



Wall Industries, Inc.

5 Watson Brook Road
Exeter, NH 03833
Tel: 603-778-2300
Fax: 603-778-9797
e-mail: sales@wallindustries.com
website: www.wallindustries.com

Better to Buy Than To Build Power Supply Products

By: Darlene Houtz

In order to save money, companies often take on the daunting task of building their own power supply to perform a specific function. However, what these companies do not realize is that taking on the task of building a power supply themselves can cost more money, time, and resources than they expected. Often times the resulting product is not safe, efficient, or able to manage the task it was designed for. Therefore, it is better to purchase the desired power supply from a company that specializes in making that specific product.

Companies should buy from Wall Industries rather than build the product themselves for the following reasons:

- **Unforeseen costs can arise from building the product yourself.** Without the expertise to estimate developmental costs, companies have no way of gauging how much money they might save or how much extra money they might spend when attempting to develop their own power supplies. Companies often have their inexperienced employees embark on building a system or product that the employees do not fully understand. The employees spend hours designing the desired product, and then half-mindfully begin constructing it. Later, it becomes obvious that more equipment is needed to test the product for safety and functionality. These companies then find themselves having to purchase additional test equipment and having to hire professionals to build the power supply like they wanted in the first place. As a result, more time and money is spent on training employees on how to operate the new equipment. The costs add up, and said companies discover that it would have been less expensive to have bought the needed power supply from a company that specialized in building this kind of product. Ordering from Wall Industries provides a known upfront cost that minimizes these risks.
- **Save money on labor, resources, materials, and time.** Companies can end up spending thousands of dollars on labor, consultants, and materials. Companies risk increasing their labor costs by assigning employees the task of building equipment that is not in the employees' line of expertise. This in turn jeopardizes the quality of the finished product. To correct problems with the design of the equipment, professionals must be called in. The product then has to be rebuilt or amended, costing the companies more money in new materials, professional help, and time spent. Therefore, since there are many subtleties to power supply design that would not be known to novice designers, it would be better for companies to purchase power supplies from a business that specializes in them rather than trying to replicate power supplies by themselves. Wall Industries has the necessary equipment, personnel, and materials readily available for building safe quality power supplies. Companies can depend on Wall as it understands

the mechanical, electrical, and safety issues of the power supply, and can guarantee its customers that its power supplies are built accordingly. Wall can provide designs that are time-tested and have been improved over many design cycles.

- **Wall can manufacture it at a lower cost.** Wall Industries specializes in manufacturing and marketing a full line of AC/DC and DC/DC power conversion products, having all the necessary equipment and personnel on hand. Wall also specializes in modifying standard power devices as well as building custom products to meet its customers' needs. Wall is able to build custom products for a very affordable price even in low quantities. Wall also builds power supplies in bulk. Hence, Wall can build it faster at lower cost. High costs are associated with building low quantities of a specific product since expensive materials and test equipment that are rarely used again are needed. Employees spend hours researching how to design and build the needed equipment when their labor and time could have been allocated elsewhere.
- **Wall provides a warranty.** Companies can rest easy when purchasing from a business that provides a warranty on its products. Wall Industries guarantees that the desired product will function as it should. If the product malfunctions, Wall will repair or replace it for little or no cost. However, the guarantee that the product will function correctly or safely does not exist when a company builds the product themselves. More money will have to be invested in fixing any problems that occur with the power supply.

It is not an easy task for a company to build its own power supply. Often times a company ends up spending more money, time, materials, labor, and resources on building the desired power supply than it intended or expected. Expensive equipment is often used to build this product, and safety precautions need to be taken. Companies often find themselves resorting to professional help because they do not understand enough about power supplies to effectively replicate them. Avoid the pitfalls of designing and building your company's power supplies in-house as the finished product is often unsatisfactory and/or unsafe. Let Wall Industries be your Power Supply Department!

About Wall Industries

Wall Industries, Inc., headquartered in Exeter, NH, designs, manufactures, and markets a full line of AC/DC and DC/DC power conversion products with an emphasis on modified standard and customized power solutions. With thousands of standard products and a multi-market experience base, Wall specializes in responding to customer needs by providing accessible technical support, design assistance, and rapid quantity-independent turn-around product delivery times. Wall Industries has design and manufacturing facilities in North America and Asia Pacific. Wall Industries is a subsidiary of Continental Resources, a \$400M Company that manufactures, leases, and resells computers, as well as instrumentation and test equipment.