

zPoint Products Services: Production

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1. Introduction to zPoint Products' Production Services

zPoint Products is a division of Techsol, a North American (NAFTA) corporation specializing in **low-cost embedded technology design and board fabrication**. We offer a variety of products and programs that will **save you money installing Building Automation Systems** using our **proven ZigBee-powered platform to mitigate risks**. In addition, our solutions provide both **energy cost savings** and **increased comfort and convenience** for your customers.

2. zPoint Products's Production Options

zPoint Products offers a variety of production options, which can be tailored to meet your needs.

If we are doing your manufacturing then we also provide production support (like locating/sourcing alternate parts when a component becomes obsolete or there is a shortage) for free!

2.1. In-house Production Services

zPoint Products has a state-of-the-art, precision, low-volume SMT production line. Featuring camera-vision plus laser-alignment technologies, it can place fine-pitch BGAs as well as tiny passive devices.

This line is intended to speed prototype development for custom designs, as well as supporting pilot-runs or other low-volume production.

2.2. Local Production Services

zPoint Products has established relationships with nearby Contract Manufacturers (CMs) with high-volume SMT production lines.

These help ensure rapid response time and consistent quality.

Its amazing how quickly any issues can be resolved when the supplier is less than 10 minutes away!

This option is intended for mid- to high-volume runs for items with low labour content.

2.3. NAFTA Production Services

zPoint Products also has established relationships with other Contract Manufacturers (CMs) with higher-volume SMT production lines.

Ever since the NAFTA agreement, products can be moved across borders between Canada, the USA, and Mexico with no duties.

The Mexican shops offer lower labour costs without language or time-zone challenges. This option is intended for mid-volume runs for items with higher labour content.

2.4. Overseas Production Services

zPoint Products also has established relationships off-shore production houses. The time-zone, language, legal, and shipping costs add to the cost of production. This option is intended for high-volume products with higher labour content. But since we design for low-labour production, we rarely exercise this option. However, for portable computers (such as a lap-top) where the labour content is quite high, this makes sense.

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