



## Electronic Instrumentation & Technology, LLC

EIT® LLC, provides Electronic Manufacturing, Engineering & Support Services. Founded in 1977, EIT is headquartered in Leesburg, Virginia with additional production facilities in Danville, Virginia and Salem, New Hampshire.

We specialize in medium to high technology assemblies in low (1) to medium (250,000) annual production quantities. EIT supports prototype builds in all areas of our business and our on-shoring solutions are competitive with low cost regions at total landed cost levels. EIT manufactures, engineers and provides support for products in the medical, instrumentation, communication, industrial control, security, aerospace and defense markets.



*EIT Manufacturing/Corporate Headquarters , Leesburg, VA*

### Resources

EIT has four facilities totaling 200,000 ft<sup>2</sup>. Electronic Manufacturing Services (EMS) are the focus in all three geographic locations.

- Our Danville (VA) EMS facility was purpose built and opened in late 2011
- The Salem (NH) EMS facility was completely renovated in late 2013
- Our Leesburg (VA) EMS was purpose built and opened in late 2016

We work multiple shifts with over 250 full time staff members. EIT manufacturing facilities are conveniently located and easily accessible from the Carolinas to New England. Multiple EIT facilities provide capacity, redundancy and back-up/disaster recovery capabilities. EIT's machining, sheet metal and cabling services are located in Danville in a separate facility.

### Quality Management System, ITAR & Workmanship Standards

- All EIT facilities are ISO 9001 and ISO 13485 certified
- The Leesburg and Salem facilities are AS9100 (aerospace) registered
- All EIT facilities are ITAR registered
- EIT work is performed to IPC workmanship standards; IPC 610 for electronic assemblies and IPC 620 for cable & wire harness assemblies



*EMS Facility Danville, VA*



*Above (3) : EMS Facility Salem, NH*

# EIT EMS & Assembly Services

EIT's core business is providing contract Electronic Manufacturing Services (EMS) for medium to high technology printed circuit board assemblies (PCBA). Our services include PCBA level through complete system level builds with order fulfillment and depot repair services also available.

Our electronics manufacturing team is supported by strong test, engineering, quality and purchasing teams. Customers are assigned a Project Manager who coordinates all services within EIT. While the majority of our work is turn-key with EIT purchasing materials, we also work with customer supplied materials especially on prototype builds. EIT supports quick turn prototype builds in all EIT manufacturing areas.



EMS Facility Leesburg, VA

## Electronic Manufacturing Services (EMS)

EIT has SMT lines located in each of our three geographic regions to support both production and prototype builds. EIT utilizes Siemens-Sipace, Universal and Mydata SMT equipment. EIT has the ability to run RoHS compliant and leaded assemblies to support customer needs.

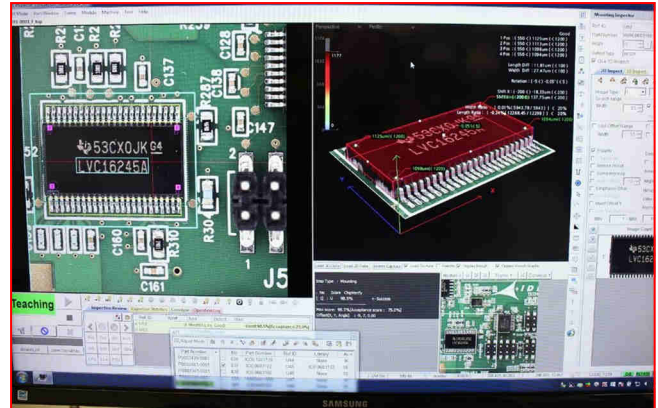
### EIT EMS Resources Support:

- Rigid, rigid-flex & flex substrates, passives to 0201 & 01005
- NPI & Quick turn prototype builds are available with 3+ day turns
- BGA/ $\mu$ BGA including in house 3D & 2D X-ray & BGA rework
- Automated THT, slide lines, wave & selective solder
- AOI, ICT, boundary scan, flying probe & functional test

## Assembly Services

Assembly (box-build) services are also available in all three geographic regions and include:

- Sub, Product & System level assembly services of electromechanical, electro-optical and mechanical products
- Prototype and production builds
- Ability to generate, document and control assembly instructions
- Functional, final, environmental & burn-in testing, software loading & product configuration
- Logistics including warehousing, direct order fulfillment, depot repair & packaging



Top: SMT Line  
Bottom: 3D AOI

# EIT Engineering & Support Services

## EIT Engineering

EIT was founded on the philosophy that having a strong engineering team to support our manufacturing would benefit customers. The idea, that some considered revolutionary in 1977, continues to guide us today. The primary focus of EIT's Engineering team is to support the manufacturing and test needs of our customers. EIT Engineering has resources for circuit and mechanical design. EIT's electronics team has experience with analog, digital, microprocessor, FPGA, DSP and optoelectronic designs for a wide variety of medical, telecommunication and industrial applications. We have partnered with our customers to offer:

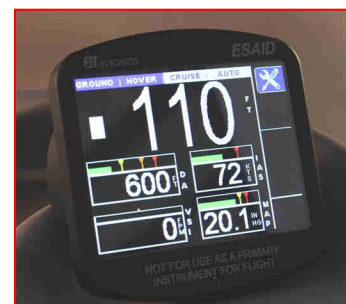
- Performance and Reliability Enhancement
- Cost Reduction and Obsolescence Resolution
- Guidance on Regulatory/Agency Approvals
- Evaluation and Design for Manufacturability (DFM) and Testability (DFT)
- Design of Test Fixtures, Programs and Solutions for Manufacturing
- Generation & Delivery of Product Documentation

EIT has experience developing products from concept to prototype and into production. Our goal is to manufacture and support the product throughout its life cycle. Examples of products developed by EIT include:



**Left:** Electro-optical instruments (radiometers) to measure ultraviolet energy in industrial curing applications. The products are sold worldwide and the instruments continue to evolve from the first product designed in 1984.

**Right:** Avionics products to improve pilot situational awareness. The products will be released once FAA certification is completed



## EIT Support Services

As EIT has evolved, we have added additional manufacturing services to support the requirements of our customers. Our Support Services include cable & wire harness, machining & sheet metal and conformal coating services.



## ECM: EIT Cable Manufacturing

- Specialty cable & wire harness assembly based in Danville
- Typical products include discrete wire assemblies for industrial & medical devices, complex multi-conductor cables with military/cylindrical connectors and integration of cable & wire harness assemblies to mechanical & PCBA assemblies
- Cable types include coaxial, D-Sub, hook-up wire, modular plug & patch, multi-conductor, circular and ribbon
- Prototype to production quantities-EIT has the ability to engineer and create documentation for cables & wire harnesses



## EPM: EIT Precision Machining & Sheet Metal Services

- Machining, sheet metal & welding operations based in Danville
- Resources include vertical mills, lathes, press brakes, punch inserter and coordinate measuring systems
- Prototype to production quantities, supported by mechanical engineering resources



## ECC: EIT Conformal Coating

- Automated and manual conformal coating of electronic assemblies
- Nordson AYSMTEK Select Coat system

Top to Bottom: EIT Cables & Wire Harnesses, Machined Products & Equipment, Conformal Coating System



# The EIT Approach

EIT works to establish a partnership with our customers that results in a long term relationship that both EIT and the customer view as a good 'fit'. We work from the beginning to provide our customers with value in the form of quality products, on time delivery and strong engineering support. EIT measures many of our relationships with our customers in tens of years instead of in business quarters or months. A long term relationship allows EIT to invest in our customer, improve product quality and achieve cost reductions to benefit each customer.

## EIT is a partner that offers:

- Four decades of real world EMS experience building and supporting medium to high technology assemblies
- Personal service, financial stability, available capacity and the ability to support your growth
- Multiple manufacturing facilities located from Southside Virginia to New England
- A strong engineering team for support from the prototype stage through the entire life cycle of the product
- Assembly services, order fulfillment and repair depot programs
- Support services including machining & sheet metal, cables & wire harness and conformal coating

## EIT Facility Locations



For more information on EIT and our manufacturing, engineering and support services, or to discuss your needs please contact us:

Web: [www.eit.com](http://www.eit.com) • Email: [sales@eit.com](mailto:sales@eit.com) • Phone: 703-478-0700