



Short Circuit

Intellect seeks case study evidence on offshoring

Intellect is commencing a project to help companies facing the decision of whether to offshore production or use manufacturers in the UK. In ensuring that this project is as useful to the industry as possible we need the help of companies who have faced this often difficult decision in the past. If you have, or know of someone who has, made the decision to offshore we would like to hear about both the positive and negative experiences of doing so.

Substantial offshoring has occurred over the past decade, especially to the Far East. There is still a widespread perception that offshoring is an easy way to cut costs. The reality can be substantially different. Some companies that previously offshored failed to consider the impact of the myriad factors involved. Although overseas labour may be cheaper, other factors such as IP protection, transport costs, exchange rate fluctuations and speed of redesign, must also be taken into account.

When making a decision about offshoring, there is a need for companies to make a valued, impartial judgement, and consider all the factors involved in the offshoring process.

Offshoring will undoubtedly remain the most appropriate route in many cases, but we are developing an independent, balanced guide to help UK companies make an informed, and ultimately the right, decision.



Intellect will meet this industry need by developing a webinar with related guide.

This resource will encourage companies to think through the full range of variables that can determine whether offshoring is likely to be a good or bad decision. To make this guidance as valuable as possible we need to hear from companies about their experiences.

Please contact Ruth Porter, T 020 7331 2161, E ruth.porter@intellectuk.org us with your offshoring case studies.

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Electronics Manufacturing Reception

We are delighted to be able to invite you to the fourth in our series of evening receptions specifically tailored for the UK electronics manufacturing and design community, taking place on 17 November 2009. These events have proved to be hugely popular, and the line-up for the next event will no doubt provide even greater insight into the current UK procurement environment. The key decision-makers who will present on these themes are Lewis Doyle, chief information officer and managing director of shared services, QinetiQ and Nigel Coghlan, global procurement development manager, Itron Metering Solutions.

Why should I attend?

As well as getting expert insight into

customer behaviour, you will be able to network with a range of competitors and colleagues from other sectors over cheese and wine.



How much will it cost me?

This event is free of charge to Intellect members and invited guests. **To book your place or for further information please contact Camilla Young, T 020 7331 2028, E camilla.young@intellectuk.org**



We've got IT covered

A pocket guide to the world of Intellect...

The Intellect pocket guide has been created to equip you with an easy to understand reference tool that gives you the essential facts about who we are and how we exist to serve our members.

Download the guide at www.intellectuk.org/pocketguide

Government tax relief not helping us, say tech firms

Government tax relief incentives do not seem to be helping the UK's high tech companies, according to a survey by PricewaterhouseCoopers.

The survey found that over two thirds of UK technology companies questioned did not believe the current tax regime fuels enterprise in the UK.

"Over 50% of technology companies have failed to make use of tax R&D credits, while nearly 80% have not taken advantage of environmental relief," reported the survey called Enterprising UK 2009.

It also found that measures introduced in the 2009 Budget are not reaching the majority of the domestic technology industry.

"As regards research and development, the low take up may indicate tech companies do not view what they do as innovative, or are put off by a complex claims process. In fact, many UK tech companies assume they are not at the cutting edge of technology, therefore don't apply, but are actually entitled to that all-important relief," said Barry Murphy, UK technology leader, PricewaterhouseCoopers.

"Technology leaders are committed to the long-term success of the economy, and need stability to enable them to make sensible commercial decisions. They are calling on government to provide more certainty in the tax regime and regulation more broadly," said Murphy.



Source: Electronics Weekly

www.electronicsworld.com

Change of company name for GVL UK Ltd

GVL UK Ltd is pleased to announce that as of 23 October 2009 the company name changes to Ventec Europe Ltd.

The new name reflects the majority ownership position of Ventec Europe Ltd

by the Ventec International Group. VIG continues to invest in the UK and European markets through Ventec Europe Ltd and the new name reinforces brand awareness and demonstrates ongoing commitment to build a

European customer interface to Ventec Electronics Asian R&D and manufacturing facilities.

www.gvl-uk.com

New appointment at Global-Ventec Laminates UK Ltd

Global-Ventec Laminates UK Ltd is pleased to announce the appointment of Gavin Frost to the Ventec Electronics European technical team.

With 23 years experience in the PCB manufacturing business, working with some of the UK's leading high technology PCB fabricators, Gavin

brings a wealth of knowledge to the business and his responsibilities will include applications engineering and new product introduction support to our growing UK and European customer base.

Gavin will be supported in Europe by Bill Wang, Ventec Electronics, overseas

technical support manager and the Ventec technical department, which provides full R&D, product development and analytical capability to our European operations.

www.gvl-uk.com

New drilling capability at CC Electronics Europe

CC Electronics Europe are pleased to announce the installation of a Schmoll MX2 drilling machine here at CC Electronics. The machine provides high performance and high accuracy with a fully automatic loading device.

David Maitland, managing director, said "We are very pleased with the new

addition of the MX2 to our already well stocked drilling department. Higher spindle speeds, improved speeds and feeds and tool life will reduce lead times and vastly improve blind via drilling. This is further evidence of our continuing investment, even during these difficult trading conditions, and also of our determination to keep manufacturing

boards for you here in the UK.

We look forward to receiving enquiries for technology we might not previously have been considered for, particularly blind and buried via and tight annular ring work."

www.ccee.co.uk

Next edition of Short Circuit: 09 December 2009

Teknoflex appoint technical sales manager, Germany

Teknoflex Ltd has recruited Darko Petrovic as technical sales manager, Germany.

Darko, who is a qualified engineer, has a number of years experience working in Germany for some of Europe's largest engineering firms, including Mercedes Benz. He has held a number of positions which have involved close customer/supplier communication and co-ordination. Darko was born in

Stuttgart and has an excellent command of the English language. His engineering qualifications will enable him to work closely with design engineers in selecting the most appropriate and cost effective, interconnection technology, for any given application.

We are delighted to have Darko working for Teknoflex and have no doubt that his experience and drive will be of considerable benefit in enhancing the

company's support for its existing customers in Germany and in developing new opportunities to further extend Teknoflex's market penetration across Europe.



www.teknoflex.com

Penta consulting in running for 'business oscar'

Specialist staffing company Penta Consulting has been shortlisted for a Growing Business Award, recognising extraordinary UK businesses thriving despite the downturn.

Organised by the CBI and Real Business magazine, the awards identify and honour innovation, international expansion, customer excellence and new product development among the UK's finest small and medium-sized businesses.

Judged by a high-profile panel including Dragon's Den's Theo Paphitis (chairman

of Ryman) and John Caudwell (founder of Phones4U), Penta has been shortlisted to the final five for the prestigious Company of the Year award.

Russel Griggs, Chairman of the CBI SME Council and a judge at the Growing Business Awards, said, "The sheer diversity of business ideas impressed me most about this year's Growing Business Awards shortlist, particularly during these difficult times. The most successful businesses are fiercely customer focused and have a broad reach, seize opportunities with both hands and make great use of new

technologies, such as the internet."

Kate Pritchard, managing editor of Real Business magazine, said, "The energy and determination of this year's Growing Business Awards candidates should fill us all with hope about Britain's economic future."

Winners will be announced at the Growing Business Awards ceremony at the London Marriott Hotel Grosvenor Square on Thursday November 26 2009.

www.pentaconsulting.com

New finance director for Axiom

Axiom Manufacturing Services has appointed a new finance director to strengthen its senior management team.

Stephen Young joins south-Wales-based Axiom with more than 18 years experience of working in senior financial roles within some of the most well-known names in manufacturing.

Stephen was previously interim chief financial officer at silicon wafer reclaim business Pure Wafer Plc and prior to that, financial director at biotechnology specialists British Biocell International (BBI Holdings Plc), where he oversaw their IPO (Initial Public Offering) on AIM and several acquisitions. He will assume responsibility for the finance and IT departments at Axiom with a specific remit to help grow the business as the

manufacturing industry begins to recover from the recession.

Speaking of his appointment, Stephen said he confidently predicts growth for the company, which has sustained its position across key markets despite the current economic climate. He said, "Axiom is a great company that offers a real customer-focused service and we're in an excellent position to capitalise on the upturn in the market. The company has a strong reputation across several key sectors and I'm looking forward to utilising my own experience in the medical sector to drive growth in that and other markets."

Stephen joins a strong senior management team at Axiom led by managing director, David Davies, who

returned to the business earlier this year.

Commented David, "Stephen is a key appointment for us as we continue to target new industrial markets. Our specialist offering means we can attract high-quality but lower volume work where we have the opportunity to add real value. Additionally, we are in a good position to take advantage of the current trend among UK electronics equipment manufacturers to bring their specialist contract manufacturing back to the UK to optimise their total acquisition costs."

www.axiom-ms.com



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Intellect's monthly newsletter **Short Circuit** is distributed throughout the UK PCB and EMS industries. Sponsoring an issue means that your company logo, contact details and news article will be seen industry-wide - an effective and inexpensive promotional tool.

If you are interested in sponsoring a future edition of **Short Circuit** or have any relevant industry news that you would like to be considered for inclusion in forthcoming editions, please contact Claire Leslie on T 020 7331 2050 or E claire.leslie@intellectuk.org

Editorial should be submitted no later than the 07 of each edition month.

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Signals: Quarterly digest of defence and security developments affecting the UK technology industry

Switched On: Monthly overview of the big stories breaking in digital communications

TechKnow: The latest technology news brought to you by Intellect

Whitehall Watch: Fortnightly public affairs digest

Smart metering conference

Date: 26 November 2009
Time: 09:00-18:00
Venue: Kings Place, 90 York Way, N1 9AG
Sponsored by Logica
Supported by the ERA and BEAMA



The rollout of smart meters will be one of the largest projects ever undertaken in the UK.

By the end of 2020, the Government will mandate a rollout of smart meters to each of the country's 26 million homes and millions of businesses. Each will be fitted with new gas and electricity meters which will allow customers to monitor their energy consumption on easy-to-use digital devices.

The event will bring together the key stakeholders and the technology community to explore the current policy landscape, connect the smart metering supply chain and discuss the interaction with smart grids.

This conference is run by industry, for industry: the purpose is to bring together and connect the supply chain, helping companies interact and build relationships with each other and with the key stakeholders.

Cost: £195+VAT Intellect members, £295+VAT non members
Contact: Claire Bradbury
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W www.intellectuk.org/events

Intellect President's regional breakfast meeting: 'The tech industry in the UK in 2010'

Date: 04 December 2009
Time: 08:00-10:00
Venue: Osborne Clarke, 2 Temple Back East, Temple Quay, Bristol BS1 6EG



We are delighted to invite Intellect members to join us at the first Intellect President's regional breakfast meeting on Friday 04 December 2009.

The theme of the meeting is 'The tech industry in the UK in 2010 and tech developments within the South West,

including Spark.'

The meeting will be opened and chaired by Clive Richardson President of Intellect and the keynote speaker will be Bonnie Dean, Council member of Science South West.

Cost: Free of charge, Intellect members only

Contact: Theodora Kalessi
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Intellect Annual Regent Conference 2010

Date: 04 February 2010
Time: 08:30-19:00
Venue: Lancaster London, Lancaster Gate, London W2



Whether your company is poised to thrive, revive or just survive in 2010, the Intellect Annual Regent Conference is the one event you should attend in order to set your direction for the year ahead.

Now in its 15th year, this one day conference has an excellent track record of picking the key trends that will drive the industry forward. The keynote speakers are selected to provide a vision and guide to economic, business, financial and technology trends for 2010 and beyond.

Your business may not yet be affected by

cloud computing, unified communications, netbooks, social and business networks, streaming internet and enterprise outsourcing - but it will and probably quite soon. These and other trends are gathering momentum - and pulling the economy along with them.

So come and find out what the leading executives, analysts, investors and economists think about the coming year. They will look to the bellwethers and outline the expectations for this industry in the years ahead.

Cost: £585+VAT Intellect members, £735+VAT non members
Contact: Tina Compton
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