

Step 5a - Sample Competitive Service Offerings and Competitive Positioning based on Web Site Review

Competitor	Eng. & Design	Progrm Mgmt	Proto / NPI	MFG	IT/ SCM / ERP	Machining & Welding	Sheet Metal, Welding, Vacuum	Logistics	ODM	Location
Bentek										#17 in SV Pvt. growth
alpha-circuits	Design, Mfg, test	Many	Many	Circuits emphasis	Many					TX
Appliedesign gineering		Yes		Turnkey Systems		Yes				SV
Cdsgroup	Many	Yes		Turnkey Systems		Large Envelope	Yes			SV, TX, UK
Cne				Under Construction					Yes	Hong Kong
Gavial				Links don't work						SV
Intandem-inc	Yes			EM assembly						SV
Luceromfg				Mainly cables and EM assy.						SV
Owensdesign	Emphasis is Design & MFG integrations		Yes	ATE, Wafers, CDs						SV They list customers
Paramit	MFG and test	Yes								SV
Raveprecision						Main Biz				SV
Smstech \$48M = #69	Test	Yes	Yes	Circuit boards and EM assy.	ERP			Emphasis		San Diego
Suntroncorp \$400M = #24	Yes	Yes	Yes	Mil. Semi Cap, Med. Indust	Yes					Phoenix + 9 Industry focused home pg
Wolfe eng Defines svcs by technology				Heavy Semi Cap, + Pharma +Bio						#18 in SV Pvt. growth
siegereng			5K sq ft	35K sq ft			emphais 70K sq ft			SF + Sacto
devmetal							Metal shop			Burlingame