



How does Micro Compare?

Commonly Asked Questions

mic-tec.com

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Summary

At Micro we found ourselves being asked the same questions from different companies and people, and wanted to address these topics via www.mic-tec.com/faq and through the creation of assets to inform and educate our community. One of those questions is "How does Micro compare?" We realize the context of that question directs that comparison to general industry competitors, or specific incumbent suppliers. We wrote this document to help answer the question.



Michael Tucci,
CEO and President

Part I:

Micro is cost competitive

At Micro, we pride ourselves on offering unmatched quality and efficiency at a competitive price per part. We've built our production workflow to pass on savings to clients at scale, and provide flexibility to meet specific price requirements and goals.

Factor 1 - Costa Rica

- Costa Rica offers a highly technical workforce with a low-cost manufacturing base and centrally located efficient supply chain.
- This unique combination provides Micro, and many of the world's biggest OEMs the perfect base of operations for manufacturing and assembly.
- It also provides us competitive cost advantages that competitors often struggle to match.

Factor 2 - Vertical Integration

- Because we are vertically integrated, we enjoy the cost advantages that our competitors don't.
- This is because we handle everything from raw material sourcing all the way through the entire manufacturing process to assembly.
- For instance, Micro houses a superior automation team who designs and builds modular and recyclable automation equipment to provide greater savings and efficiency for clients.

Factor 3 - Free Engineering Access

- MicroLabs was set up by Micro to specifically address the design and pricing challenges for clients.
- Often, you don't possess the internal capacity in your own engineering teams to do everything.
- We take complex design briefs on board and provide you options to execute, and we also help you drive down cost per part with alternative design approaches.

Part II:

Micro can handle complexity at scale

Micro has deep technical capability across several areas including machining, molding, assembly, automation, rapid prototyping, additive manufacturing, stamping, clean rooms (ISO class 8), logistics, vendor managed inventory and engineering.

This deep vertically integrated skill set powers the work that we do, most of which involves complex components at scale. Our tolerances, PPM, certifications and historical track record all speak to our capability in building complex components at scale. Whether the part you need is simple or challenging, Micro has the capability to scale at well above industry standard (PPM).



Part III: Micro leverages vertical integration

Vertical Integration refers to the collection of multiple manufacturing disciplines under one roof to allow a product to be manufactured completely in house. It's not a new concept but the benefit gap is becoming comparably larger as modern manufacturing evolves into the next era. Comparative to sub-contracting each of the manufacturing processes separately, there are multiple benefits of note to Micro's vertically integrated setup.

- Quality enhancement and control (1 team building the entire product)
- Single point accountability
- Speed to prototype, change and correction of errors
- Delivery reliability (reduces risks of delay caused by a chain of suppliers)
- Supply chain simplicity
- Cost reduction and control
- Protection of your intellectual property
- Broader solutinal capacity (everyone working together to solve the challenge in house)

Part IV: Micro offers turnkey

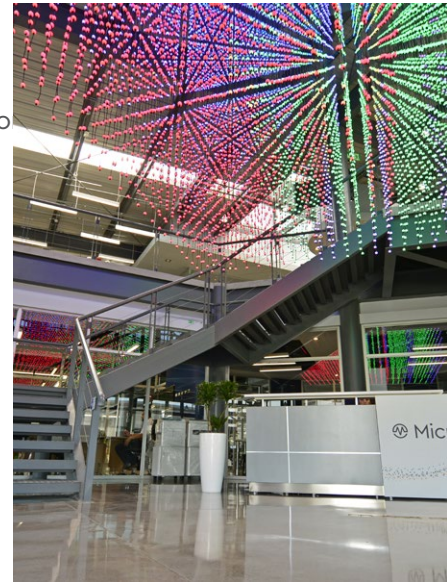
We control every part of the manufacturing process from start to finish, providing completely controllable turnkey solutions. From designing and building our own tooling in house to finding creative ways that achieve superior outcomes with tighter cost control, our approach provides options for clients. Single point accountability means that errors are fixed in real time and quality can be guaranteed without relying on outsourced components and sub-suppliers.

Part V: Micro's track record

For over 55 years, Micro has been solving our client's most troublesome problems and creatively executing on solutions that are industry leading. These solutions scale to the millions of parts, demanding very small failure rates, often with critical consequence attached.

Our historical success doesn't just speak to our capacity to handle complexity, but also our ability to handle complexity at scale. Regardless of industry, difficulty or timeline, our approach is always all-in, looking to find ways to meet deadlines, cost per part constraints and functionality requirements. Our multi-industry focus has sharpened our internal processes to meet the most demanding OEM standards, and our learnings in one industry often provide inspiration for

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Contact us today

Every innovated solution is backed by the uncompromising pursuit of excellence at every phase of our manufacturing process.

We invite you to contact us to learn more about the integrity built into our systems and processes.

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