



“Development of a personalized service plan while maintaining flexibility, as many changes can occur during the NPI phase, allows us to continually meet our customers’ strict deadlines without sacrificing quality.”

**Gabe Kenny,**  
COO  
ACDi

## NPI SOLUTION IMPROVES TIME-TO-MARKET

The defense market has become exceedingly competitive and has created a demand for ultra-quick turns in the electronics manufacturing services industry. One of our clients has come to repeatedly depend on ACDi to deliver fast turn arounds for their critical requirements.

### For our client, new product introduction success requires that:

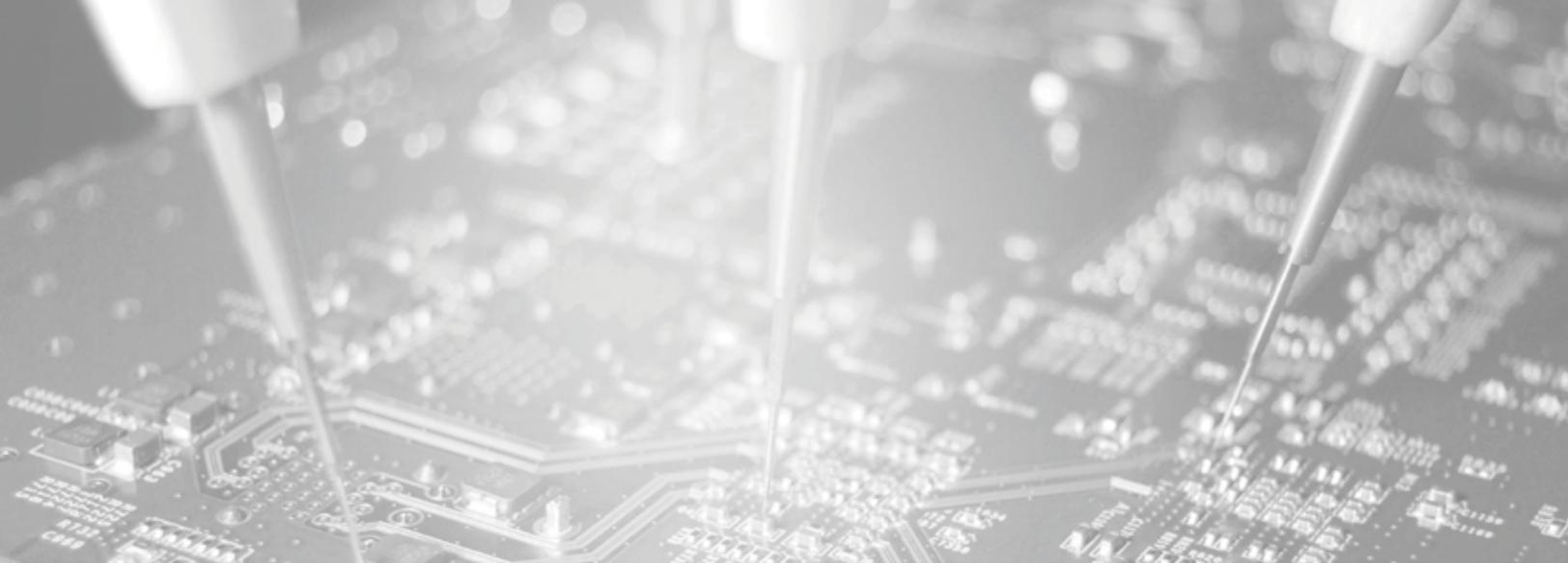
- They receive **fully assembled and tested** prototypes to their door in **less than 2 weeks**
- The order process be **highly flexible**; ACDi allows for not-to-exceed POs to be placed to eliminate down time waiting for a quote
- Turn arounds are **inclusive of all materials procurement**, including raw PCBs; ACDi manages the entire supply chain process to bring materials in-house within days of order receipt
- Attention to detail and high-level responsiveness to **react to ECOs and still meet delivery dates**
- **On-time delivery can not be achieved at the expense of quality**; ACDi has a 99% on-time delivery rating, with less than 0.5% RMA return rate

### CLIENT REQUIREMENTS

- Deliver turnkey prototypes in less than 2 weeks
- Flexibility in contract vehicle for release to order
- No compromise in quality
- An EMS firm agile enough to respond quickly to ECOs

### ACDI SOLUTIONS/SERVICES

- Ultra quick turn circuit card assembly with delivery in 6-10 days ARO
- 100% flying probe tested product
- Ability to accept not-to-exceed POs to start order
- Same-day implementation of ECOs, at no charge
- Support with 'pre-production' documentation, filling in the gaps where necessary to keep production moving
- In-house design and manufacturing engineering expertise



## WHY ACDI?

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



ITAR Certified

Nuclear Standards Compliant

FAA Registered

SAM Registered



**HEADQUARTERS**  
7435 New Technology Way, Ste A  
Frederick, MD 21703  
301-620-0900

**MANUFACTURING PLANT**  
100 Industry Ct.  
Nashville, NC 27856  
252-462-4700

✉ [intouch@acdi.com](mailto:intouch@acdi.com)

Executing ultra-quick turns with complicated electronics products requires more than just good processes—it requires a unique culture of people who are committed to meeting customer delivery schedules and delivering quality product.

ACDi's Frederick, MD facility acts as our design and NPI center of excellence. Here we have developed a unique set of processes that allow for quick reaction for our clients' prototype builds, without sacrificing quality.

### DEDICATED PROGRAM MANAGEMENT

Our PMs set the foundation for ensuring quality product that meets all specifications and delivery requirements while staying within budget. Communication is the key.

### DEVOTED DOCUMENT CONTROL

Board assembly and fabrication drawings, Gerber data and BoM documentation are reviewed through every phase of our processes — from quoting through final production.

### MANUFACTURING ENGINEERING EXPERTISE

ACDi has a seasoned and enthusiastic team of manufacturing engineers in all areas of the build process including surface mount, mechanical systems and test.

### STRONG TEST PHILOSOPHY

Early participation in the design phases decreases cost and increases efficiency during production. Our design and test teams work in tandem to design for testability and manufacturability.

### IN-HOUSE DESIGN TEAM

PCB layout, DFM/DFA/DFT, schematic capture...our team can assist you with bringing your ideas to production with the latest tools, programs and technologies in the industry.

### IN-HOUSE DESIGN TEAM

We strive to be the best and understand that we can always do better. That drives our continual improvement efforts.