IMPROVE YOUR PRODUCTION POTENTIAL

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You Will Learn

• About Flux
• Locations with Capabilities
• Our Core Values and Purpose
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• Value Added Services
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THE FLUX CONNECTIVITY ADVANTAGE
About Flux

Flux provides state of the art, quality-driven contract manufacturing services.

The focus of Flux’s core capabilities is wire harnesses, cable assemblies, and junction boxes.
LOCATIONS WITH CAPABILITIES

**Calgary AB Canada: 3000 SqFt**
- Customer Service
- Technical Support
- Final assembly
- Quick ship products
- QA and QC
- NPI
- Over-molding

**Woodbridge ON Canada: Shared capacity**
- Cut and strip
- Large volume assembly
LOCATIONS WITH CAPABILITIES

Shenzhen China: Various Channel Partners

- CNC
- EDM
- WEDM
- CMM (Coordinate Measuring Machine)
- Wire and Cable Manufacturing
- Plastic Injection Molded Parts
- Design Services
- Laser Engraving
- Serialization

Indianapolis IN USA: Shared capacity

- Over-molding capabilities
- CNC
- EDM
- Final assembly
OUR VALUES AND PURPOSE

Flux strives to make every decision within the framework of our purpose and our company values.

**Our Purpose:** Enable the Connected World

**Our Values:**

- Pursue growth and learning
- Work together to create value for the user, first and foremost
- Always deliver on our promises
- Have an entrepreneurial spirit and don’t be afraid to challenge the status quo
Flux was created with the intent to leverage all the modern workplace and manufacturing efficiencies of the 21st century for the benefits of its customers and employees.

Workplace automation and a variable workplace model:

• For our customers
  • Reduced per unit costs, higher quality products, better on-time delivery.

• For our employees
  • Happier work force and larger contributions to local communities.
WHY FLUX?

A variable and collaborative approach to manufacturing:

- Utilizing a workforce that can expand and contract with demand.
  - Meeting on-time delivery targets.

- Partnering with outsourced shared capacity for larger orders and specific equipment requirements.
  - Enhanced capabilities for various customer requirements.

- Distributor partners to mitigate potential supply interruptions for customers with multiple locations.
  - Local inventory when and where you need it.
WHY FLUX?

Enhanced business processes designed from the beginning by industry experts with over 30 years of combined experience:

• Drawing on experts that have faced various industry challenges.

• The elimination of complexities that a customer is not willing to pay for.

• The foresight to intentionally hold capacity in reserve to meet unexpected customer demand.
Flux works smarter. By employing the use of technology and eliminating the need for fixed office spaces we have automated various workplace processes.

**Inventory Control:**

- Utilizing JIT inventory management principles to reduce inventory carrying costs.
  - Reduced per unit prices.
- NCR’s for suppliers are communicated in real-time thereby decreasing the time a line is down due to non-conforming material or incorrect shipments.
  - Reduced product development cycle time.
WORKPLACE AUTOMATION

Production Planning:

- When an order is received and entered, the supply chain becomes integrated and automated which means material is ordered automatically.
  - Material purchasers can focus on on-time delivery and performance.
- The production staff can track materials and manage work-flow and stay on top of orders.
  - Maintain on-time delivery performance.
Eliminating the costs associated with the traditional model enables Flux to redirect budget that would otherwise go to operational inefficiencies and deploy them into areas that benefit more stakeholders.

- Attract and retain top talent from within the global talent pool.
  - Flux is therefore not subject to decreasing unemployment rates or restricted to one geographical location.
- Challenges are solved on the spot and the solutions are delivered to all stakeholders in real-time.
THE VARIABLE WORKPLACE MODEL

- A team-based approach over multiple time zones and territories around the globe.
  - Enables Flux to operate outside of the usual hours of Monday through Friday, 8:00 to 17:00, delivering immediate results.
VALUE ADDED SERVICES
Flux can provide quotations and a wiring specification based on your provided Bill of Materials.

- No Drawing? No problem. Flux will provide a quotation directly from a BOM and will provide you with an assembly specification for approval prior to manufacturing.

- This specification includes a full BOM, a wiring diagram and a full point to point connection table.

- Flux will also make any suggestions on parts missed, including gaskets, caps, etc.
SAMPLE WIRING SPECIFICATION
Cut and Strip services provides wire cut to specific lengths within tight machine-controlled tolerances.

- The insulation can be stripped from one or both ends and optionally tinned for solderability making a finished product ready for termination.
- These services are ideal for companies who require large quantities of the same short wire lengths in their manufacturing
Kitting provides cost savings and efficiency improvements for your manufacturing process.

- Reduce the purchasing and managing cost of countless bills of material lines down to a single line item ordered, shipped and billed.
- Bulk materials are stocked by Flux or a distribution partner, lowering your inventory carrying costs.
- All components are pulled, processed, packaged, labeled and shipped complete from warehouses located across the globe.
- Services are scalable to production demands and manufacturing locations.
CASE STUDY - FLUX ASSISTS MANUFACTURER WITH GLOBAL DEPLOYMENT
CASE STUDY

Company:

• Agricultural equipment manufacturer in the fast-growing agribusiness.

• As a global supplier, it is important that the company meets the global compliance standards of many countries.

Challenge:

• Development of a new unit for an international customer whose country had recently passed protectionist labour laws with heavy fines for non-compliance.

• Traditionally the deployment model included the travel of multiple electricians from its North American headquarters for 7 days to assist in the hard wiring of each unit.
Flux Solution:

• FLUX assisted in the design and development of a plug and play system, allowing an easier manufacturing process and configurability in the field.

• Not only did FLUX partner to mass produce these assemblies, they also presented the manufacturer with a supply chain model that greatly optimized their post-service operations.

• To help reduce on-site deployment labour costs, boxes were labeled and used colour coded tape to easily identify which sections of the unit they corresponded to.
Results:

• Manufacturing lead time reduced.

• On-site deployment time and costs reduced by 60%.

• Optimized post-sale service levels.