



Choosing the Right EMS Provider

OEMs need to choose the right EMS provider in order to get the best quality product at the best prices possible.

As a part of an OEM's evaluation when they are deciding which EMS provider to work with, following these key points to match the EMS business model to your needs should go a long way to making the right choice:

Are you looking for a CEM or would you like to discuss a project?

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- **Does the selected company meet the minimum requirements** such as holding suitable quality approvals? At the very least an ISO-certified quality-management system should be in place, as well as ISO 14000 environmental approval.
- **Is the EMS provider the right size for your production needs?** Unless you are a household name you can probably rule out the high-volume providers. Your business is likely to be unfeasible for Tier 1 EMS providers. Find someone that is flexible and capable of supporting a production profile in line with your own.
- **As the project progresses, production demands or volumes may change.** Is the chosen EMS able to respond to such changes, and offer the flexibility to adapt to market fluctuations.
- **Is your EMS conveniently located?** As well as during the actual project you may want to visit during the selection period too. There is no substitute for observing the order, cleanliness, and process capabilities of a prospective EMS provider's facilities and operation.
- **Ensure that the EMS is financially sound** – you don't want your provider going out of business halfway through a production cycle.
- **Ask your EMS provider to prove that they have a track record of on-time delivery** – if you can't get product to your clients on time they'll begin to distrust your reliability.

- **Your EMS provider needs effective procurement and materials management –** OEMs should ask EMS providers if they can guarantee where their materials are coming from and if the supplier is reliable.
- **Make sure that quality is built into the product –** do they have a clear set of procedures which they strictly adhere to so that products are of a consistently high quality?

Just ask the right questions – no two OEMs are the same and neither are EMS providers. You know what works for you and what you are comfortable with. Ultimately, you need to be sure that you can rely on the company that you'll be entering into a partnership with. If the place doesn't feel right from the start, then you shouldn't really consider going any further.

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