

POLISH ELECTRONICS ASSEMBLY FACILITY ACQUISITION - CLIENT ACCESSES 40% PA GROWTH MARKET

OBJECTIVE: BRING ON LOW RISK LOW COST CEE ELECTRONICS ASSEMBLY

REASON: TO ACHIEVE HIGHER GROWTH FOR NORTH AMERICAN CLIENT

METHODOLOGY: CHOSE OEM DIVESTMENT ROUTE AT OUTSET
THOROUGHLY RESEARCHED CEE OEM DIVESTMENT OPTIONS:

- DETERMINED SPECIFICATION FOR ACQUISITION
- CONFIDENTIALLY CONTACTED MANY OEMS
- IN-DEPTH TELEPHONE INTERVIEWS WITH 12
- POINTS RANKING ANALYSIS AND 100 PAGE UPDATE
- ACQUISITION TOUR PLANNED AND ACCOMPANIED

DECISION: PROCEED WITH TOP RANKED SITE ACQUISITION AND SUPPLY AGREEMENT

BENEFITS: QUICKLY ENTERED 40% PA GROWTH MARKET FROM ONE GROWING AT 15%
- NOW 0% PA
IMMEDIATE LOW COST EUROPEAN MANUFACTURE FOR EXISTING
CUSTOMERS