



SoPark Gets Results!

During the last major supply shock (COVID) many customers experienced unique supply related issues that the SoPark Team proactively resolved. One example of this was for some electronic cable assemblies. This assembly was used in life saving ventilators. The customer placed an initial order followed by a second order with significantly increased quantities. Soon after, a third order came in for several thousand more assemblies! SoPark's experienced cross-functional team stayed in continual communication with the customer throughout the process. When component sourcing issues came up, the SoPark team recommended alternatives that met the customer's specifications and quantity requirements. In the end all schedules were met for this critical electronic cable assembly.



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TARIFFS: Supply Shock Mitigation Strategies.

The lessons we can learn from the recent COVID related supply shock are many. Unless you were fortunate enough to be an economic powerhouse that could dictate and control their supply chains, such as major automobile manufacturers, etc. you were stuck with the rest of us trying to somehow get the electronic components or assemblies you needed to make your product in a timely and cost effective manner. Tariffs can also manifest themselves very rapidly into supply shocks. There were many strategies employed during COVID for electronic components and manufacturing, some were more successful than others. Let's explore three effective strategies that may help mitigate a future supply shock:

- **US Based Manufacturing** - If your product manufacturing is in the US there are many advantages to utilizing a US based source for your PCBs and electronic assemblies beyond just during a supply shock. During a supply shock, this decision can be a critical make or break situation. In some cases, if possible, having multiple suppliers, both offshore and onshore, can help with supply shock effects. Here is a link for more information:

[SoPark-CNEWS-2.3-Reshoring.pdf](#) *Good reference on Reshoring.*

- **Utilizing an Experienced Contract Manufacturer (CM)** - Experience CM's not only have "been there-done that" in terms of experience but also a vast supply network for components and acceptable alternatives. They have been through many supply shocks over the course of their existence and typically have more tools and capabilities to deal with the various roadblocks in play.

[What Is Contract Manufacturing? With Benefits and Types | Indeed.com](#) *General definition with benefits.*

- **Design For Manufacturability (DFM)** - In this case we are focusing on the Manufacturability - "M" portion. Can the CM get the component, needed in a timely manner, at a reasonable cost or can they design around it? Designing out a component out, may lead to other issues. But using experienced and proven DFM techniques, there may be a way to provide an alternative design while improving the design for immediate the short term and long term benefits.

[SoPark-CNEWS-2.4-DFM.pdf](#) *Good reference on DFM.*

- **Other helpful links: -**

[SAP BrandVoice: Tech-Driven Strategies For Tariff Mitigation In Business Operations](#) *Good reference from Forbes Magazine.*

[10 Strategies to Mitigate Tariffs. -](#) *Helpful cheat sheet from Supply Chain today.*

[Tariff turmoil: Disruptive supply chains, higher costs | Electronics360](#) *Good link from Electronics360.*