



## **ESCS COTSS = Component Off the Shelf Services** **Product Preparation**

### **Lead Forming & Tinning**

ESCS currently outsources lead forming for many prime contractors' drawings. Our ESCS staff will work with your engineers to ensure the forming called out on your drawing is acknowledged by our supplier and all foot prints and coplanary issues are agreed to before performance of any work.

ESCS can adapt some components to specific customer board configurations through a process known as lead forming. To insure product older than two years accepts solder, ESCS recommends and outsources its tinning to give our customers the assurance that all product will accept solder, ensuring no disruptions on the production floor.

### **Tape & Reeling**

ESCS works with customers to improve their manufacturing efficiencies. Our approved third party tape and reel capability provides specific components on a reel for direct introduction to our customers' manufacturing processes.

### **Device Authenticity & Functionality Testing**

ESCS provides third party services for a full range of testing to verify product authenticity and conformance with the manufacturer's performance specifications. These testing capabilities allow ESCS clients to ensure the highest level of component quality.

### **Bar Coding**

Bar coding is contained in our product identification, reducing cycle times and facilitating automated routing. ESCS has the systems in place to support all industry-standard bar code symbologies and formats.

### **Dry Packing**

ESCS uses an outside service to dry pack our product when requested. This process can lengthen shelf life by reducing the likelihood of moisture damage to components. As a service to our customers, we may sell less than a full minimum – in which case we would send the requested products for dry pack as well as the remaining inventory. MSL level III packaging is available, however ESCS does not perform these services or maintain any nitrogen on site.



## **ESCS COTSS = Component Off the Shelf Services** **Procurement Services**

### **End-Of-Life Inventory Management**

With our extensive network of industry partners, ESCS can discreetly move products to alternate channels – reducing inventories, increasing liquidity, and maximizing the value of obsolete stock. ESCS will negotiate directly with manufacturers for **last time buys** and design a schedule that will minimize the impact of taking the entire inventory quantity at one time.

### **Engineering Services - Free**

Whether your project involves a new design, a complete re-design, or a migration from obsolete components, our sales team is well-versed in reading and understanding the requirements of a specified drawing, and can work with your staff to provide a comprehensive solution to a broad range of manufacturers and technologies.

### **Part Number Management**

ESCS maintains a database that provides us with effective management of internal and external part numbering schemes. Our staff can often identify if a company has assigned multiple internal numbers to the same manufacturer's part number, saving you money on excess inventory. Military parts with dual part marking are also identified.

### **Kitting of Connectors**

Our kitting capability ensures our customers receive the components they need, rather than the high volume minimums demanded by some of the larger distributors. Product is delivered in a bag & tag method with the internal number, cage code and quantity of the various components required for each of the kitted components. In our complete, pre-counted packages, our customers enjoy the following benefits: reduced inventory, minimized storage space, and reduced ordering complexity, all of which saves money.

ESCS approved suppliers can fabricate connectors to your drawing or to a milspec. We can deliver some D38999 connectors in just 7 days. Let ESCS schedule your annual connector needs today. We buy ahead to give you flexibility for those unscheduled pull-ins.