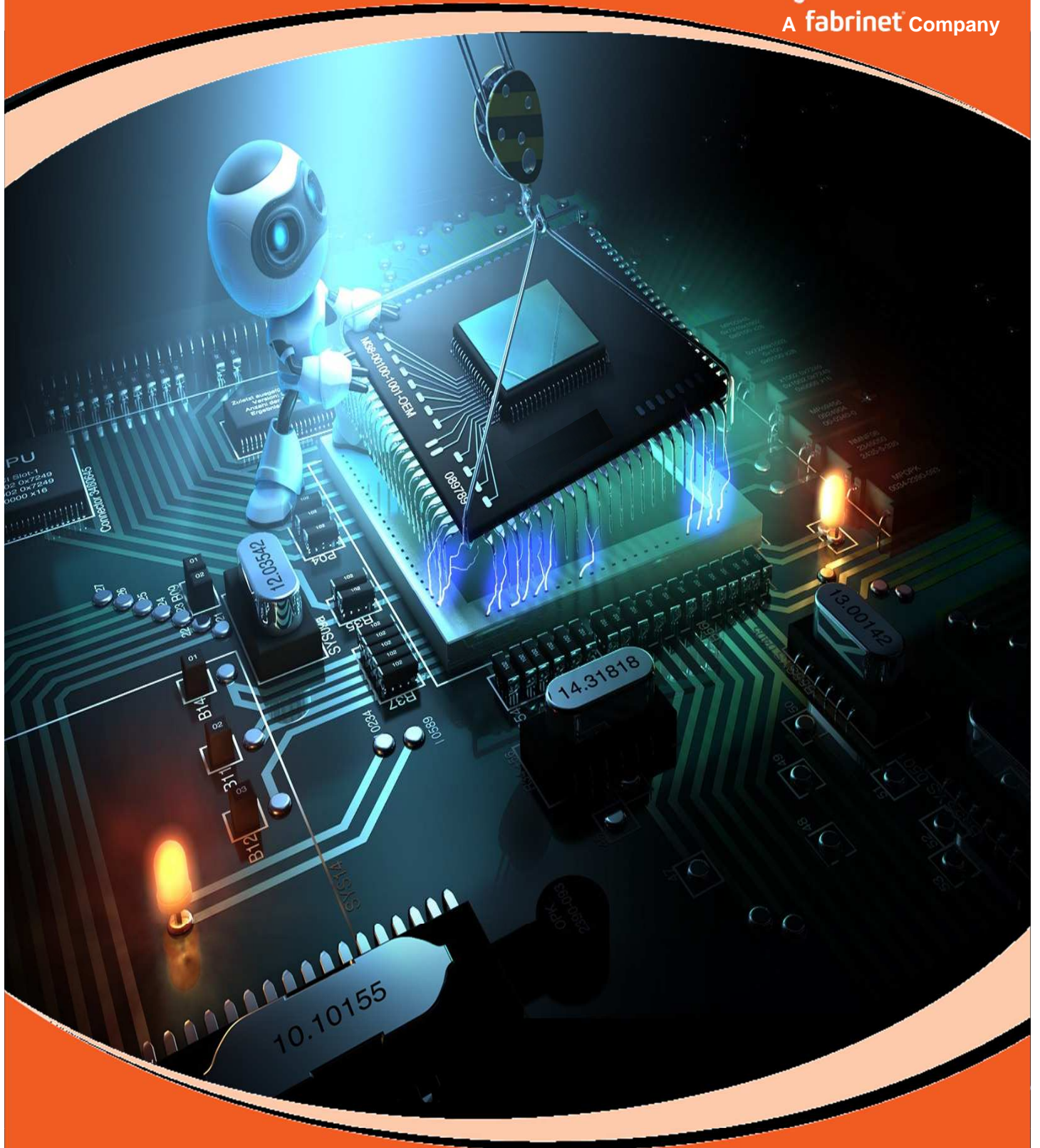


# Exception

Delivering Global CEM Solutions

A fabrinet<sup>®</sup> Company



“On Demand”  
Delivering Time Critical Technology Solutions

## Supply and Demand

'**On-Demand**' is a fully equipped technology driven manufacturing facility that offers enhanced flexibility to support rapid and complex assembly services

We believe that Exception's '**On-Demand**' service is unique in the UK, offering:

- Full turnkey quotes from 3 days
  - '**On-Demand**' capacity available to you when you need it!
  - Dedicated plant and personnel
  - 24hrs a day, 7 day per week with ability to reserve a production slot
  - Pre and Post build manufacturing reports
  - Full transparency during quotation and fulfilment cycle
- 
- Labour only quotes in 24 hrs
  - Robust technical and fulfilment processes
  - Continuous investment to support leading edge technology
  - Access to high value "Tier One" professional services (advice/insight)
  - Bill of material (BoM) obsolescence review and reporting

We believe that no other quick turn service can provide such technically advanced products to such demanding timescales

**"Exception's ability to meet exacting turnaround schedules is a crucial element of the relationship between our two organisations"**

Adrian Temple-Brown



## .... *Delivering time critical and technically challenging solutions*

There are occasions where scheduled assembly capacity is not available or where you can not afford the risk (commercial, contractual or reputational) of missing a delivery deadline

Scenarios where you might need quick access to additional capacity might include requirements for:

- **Bypassing scheduled production due to an urgent demand**
- **Guaranteed delivery dates for assembled product**
- **Need to recover time lost from incremental design iterations**
- **Access additional capacity to guarantee meeting internal deadline**
- **Introducing a new product to the market**

It is not just about time and speed, our '**On-Demand**' service also supports challenging designs, this due to the very nature of the component selection and application

- High Temperature Soldering
- New component packages not yet released into the market
- High density and fine pitch connectors
- 01005 resistors and capacitors
- Temperature sensitive devices
- 0.3mm  $\mu$  Ball Grid Arrays
- Collaborative approach to exploring new concepts and ideas



Image courtesy of Murata Europe

## Supply Chain Solutions

### *... Making the right choice*

With time to market often being the key driver to a successful product launch, knowing the design and the reason for selection of certain materials is essential

Exception prides itself on adding value at the early stages of product development by working closely with you and tailoring a parallel service with component vendors, this ensures clear visibility on material availability and allows the bill of materials to be finely tuned to meet the project timescales

The supply chain play a huge part in this process, by having flexible and proactive partners allows the '**On-Demand**' service to fully implemented

- Dedicated team for estimating and quoting
- Exclusive purchasing team supporting our '**On-Demand**' service
- Approved and audited PCB vendors supporting key lead-times & technologies;
  - Lead-times from 24 hours
  - High density Interconnect (micro via, stacked via, blind and buried vias)
  - Flexible circuits
  - Flex-Rigid circuits
  - Materials options (FR4, HiTG FR4, Polyimide, PTFE, High Speed, Low Loss)
- Next day and traceable sourcing (RS, Farnell, Digikey, Mouser)
- Fully traceable or to C of C (subject to customer application/project)

#### **Additional Value Added Services**

- Franchised distribution partners (Arrow, Avnet, EBV)
- Direct access to OEM vendors (sourcing and collaborating)
- Global Supply Chain Solutions (Penang IPO, Malaysia)
- Component Obsolescence Program with comprehensive reporting

## Comprehensive Risk Free Manufacturing Excellence

Many of the worlds leading OEM's utilise the '**On-Demand**' service due to the ability in offering a quick solution with honest and practical advice during the early stages of the product life-cycle. This can often drive a reduction in product cost and lead-time and increase manufacturing efficiency when the volume increases

- **Dedicated commercial and operational team;**
  - **10x IPC Class III Manufacturing Associates**
  - **4x Supply Chain experts**
  - **3x QA Engineers**
  - **3x Production Engineers**
  - **Day to Day Account Manager**
  - **Dedicated Technical Sales and Project Managers**
- Separate and bonded Stores for customer owned materials
- Mydata SMT lines equipped to place 01005 passive devices
- Yxlon 2D BGA X-ray with 360° rotate and tilt function
- Vapour Phase Reflow
- Full AOI and Takaya Flying Probe Electrical Testing
- Ersa Scope BGA Optical Inspection

## Contract Electronic Manufacturing Solutions



*... Global Electronics, serviced locally*

## Solutions Management

Understanding the requirements at the early stages of each design and knowing when and where to build your product once signed off is essential. At Exception having the ‘**On-Demand**’ service prior to our global network of best in class manufacturing facilities is essential in ensuring the design is fit for volume and stable to transfer. All of this is managed by our own centre of excellence facility in the UK

Whether its prototyping, a special project or high volume we have a solution



**UK HQ ~ Centre of Excellence**  
On-Demand – time critical and special projects  
High Mix Low to Medium Volume Manufacturing



**US Sales Office**  
Supply Chain IPO – Penang, Malaysia



**4x Manufacturing Sites**  
(Malaysia, Thailand, Czech Republic and China)  
High Volume Manufacturing



## Exception EMS, who are we?

### *...Global CEM Solutions on a local footprint*

Based in the UK, with strategic partners in low cost regions, Exception EMS provides professional and accessible electronic design and manufacturing services to a wide range of clients from start-up through to global multi-site blue chip OEMs, with particular in depth knowledge in niche market sectors that require focus around ruggedisation and harsh environments

From PCB's to complete systems, our expertise in the specification, design, NPI, assembly and test of complex printed circuit boards and careful attention to design for manufacture and risk adverse supply chain solutions maximises the life cycle of your product and minimises early obsolescence

Exception's core competencies;

- **Technical Reporting**; providing pre and post design support to aid design, reduced costs and time to market
- **Professional Services** supporting key consultancy in PCB and mechanical design, supply chain, test development and project management
- Dedicated **New Product Introduction** (NPI, **On-Demand**) PCB Assembly in the UK
- **Low-Medium** Volume contract electronic manufacturing in the UK
- **High Volume Offshore PCB Assembly**, managed by our UK management team
- **System Integration** and full **Box Build** solutions



Exception employ over 220 staff that work across a single UK location supported by supply chain in Malaysia and a Sales office in Houston, Texas

Exception alongside its strategic supply chain and manufacturing partners are approved to **BSEN 9100/AS9100** and/or **ISO9001:2000** and control all aspects of the manufacturing process including component supply chain, supplier audit, manufacturing and logistics

Exception are proud to announce over a 30 year pedigree in supporting such prestigious names associated with high reliability electronics within the Industrial, Oil and Gas, Renewable Energy, Networking and Broadcast, Semiconductor, Motorsport and Aerospace and Defence sectors



## Comprehensive Design & Support Excellence

### ... Professional Services

Exception prides itself on adding value at the early stages of product development, even more so during the need to utilise the '**On-Demand**' service. Our comprehensive range of first class design, support and manufacturing services is undertaken by OEM's and multiple Blue chip organisations world-wide

Our depth of skill and industry expertise enables us to quickly understand your business, providing honest and practical advice and solutions throughout the entire product life-cycle. This drives a reduction in design times and improves manufacturing efficiency

#### Offering Value Add to the Process

- Full product design via key partners
- Pre and Post Manufacture Technical Support providing:
  - DfM (Design for Manufacturing)
  - DfT (Design for Test)
  - DfV (Design for Volume)
  - Comprehensive Reporting for continuous improvements
- PCB Design (Schematic Capture and Layout)
- Mechanical Design
- IPC Training
- New Product Introduction
- Dedicated Project Management
- Test Development and Test hardware creation
- Offshore Expert Partner Management



**cādence**<sup>®</sup>

**Altium**

**Mentor  
Graphics**<sup>®</sup>

**3D  
SolidWorks**

Logo images courtesy of partners

## Trusted by ...

i n v e n s y s

**ALSTOM**



## Our Partners...



## Interested?

Please do not hesitate to contact us for a free, no obligation proposal

**Garry Myatt**

Sales & Marketing Director

Tel : +44 (0) 7824 413729

Email : [garry.myatt@exceptionems.com](mailto:garry.myatt@exceptionems.com)

**Jason Hancock**

'On-Demand' Operations Manager

Tel : +44 (0) 7824 413424

Email : [jason.hancock@exceptionems.com](mailto:jason.hancock@exceptionems.com)

**Claire Mackay**

Technical Sales Manager

Tel : +44 (0) 7717 272255

Email : [claire.mackay@exceptionems.com](mailto:claire.mackay@exceptionems.com)

**Hugh Haughton**

Sector Director

Tel : +44 (0) 7774 162748

Email : [hugh.haughton@exceptionems.com](mailto:hugh.haughton@exceptionems.com)

**Chris Turner**

Technical Sales Manager

Tel : +44 (0) 7887 722800

Email : [chris.turner@exceptionems.com](mailto:chris.turner@exceptionems.com)

**We look forward to hearing from you**

Exception EMS  
32 Harris Road  
Porte Marsh Industrial Estate  
Calne, Wiltshire, SN11 9PT  
United Kingdom

Tel : +44 (0) 1249 814081

[www.exceptiongroup.com](http://www.exceptiongroup.com)