



CYPRESS  
INDUSTRIES

ADVANCED MANUFACTURING  
AND DESIGN SERVICES



*Manufacturing Services Presentation*  
*January 20, 2009*



# INDUSTRY CHALLENGES

*Demand for more complex products with higher quality and longer life*

*Increase in competition*

*Shortened delivery times & reduced inventory*

**TODAY'S  
DYNAMIC BUSINESS  
ENVIRONMENT IS  
CREATING MORE  
CHALLENGES THAN  
EVER BEFORE**

*Greater flexibility in manufacturing locations*

*Lower production costs*





# ALIGNING WITH THE RIGHT BUSINESS PARTNER

*Companies are looking for new products and solutions that will drive their business*

*Must rely on partners to provide the highest quality products and services at unprecedented levels of efficiency*

*Better partners meet the demands through:*

- *Competitive pricing*
- *Flexible customization capabilities*
- *Responsiveness and easy distribution*
- *Assurance that Service Level Agreements are met*
- *Reduction of vendors to reduce the load on their supply chain managers*





# ONE SOURCE MANUFACTURING SOLUTION: CYPRESS INDUSTRIES



- ❖ *Cypress Industries offers a unique, innovative manufacturing business with exceptional customer service*
- ❖ *Aim is to deliver the best products, service and value in the industry*
- ❖ *Provide exceptional people, advanced ERP and quality systems, and the best facilities in multiple countries*



# CYPRESS INDUSTRIES

- *US-based electronics, plastics and metals manufacturing and services company with decades of experience*
- *Offer a full range of value-added services including: product design, prototyping, manufacturing, testing, distribution and after-sales support*
- *Support a diversified customer base including OEMs, contract manufacturers, telecom companies, industrial markets, P.O.S. companies, distributors and end-users*



# HOW WE REACH YOUR GOALS

- ❖ **LISTEN** to customers and provide best customer experience in all markets served
- ❖ **SOLVE** manufacturing problems with superior capabilities, state-of-the-art facilities, and quality products
- ❖ **HELP** reduce costs, shorten lead times, provide quality design and engineering, and consolidate supply-chain process





## SUPERIOR CAPABILITIES

Apply **creativity**, extensive **industry knowledge** to drive **innovative** manufacturing, fulfillment and logistic approaches to ensure customer success

Have over **100 combined years of experience** in design, engineering, and fulfillment

Relentless pursuit of **customer satisfaction** and **operational efficiencies** is No. 1 goal

**Quicker** and **more cost-effective** with US Quick-Turn facilities and low-cost China manufacturing





# STATE-OF-THE-ART FACILITIES



- ❖ *ISO 9001 certified manufacturing facilities in US and China*
- ❖ *US and China facilities mirror capabilities to allow flexibility in manufacturing locations*
- ❖ *China's 75,000 sqft facility in Dongguan benefits from Asia's lower cost structures*
- ❖ *US 25,000 sqft facility in Austin, Texas, ensures customers receive flexibility, engineering and sales support and best value*
- ❖ *Partner with high-quality raw material vendors to consistently deliver a high-quality finished product*





# QUALITY PRODUCT & SERVICES

## DIVERSE PRODUCT LINE AND QUALITY SERVICES



Electronics  
Assembly



Plastic  
Injection  
Molding



Metals



Fulfillment &  
Inspection  
Services



Design

# ELECTRONICS ASSEMBLY SOLUTIONS

## ELECTRONICS ASSEMBLY



Plastic Injection  
Molding

Metals

Fulfillment  
& Inspection

Design

- ▶ Full line of products including copper & fiber optic cable assemblies and connectors, box builds/ electro-mechanical assembly (BBA), printed circuit board assembly (PCBA) in Asia
- ▶ Can be manufactured in US for smaller volume runs, or in Asia for moderate to high volume runs
  - ▶ Benefit from quick-turn manufacturing in US
  - ▶ Benefit from low-cost pricing in Asia
  - ▶ Expedited manufacturing at extremely competitive prices
  - ▶ Maintain continuity of supply chain between low and high volume runs by using one supplier
- ▶ Products 100% inspected and electronically tested

# PLASTIC INJECTION MOLDING PRODUCTS

## PLASTIC INJECTION MOLDING



Metals

Fulfillment &  
Inspection

Design

Electronics Assembly

- ▶ *Design, manufacture and assemble plastic injection molded products to customer specifications*
  - ▶ *Produce new molds and tooling from CAD files, or reverse engineer plastic injection molding parts*
- ▶ *Manufacture and maintain Plastic Injection Molded Tooling in US and China*
  - ▶ *China Facility:  
22 molding machines up to 400T, machine shop*
  - ▶ *US Facility:  
Seven molding machines up to 400T, machine shop*
- ▶ *Specialize in plastic injection molding to produce a wide variety of products from high-tech parts with very tight tolerances to disposable lower tolerance products*

# METAL PRODUCTS

## METALS



Fulfillment &  
Inspection

Design

Electronics Assembly

Plastic Injection  
Molding

- ❖ *Variety of metal castings including die castings, investment castings, sand castings and sintered metal castings*
- ❖ *Sheet metal parts manufactured in China*
- ❖ *Offer unique single-source solution for customers requiring products with a combination of manufacturing techniques*
- ❖ *Metal engineers help design for manufacturability (DFM), improve quality, cycle times and reduce prices*
- ❖ *CNC Machining and custom tooling also manufactured at both US and China facilities*

# FULFILLMENT & INSPECTION SERVICES

## FULFILLMENT & INSPECTION



Design

Electronics Assembly

Plastic Injection  
Molding

Metals

- Advanced fulfillment software control logistics management, warehousing, transportation, and full outsource fulfillment
- Can evaluate processes and recommend further time and cost savings by implementing an inventory management program, kitting, packaging and shipping
- Third-Party Inspection and Verification Services teams provide highest quality inspection and verification at any location, improve processes, and solve problems for future production runs
- Impeccable levels of quality control as well as design and manufacturing verification

# DESIGN SERVICES AND SOLUTIONS

## DESIGN



Electronics Assembly

Plastic Injection  
Molding

Metals

Fulfillment & Inspection  
Services

- ❖ *One-stop-shop for customers in need of simplicity and expediting time to market*
- ❖ *Experts with years of experience in designing and manufacturing custom parts and projects*
  - › *Aid in product design, industrial design, rapid prototyping, tooling design, packaging design*
- ❖ *Offer pricing flexibility with high-quality 3-D models designed for manufacturability (DFM) and quality, while minimizing costs*
- ❖ *Engineers use state-of-the-art tools such as Pro-Engineer Wildfire to provide the best finished products*
- ❖ *Customers can outsource design and engineering needs, and we assist their current teams*

# CHOOSING CYPRESS INDUSTRIES AS MANUFACTURING PARTNER

**REDUCE** overall costs and vendors in the supply chain because of broad product line and vast experience

**LISTEN** to our customers and understand their needs

**OFFER** better service, response times and flexibility

**CREATE** quality product and services at US and China manufacturing sites

**PROVIDE** expert engineering and DFM





# CYPRESS

I N D U S T R I E S

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