

## CASE STUDY

# PARTNERSHIP BETWEEN OFFSHORE ELECTRONICS AND SPRINT ELECTRIC 'DRIVES' GROWTH



Sprint Electric, based in the UK, has built its business over the past 30 years providing high quality DC Drives to companies in over 75 countries. With a Queen's Award for Enterprise for its success in international trade, the company is committed to providing innovative products that help increase productivity, optimise space and reduce downtime.

From low voltage servo performance controllers to highly sophisticated digital three phase DC variable speed drives, Sprint Electric produces over 150 different products. Every one of these contains specifically designed printed circuit board assemblies (PCBA), that can have up to 1000 components on them. Originally, Sprint Electric had a team of four people soldering the components onto the PCBA's, however, as the company grew they looked at ways to outsource this time-consuming piece of their product assembly.

In 1992, Sprint Electric began outsourcing the assembly and testing of its PCBA's to Offshore Electronics, a leading contract electronics manufacturer (CEM). Now in close working partnership for almost thirty years, Edwin Prescott, Chairman of Sprint Electric, explains why the relationship has stood the test of time: "We have been with Offshore Electronics for a long time now and that is because the relationship works for both us and them on many levels. The obvious reasons we are still using them to assemble and test our PCBA's is that they deliver a consistently high quality end product to us and they save us money. In addition, Offshore also helps us navigate changing regulatory issues and gives us peace of mind."

**Continue reading overleaf >>>**

**Cost savings and quality testing**

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Working with Offshore Electronics, Sprint Electric benefits financially from the economies of scale that only a CEM can deliver and better pricing is achieved across the components, as volumes impact costs. Sprint Electric also avoids having money tied up in component stock, under-used surface mount technology and the additional staff that would be required to source all the components, to build the PCBA's and to test them.

By outsourcing assembly and testing to Offshore, Sprint Electric can also guarantee that all of its PCBA's have been tested and each component validated to required specifications. This ensures the company's high quality levels are maintained no matter the PCBA being produced. Testing is done via automatic test equipment (ATE), using a bed of nails fixture that is built for each project and the test program is written by Offshore's engineers and designed around the specification for the board design. Once up and running it typically takes just a few seconds for even a complex Sprint Electric PCBA to be tested.

#### Peace of mind



#### FOR FURTHER INFORMATION PLEASE CONTACT:

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As well as providing peace of mind when it comes to the quality of each PCBA, partnering with Offshore Electronics has also meant that Sprint Electric has been able to work closely with them to navigate regulatory changes as efficiently as possible. For example, due to environmental concerns, the need for lead-free and RoHS (Restriction of Hazardous Substances) solutions in electronic components and systems meant Sprint Electric's PCBAs had to prove compliance. Offshore worked alongside the company, gaining confirmation from all of its suppliers that their many component products conformed to the new restrictions, so that overall PCBA certification could be provided.

Also, the close working partnership Sprint Electric has with



Offshore Electronics means additional security for the company when it comes to continuity of supply. As well as keeping key items on assignment, so that stock can be produced in event of an emergency, Offshore was able to respond to Sprint Electric's increase in ordering in January and February 2020, ensuring that there was no disruption to supply during the Covid-19 global pandemic.

Edwin Prescott, concludes: "PCBAs are at the heart of our DC Drives systems and it requires ultimate precision to take our PCBA designs and assemble them by the thousand, ensuring that no flawed units make it to the final drives".

"We view the team at Offshore Electronics as an extension of our team, they understand what is important to us and they deliver it at a price that we couldn't do in-house. What more can I say than that?"



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