

Optima Plus



Optima Plus

Optima Plus is a customized productivity solution. Effectively integrate Universal's productivity enablers to minimize cost, while maximizing throughput, yield, and profit



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Automation in Electronic Assembly

Universal is typically perceived as a “box provider”. Optima provides an opportunity to express Universal as a “solutions provider”. A full-scale productivity solution. Regardless of whether hardware is purchased, we can evaluate the customer’s process, identify weaknesses, and implement fully supported solutions. Optima is a marketing tool, and should be used as such. Optima is not discount scale, nor is it a service giveaway tool.

Optima Plus Line Solutions

Optima Plus provides numerous benefits to help you achieve your production goals

- Single Point of Responsibility and Contact
- Project Management by Universal
- Programming, Optimizing, Scheduling, and Monitoring Software
- “No Surprises” Ownership Experience
- Customized Support Packages
- Extended Warranty Options
- Throughput Security
- Best-in-Class Equipment
- Flexible Financing



OPTIMA *plus*



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Automation in Electronic Assembly

Optima provides convenience - one phone number to call for support, technology, software, and equipment. Optima provides services up to turnkey solutions. We can tailor software solutions to specific customer needs. Universal helps mitigate risks by sharing responsibility for production efficiency. Support packages are predetermined, but customized based on requirements. Extended warranties can be quoted up to four years, with and without service. Throughput evaluations are performed early in the assessment process (Witness and dry cycle). Best-in-class equipment provides high flexibility, reliability, throughput, and investment protection. We provide several levels of lease/buy programs.

Evaluating Your Needs

We will assess your individual requirements to ensure an optimized solution for your manufacturing environment

Evaluations

- **Support Requirements**
 - Start-up Support
 - Production Support
 - Maintenance
- **Technology Support**
 - Implementation of new technologies
 - Process improvements
- **Software**
 - Data management
 - Monitoring and planning
- **Equipment**
 - Capacity requirements
 - Quality requirements
 - Flexibility requirements



Target Initiatives

- **Maximize utilization**
- **Maximize process efficiency**
- **Maximize quality**
- **Maximize overall productivity**
- **Maximize profits**

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Focus on “customized” aspect. This is not a generic solution for everyone, but a specific solution designed to optimize productivity based on specific needs. We are diagnosing areas of need and supplementing accordingly (What are individual areas that lack efficiency?). It may be necessary to evaluate different areas of personnel, rather than those most often considered. An overall evaluation can come in many different forms, including questionnaires, audits, personal interviews, machine management data, tracking problem documents, etc. The end result is maximized productivity and, ultimately, profits.

Productivity Enablers

*Technology
Expertise*



*Best-in-Class
Equipment*



*World-Class
Support*



*Manufacturing
Automation
Software*



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We'll take the time to look at all aspects of customer productivity in order to optimize efficiency.

Optima is... *Best-in-Class Equipment*



Screen Printing

DEK Screen Printers

Material Dispensing

GSM® Platforms

Pick and Place

GSM® Platforms

Chipshooters

Semiconductor Assembly

GSMx™ and GSMxs™ Platforms

Turnkey Systems

Through Hole Equipment

Axial, Radial, Special Machines

Odd Form / Light Mechanical Assembly

GSM® Platforms

Polaris™ Assembly Cells

Curing and Reflow

Vitronics Soltec Ovens

Board Handling

Elevators, conveyors, accumulators, workstations, shuttles, gates, lift/turn modules, and buffers

AOI

Process Products

Dimensions Manufacturing Automation Software

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Automation in Electronic Assembly

Optima is... Best-in-class equipment providing high flexibility, reliability, throughput, and investment protection.

Plus is... *Manufacturing Automation Software*

Dimensions Software Modules

- Manufacturing Monitoring, Reporting and Traceability
- Line Programming and Optimization
- Equipment Interface (Planned)
- Database Management
- Scheduling and Planning (Planned)
- Logistic Module



Your Benefits

- Feeder, machine and line performance data collection / reporting
- Barcode Validation and Barcode Product Changeover information
- Common Windows® NT user interfaces across Universal surface mount machines
- Calculate feeder running low and list of feeders required for changeover
- Locate all feeders and reels on the production floor
- Quality management of feeders maintenance schedule
- CAD data import and offline programming
- Offline product optimization, simulation and balancing for GSM and HSP

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Automation in Electronic Assembly

Plus is... Universal looking into and monitoring your manufacturing environment. Dimensions line level software provides easy programming, easy changeover, daily production scheduling, smooth production runs and feeder scheduling. Continues improvement due to management data feedback. Traceability and feeder management help to maximize intrinsic availability.

Plus is... *Technology Expertise*

Advanced Process/SMT Lab - Binghamton, USA

- Over 15 years of industry-leading process knowledge, emerging technology implementation and failure analysis

Technology Excellence Center - Suzhou, China

- World class lab, application engineering and productivity support for the fastest growing geographic market

Singapore Institute of Manufacturing Technology

- Technology collaboration, Singapore Advanced SMT lab, process support and training center for Asia Technology support partnerships

Technology partnership with Hereaus Germany for process support and training



Your Benefits

- **Implementation of new technologies**
- **Technology Consortia**
- **Turnkey solutions**
- **Technology leadership**
- **Global**

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Automation in Electronic Assembly

Universal will carry the customer through the newest technologies and use this knowledge to drive cutting-edge manufacturing processes.

Plus is... *World-Class Support*

Business/Process Support

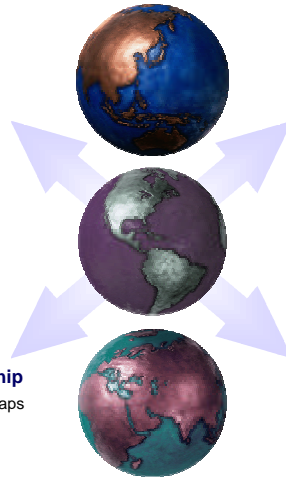
- Tailored training on/off-site
- Site audit / benchmark studies
- Process Engineering support
- Support customer high risk projects

Field Engineering Support

- 250 Field Engineers; 32 countries
- Retrofits and upgrades
- Application Engineering
- Direct to every customer site
- 2hr-4hr-24hr response

Account Management/Partnership

- Seminars, Technology Days, Roadmaps
- User Groups
- Quarterly relationship reports



User Technical Support

- Call center 24/7
- Support @ uic.com
- Web-accessible knowledge base
- Remote Diagnostics and software download via Web

Corrective Action

- Customer Situation Database

Training

- On-site, off-site training
- Multi-language (English, Spanish, German, French, Mandarin...)
- On-line training tools

Spare Parts Support

- 32 Warehouse locations worldwide
- On-site, web enabled stock management
- 2hr-4hr-24hr response

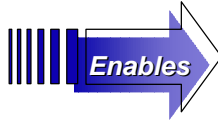
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Automation in Electronic Assembly

Universal provides complete, consistent service on a global basis.

Plus is... *Winning*

The Optima Plus solution will reduce the risks associated with producing the best product at the lowest cost in the quickest time



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Automation in Electronic Assembly

Optima improves throughput and yield, reduces cost, and grows business competitiveness.