

MHM MANUFACTURING EVALUATION IDENTIFIES 'IN-HOUSE' IN CHINA + SOME ODM AS BEST ROUTE - 2 WEEK PAYBACK ON MHM PROJECT

In a short-timescale project, for an MHM client requiring urgent cost reduction, MHM identified that the client's EU production should be transferred to Chinese '*in-house*' production via the mechanism of acquiring the existing facilities of a Chinese operation - identified by MHM - with capacity utilisation problems. Major attributes of this consultancy (see attachment) were:

- **High end optics electronics facility**
- **Viewed Eastern Europe, China/South East Asia, Mexico and other** - no bias at start
- **Viewed '*In-House*', EMS, OMS, ODM, Competitor Acquisition, Greenfield and combinations**
- **Acquisition chosen** - Complement range with ODM range component additions
- **Draft assessment conducted in 4-6 weeks**

Following a timescaled and costed MHM project proposal MHM expedited the work under four main categories:

- **Identify Design/Manufacturing package** - for potential transfer or outsourcing
- **Thorough evaluation** - Of '*in-house*', ODM, OMS, EMS, Strategic Competitor Acquisition and Greenfield routes
- **Evaluation of interest** - From targeted ODM, OMS, EMS, Strategic Acquisition and Greenfield partners - region and route recommendation
- **Skeletal agreement** - Framework established

During the project MHM helped the OEM change its opinion with regard to manufacturing location and method of entry.

Please contact MHM should you have similar projects - even if MHM only speeds up your project by a few weeks the cost savings this represents will more than pay for MHM fees!