

SAMTEC SUDDEN SERVICE®

Volume Application Specific Pricing (VASP)

Samtec's **Volume Application Specific Pricing (VASP)** program was developed to facilitate more **competitive pricing for large volume, core board-to-board production orders**, than was previously possible.

VASP is enabled by **recent production improvements and efficiencies**, Samtec's collaborative "Integration Leads to Innovation" **business model**, and **our commitment to finding creative solutions** to meet our customers' needs.

SUPPORT & CAPABILITIES

- Expansions and upgrades to global facilities for increased capacity and support for high volume orders
- Assembly and manufacturing process optimizations
- New machine builds, advanced automation equipment and scalable platforms to support future business needs
- Contract manufacturers and dual source resources

PRODUCTS

The new VASP program will support a variety of Samtec's core board-to-board products, including:

- High-Speed Connectors
- Flexible Stacking Systems
- Rugged & Power Products

Please contact vasp@samtec.com to discuss your specific project requirements with a specialist.



HOW WE MAKE VOLUME ORDERS MORE COST-EFFECTIVE

Leveraging our cross-functional expertise and recent production optimizations, Samtec is able to aggressively approach high volume, core product orders. Potential cost-saving opportunities include:

Process/Production Efficiencies:

Manufacturing location adjustments
Dual sourcing options
Alternate assembly processes
Automation/equipment upgrades
Outsourcing of certain processes

Other Cost-Savings/Efficiencies:

Consider different materials
Creative approaches to processes
Product design modifications
Alternate suppliers/vendors
Aggressive pricing