

Case Study

UK subcontractor needed to "fill the gap" before moving in-house

Customer: Siemens Control Drives, Congleton

As one of the largest electronics companies in the world, Siemens need no introduction and when they needed a reliable partner to carry out their conformal coating before going in-house they came to us.

The Challenge

In 2004, Siemens Control Drives were looking to expand their business further into Asian markets. The decision was taken to conformally coat PCBs for this newly expanded market, as the environment they would enter was very demanding. Siemens opted to introduce a coating system in-house, using products already specified by their sister company in Germany. It was not going to be possible however to get the appropriate machines installed and running until January 2006 so in the meantime, Siemens set about sourcing a UK subcontractor to 'fill the gap'.

In Spring 2005, Siemens Control Drives, Congleton found SCH Services Limited via our website and began tender negotiations for us to provide a subcontract coating service on a limited contract basis. This took several weeks to set up, including 2 full weeks' qualification & testing, and a full quality audit had to be passed.

Initially, 14 types of board were to be masked and selectively coated, using our PVA system. However, as with many contracts, changes needed to be made to original specifications and demands. Consequently, between July 05 and Jan 06, SCH Services Limited coated 18 types of 2-sided board, each requiring a different program to be configured and run on the PVA robot, which meant that on average, we were processing around 1000 PCBs per week.

Occasionally, production had to be stepped up dramatically to meet sudden increases in demand, often doubling capacity or even halving Siemens' required delivery time. In response to this level of demand, SCH Services Limited introduced a temporary flexible shift system, to ensure deadlines were met and consistent quality assured. By the end of the contract, SCH had coated almost 30,000 PCB's for Siemens, all to specification and on time.

In January 2006 the new coating lines were installed and ready at Siemens, and the process moved in-house. However, SCH continue to provide technical advice and support to Siemens Control Drives regarding materials and application.