

# CoACTIVE

TECHNOLOGIES



**ADVANCING INTERFACE SOLUTIONS**

| SWITCH TO A NEW CONTROL

# COACTIVE



ONE COMPANY. GREAT RESOURCES. WORLD-CLASS CAPABILITIES.

With 2007 revenues in excess of \$300 million, CoActive Technologies is a flat organization with the global presence and financial resources to respond to customer needs...fast.

What does CoActive Technologies mean to you?

- the leading and fastest growing global interface solutions provider
- a resource-rich organization able to react quickly to customer requests
- the financial strength to support any development project, any size, anywhere

CoActive Technologies has the financial strength, engineering resources, and global manufacturing presence to provide leading edge interface solutions for next generation designs in the handset, portable electronics, consumer electronics, computer, communications, automotive, off-road and other diverse markets.

As the leading supplier of interface switches, controls and modules to the world's largest markets and emerging applications, CoActive Technologies is a unique company with the right resources and capabilities to be a key supply chain partner.

# TECHNOLOGIES



## ONE COMPANY. MULTIPLE TECHNOLOGIES. FAST RESPONSE.

### The most interface technologies.

Empowered to respond quickly to customer needs, CoActive Technologies combines the technological expertise from three operating divisions, to quickly develop and produce next generation interface solutions for all major markets.

- **C&K Components** – switches, smart card and high reliability connectors



- **DeltaTech Controls** – industrial joystick and control system solutions



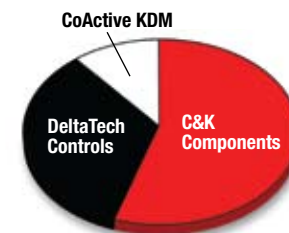
- **CoActive KDM** – keypads, dome arrays and light guide modules



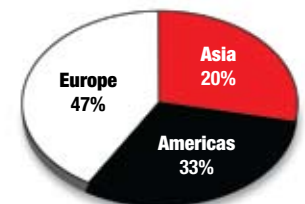
Only CoActive Technologies supports major markets with this comprehensive product offering, global presence, manufacturing flexibility, design capability and level of responsiveness.

- Aerospace
- Automotive
- Consumer electronics
- Industrial
- Internet
  - Server, Storage, Router, Switch, DSL
- Material handling
- Medical
- Off-road
  - Construction
  - Agricultural
- POS terminals
- Telecom
  - Handset, Wireless infrastructure
- Vertical lift

The following pages explain the 8 major reasons why a switch to CoActive Technologies is good for your business.



CoActive Technologies' Sales by Division



CoActive Technologies' Sales by Region

# Broadest Product Range

With the broadest range of interface products and technologies to choose from, CoActive Technologies can quickly deliver the right solution.

**Any interface solution.** From switches and connectors to keypads, dome arrays and industrial joystick and control solutions, CoActive Technologies offers the broadest range of power, miniature, subminiature, micro miniature and ultra miniature interface solutions in the industry.

- DIP
- Detect
- Dome arrays
- EL panels
- Illuminated
- Joystick modules
- Keypad
- Key switch
- Light guide modules
- Navigation
- Pushbutton
- Rocker
- Rotary
- Slide
- Smart Card interconnects
- Snap-acting
- Switchlock
- Tactile
- Thumbwheel
- Toggle



With design centers on three continents, CoActive Technologies' engineering teams are available around the world to meet local design needs.

**Strength and flexibility in engineering.** For more than 50 years, CoActive Technologies has been developing standard and custom interface solutions for all major markets. Drawing on a broad range of product technologies and a network of field-based design teams, CoActive Technologies develops custom solutions fast. Utilizing the proven Value Based Product Development (VBPD) process for custom development solutions ensures the right products are developed at the right time and at the right price.

# Design Innovation



## Cost Competitiveness

CoActive Technologies leverages its global manufacturing resources and purchasing power to achieve the lowest possible cost.

**Cost control and reduction programs.** CoActive Technologies develops the most cost-effective solution for OEM requirements through management of the design, assembly, materials and procurement processes. By providing a continuing schedule of cost reduction programs, maintaining cost competitiveness remains a major focus as project volumes increase.

- Manufacturing and sourcing in low-cost countries
- Economies of scale
- Highly automated assembly facilities
- Continual cost reduction engineering



With financial resources to support any size program, automated lines may be added in a matter of weeks to support ramp up schedules.

**Production speaks volumes.** CoActive Technologies' state-of-the-art design and manufacturing centers provide flexible manufacturing capabilities scalable from prototype design through volume production. Partnering with CoActive Technologies on next generation programs will guarantee minimum startup costs, shorter development cycles and faster ramp up to production volumes.

- Manual assembly
- Fully automated assembly
- Semi-automatic tooling
- Shorter time to high volume production

## 4 Volume Production

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## On Time Delivery

On time performance is measured against the customer's request, not the original promise date.

### Constant communication. Outstanding delivery performance.

Focused on customer service and response to customer requests, all of CoActive Technologies' vertically integrated manufacturing facilities combine in-house tooling, design and development capabilities for automated assembly and test equipment to help maximize on-time performance.

- Superior planning, forecasting and tracking tools
- Confirmed delivery date
- EDI
- VMI programs support regional supply requirements



CoActive Technologies' flat, lean organization can make fast decisions and respond quickly to customer needs.

**Flat organization means fast communication.** The unique organizational structure enables fast, efficient feedback and support to customers. From product development to project management to program schedule, CoActive Technologies responds to customer needs and requests...fast.

- Flat organization
- Minimal layers between customer and executive team
- Full authority with full function
- Fast response

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## Responsive Organization

## Global Presence

With its strong worldwide presence, CoActive Technologies can service any customer on any continent.

**Thinking globally. Acting locally.** CoActive Technologies is uniquely positioned to serve customers better. With fully integrated manufacturing operations on 3 continents, consistent production can be established at any location to the same requirements at customer request. Combined with an extensive global network of mobile design engineering teams, sales representatives and stocking distributors, customers can count on local support and on-time product availability.

- 7 manufacturing operations on 3 continents
- 9 engineering design centers on 3 continents
- Production can be easily moved between regions
- Local operations provide proximity to market with local supply



To ensure consistency of product, common quality systems and an integrated environmental management system from design to manufacturing have been implemented across all regions.

**High quality, environmentally friendly products at competitive prices.**

Continuous design and process improvements are a mandate in all CoActive Technologies manufacturing operations. Advancements in materials, tooling and test capabilities help increase product performance, yielding tighter tolerances, longer operating cycles and more precise specifications.

- All facilities are ISO 9000:2000 and/or ISO 14000 and/or TS16949 and/or OHSAS 18000.
- Integrated environment management system meets ELV, RoHS and WEEE directives
- Six Sigma and TQM programs



## COACTIVE TECHNOLOGIES HEADQUARTERS

Hong Kong, China



### DESIGN, MANUFACTURING, SALES + CUSTOMER SERVICE CENTERS

1. Newton, Massachusetts
2. Shakopee, Minnesota
3. San Jose, Costa Rica
4. Matamoros, Mexico
5. Santa Ana, California
6. Serris, France
7. Dole, France
8. Berlin, Germany
9. Bydgoszcz, Poland
10. Singapore
11. Hong Kong, China
12. Xiamen, China
13. Tianjin, China

