



Going Beyond the Boards: Value Added Services

Many custom printed circuit board manufacturer's (CM's) are capable of supplying high quality circuit boards as a stand alone offering. What can make a CM stand out in the forest of many is the ability to also offer value added services that can increase the value of your purchase experience. Let's face it, the manufacturing and logistics world has gotten a lot more complex with a myriad of challenges along the way. Partnering with a trusted source that can also provide value added services can help you better navigate through the process.

Some examples of value added services:

- **Large Format Conformal Coating** - Conformal coating is a non-conductive thin protective polymeric film that increases the reliability of printed circuit board over a variety of conditions. Robotic or automated systems can be utilized to selectively apply the coating without the need for masking. UV tracers in the coating can further aid in downstream visual inspection. Some quick links for more information:

[Conformal coating — Wikipedia Republished // WIKI 2](#) *General definition and links.*

[SoPark-CNEWS-2.0-Conformal-Coating.pdf](#) *Circuit News reference from the folks at SoPark.*

- **Supply Chain Services**—Every supply chain is has its own set of unique challenges, but all supply chains rely on couple of basics endpoints...creating a finished product at point A and then getting it to the customer at point B. The challenges in between is where having a consistent reliable supply chain is critical to link A & B efficiently. There are many ways CM's can help the process from component supply to box builds to building finished product. A reliable CM typically has a vast inventory of components on hand or established reliable sources. Some quick links for more information:

[Supply chain - Wikipedia](#) *General definition and links.*

[SoPark-CNEWS-3.0-New-Product-Launch-Contract-Manufacturers-Role-June-2023-Final.pdf](#)

[SoPark-CNEWS-2.2-Components.pdf](#)

Circuit News references and helpful links from the folks at SoPark.

- **Drop Shipping** - Drop shipping is another service in the supply chain management process that can provide cost saving and lead time benefits. A CM truly becomes and integrated "partner" with drop shipping. Selecting an experienced CM is critical for the drop shipping process to work effectively. Some quick links for more information:

[Drop shipping - Wikipedia](#) *General definition and links.*

[What Is Dropshipping? Everything You Need To Know – Forbes Advisor](#) *Reference article from Forbes.*

UPSTREAM VALUE

It is not uncommon for startups, or product launches to have the product and related circuit boards designed when an initial quote is requested.

A pre-quote meeting with product and board designs in hand is an opportunity for the SoPark team to offer Design for Manufacturability (DFM) as value added service before the quote.

These DFM discussions with our engineering team often result in recommendations that will enhance quality while reducing cost and turnaround time. The typical reaction is..."Great suggestions. Thank You!"

For more information on DFM:
[SoPark-CNEWS-2.4-DFM.pdf](#)



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