

ABSOLUTE

The Advantage of Flexibility & Speed



**ELECTRONICS
MANUFACTURING
SERVICES
EXPERTISE**

Communications • Computing • Multimedia & Consumer • Industrial & Semiconductor • Defense & Aerospace • Medical

***The Absolute Advantage
Business Model and Customer Presentation***

Company Fast Facts



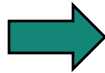
- ▶ **Company was formed in 1996**
- ▶ **14 years of continued growth**
- ▶ **20,000 sq. ft building**
- ▶ **Received ISO 9001:2000 certification**
- ▶ **Currently 50+ employees**
- ▶ **Customer markets served:**
 - **Medical, Military, Semiconductor, RF and Wireless, Industrial**

Absolute's Mission Statement

- Our mission is to become the market leader and “Best in Class” in LVHM & NPI manufacturing services by providing Flexibility and Speed and the complete-end to-end EMS solution



Flexibility



Speed



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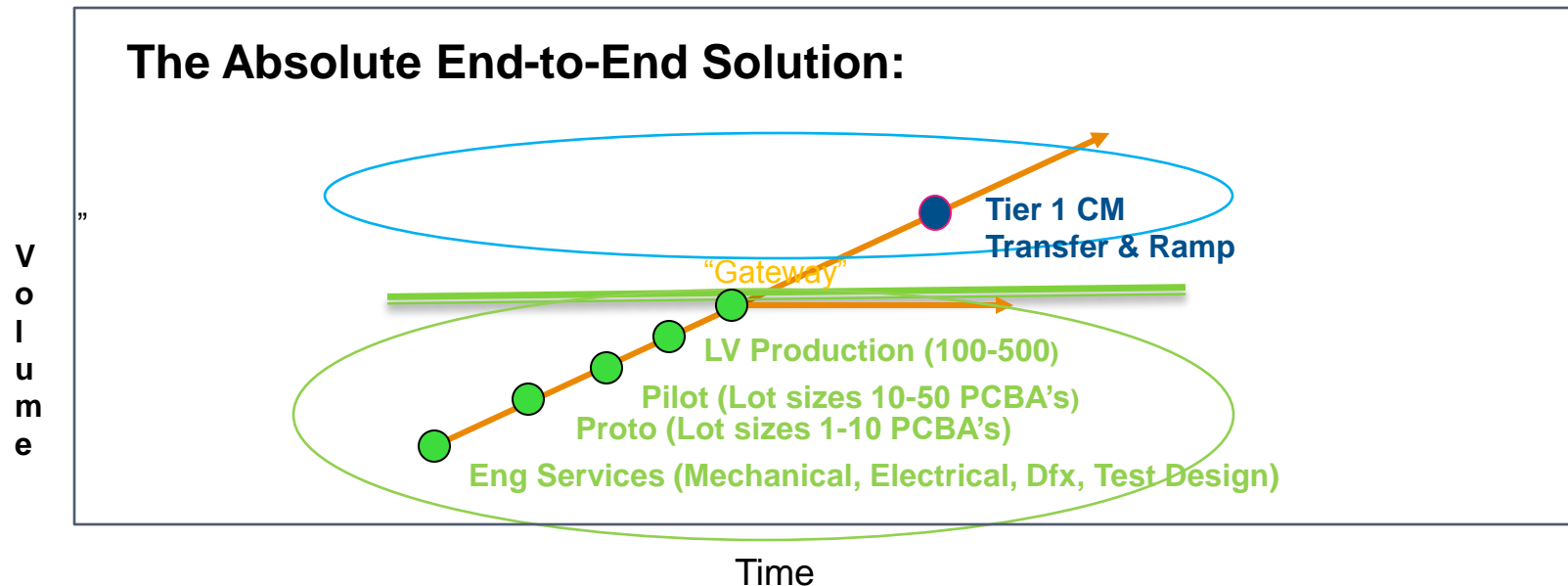
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The Absolute Marketplace

The Electronic Manufacturing Service (EMS) market is divided into two distinct sectors: High Volume Low Mix (HVLM) and Low Volume High Mix (LVHM)

- ▶ HVLM EMS providers such as Flextronics/Solectron, Celestica, Sanmina-SCI, Foxconn and others, controlling as much as \$145 billion in annual sales
- ▶ LVHM EMS providers that are small fragmented regional players that generate \$65 billion in annual sales but without any clear market leaders among more than 3000 companies

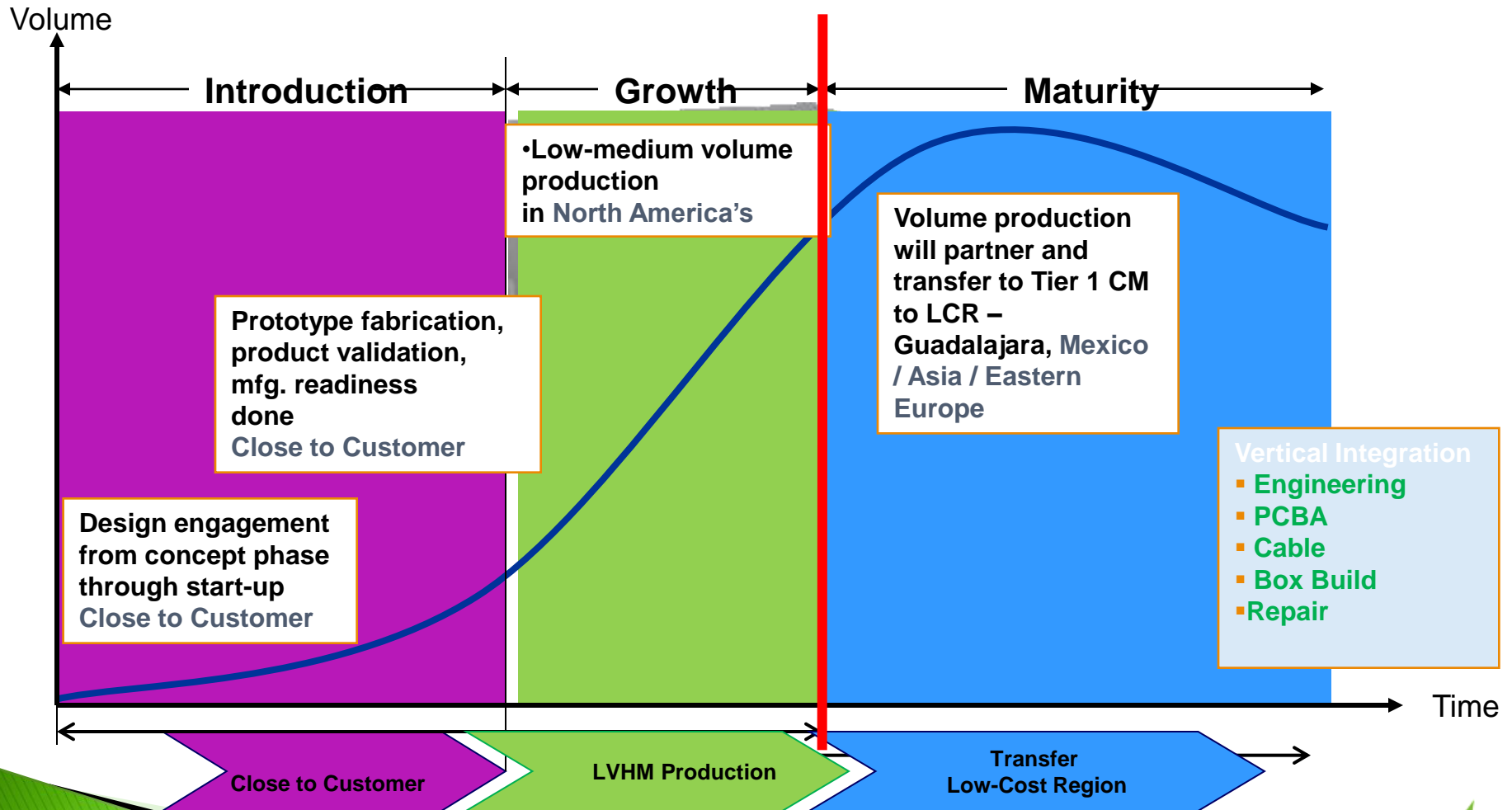
Absolute Advantage Business Model



- 1) Absolute offers a “Path-To-Volume” and a “Gateway” into Tier 1 CM HVLM manufacturing services
 - Engineering Services =>Incubate (Proto's, Pilot, LVHM Manufacturing)=>Transfer and Ramp to Tier 1 CM (High Volume Manufacturing)

Absolute Business Model

End-To-End Manufacturing Solutions



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Absolute Value Proposition

Help customers rapidly introduce innovative new technology—time to market “Best in Class” in Flexibility and Speed



Flexibility Speed

Provide OEMs with material partners that consign and bond inventory



Conserve Cash
Limit Liability

Provide HVLM Low Cost global manufacturing availability through our Tier 1 CM's



Scalability

Exceed increased customer expectations (Quality, Delivery, Service, etc.)



Customer Satisfaction
Services

Engage with credible brand recognized business partners Tier 1 EMS: Sanmina-SCI, Flextronics, Celestica, Jabil, etc.
Distributors: Arrow, Avnet



Brand Recognition

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The Value Proposition Flexibility and Speed



Flexibility and Speed

- The speed and effective process control program for small runs i.e. Measles charts
- The speed of 5 day manufacturing turnaround with optional 1 day
- The speed of responding quickly to design/engineering changes “on the fly”
- Accustomed to preliminary documentation
- The speed of self-contained decisions made quickly
- The flexibility of ~80% of part #s bought from distribution & customer
- The speed of Fast Turnaround Time
- The flexibility of a “Can do” Overall Mindset

The Value Proposition Tier 1 Scalability:



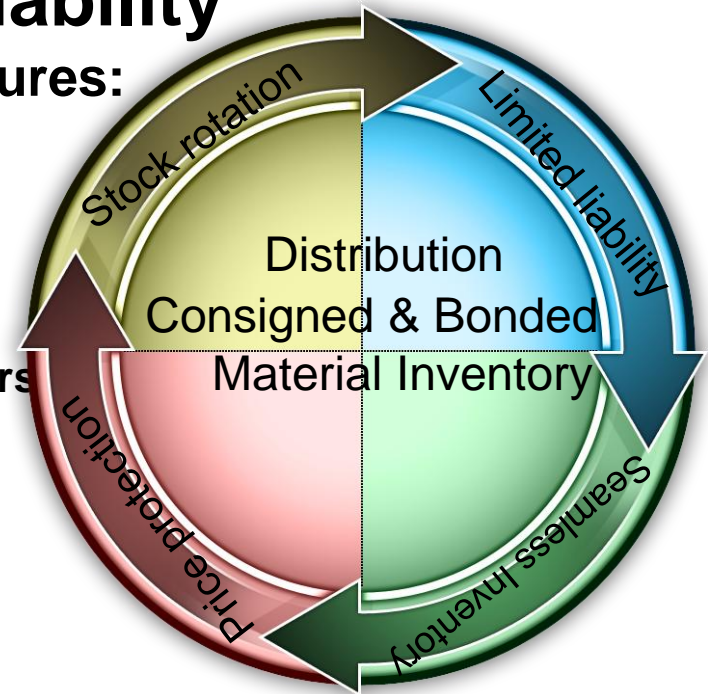


The Value Proposition

Conserve Cash and Limited Liability

Conserve Cash and minimize Liability

- Distributors receive from the manufactures:
 - Pricing and inventory protection, etc.
- Absolute is going to leverage these services to our customers
 - Kan Ban and VMI programs
 - Consigned and bonded inventory for customers
- Minimize customer and Absolute liability and that will conserve cash
- Partners include: Arrow, Avnet





The Value Proposition

Customer Satisfaction and Services

Services

Procurement Services

- Offshore Material Procurement of electronic components
- Mechanical parts
- Plastic injection molding
- Printed Circuit Boards

Logistical Services

- Warranty Field Repair
- Product distribution and order fulfillment

Engineering Design Services

- Value Engineering, product redesign, PCB layout, In-circuit test, Functional test, Electrical and Mechanical design
- Specialized design needs such as EMI, RFI, Mechanical, Industrial and Power Supply obtained through partners



The Value Proposition Brand Recognition

Brand Recognition

- **Absolute is partnering with some of the best name brand companies in the world**
 - For Tier 1 HVLM manufacturing services it is Flextronics, Sanmina-SCI, Celestica, Jabil
 - For our Materials Procurement it is Arrow, Avnet

FLEXTRONICS



Absolute Markets Served



Aerospace



Enterprise



Communications



Consumer



Defense



Healthcare



GreenTech



Industrial

Absolute Products and Markets Served



Absolute's Equipment



The Most Advanced Capabilities

- ▶ **Turnkey and Consigned Assembly of Surface Mount and Through Hole PC Boards**
- ▶ **12 mil placement of micro BGA's, BGA's and Quad Flat Packs**
- ▶ **Discrete placement to 0201**
- ▶ **Fiber optic assembly**
- ▶ **Box build**
- ▶ **In-circuit and Functional Testing**
- ▶ **IEEE 488 Testing**
- ▶ **Warranty and Field Service Repair**



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The Absolute Business Model Offers Customers a Competitive Advantage

*LVHM & NPI
Customer Needs*

*Absolute
Business Model*

*Small
Tier 2-3*

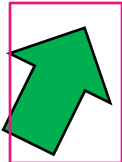
*Large
Tier 1*



Flexibility Speed



**Conserve Cash
Limit Liability**



Scalability



**Customer
Satisfaction**



**Brand
Recognition**

