

# Executive Summary

Segue provides contract engineering and manufacturing services to capital equipment and device OEMs with high mix and low to moderate manufacturing volumes. Segue has over 20 years of experience in providing assemblies from both our Lowell, MA and Xiamen, China manufacturing facilities.

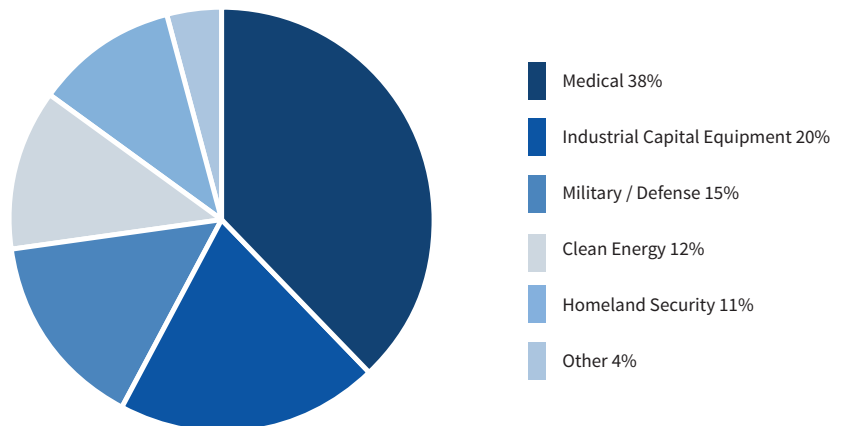
- Custom cable assemblies
- Electrical control & power distribution panels
- Electro-mechanical systems & sub-systems

## Operational Excellence

Segue is committed to quality and customer success in all that we do. We have invested in lean manufacturing process to eliminate waste, improve efficiency and shrink lead times. We provide customer focused scorecards with our Major Accounts and consistently deliver world class performance of 99%+ On-Time-Delivery and 500 PPM Out-of-Box Quality for these customers.

## Markets

Segue focuses on markets that demand high quality, repeatable and verifiable processes. Segue has passed stringent audits by many of our customers in regulated industries such as Medical Devices, Military / Defense and Semiconductor Capital Equipment.



## Company Profile

### US Headquarters: Lowell, MA

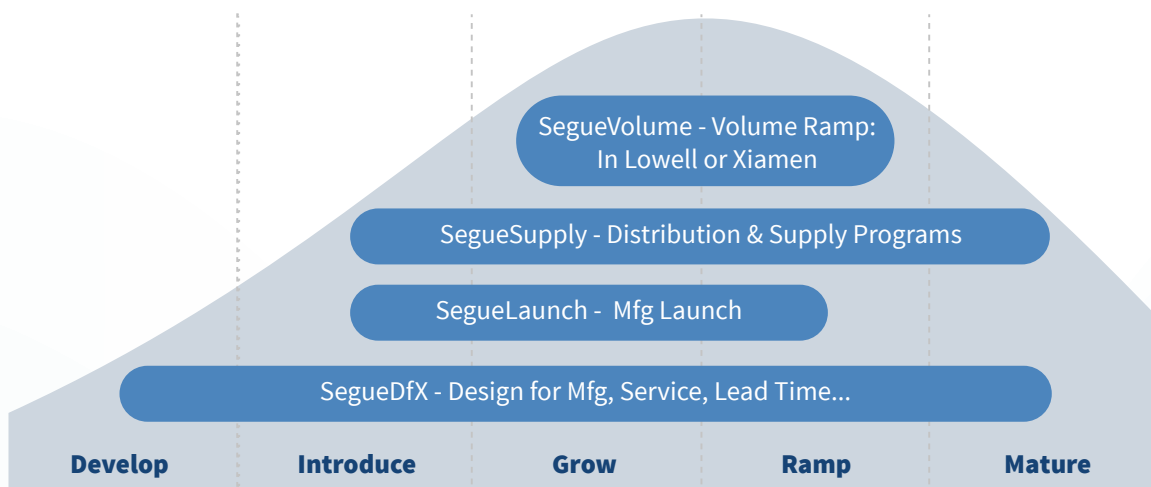
- 44,000 sq. ft. facility
- ISO 9001-2008, ISO 13485, ITAR and UL Registered
- Complex cable assemblies – Potting and Over Molding
- Electrical panel assembly
- Precision electro-mechanical assemblies with vertically integrated machining
- Engineering and Strategic Sourcing services
- Distribution and logistics services for both Lowell and Xiamen production
- Sales and Customer Service

### Xiamen Manufacturing

- 75,000 sq. ft. facility with 2,000 sq. ft. Class 10,000 clean room (for medical and electronic assemblies)
- ISO 9001-2008, ISO 13485, ISO/TS 16949:2009, UL Registered
- Cable assemblies – Injection Molding and Over Molding
- Vertically integrated SMT line and injection molding of plastic components
- Electrical panel assembly
- Sourcing of low cost, high quality, validated components

## Unique Capabilities

Segue provides a suite of services and capabilities (**SegueSolutions**) over the life of a product that lower costs and reduced lead times and which are unmatched by other mid-sized contract manufacturers. We provide local Engineering, Sales and Customer Service combined with low cost China sourcing and assembly. Value is maximized when customers partner with us early in the design phase of new products.



- **SegueDfX - Design for Manufacturing, Sourcing and Serviceability.** Through our engineering and sourcing services, Segue provides low cost, high quality equivalents for composite cable, connectors, sheet metal and plastic components. Segue's engineers work closely with customers' new product teams to incorporate these qualified components into new products from initial design.
- **SegueLaunch** – Segue uses proven processes to insure a smooth manufacturing launch process from our design teams to our manufacturing facilities in Lowell and Xiamen.
- **SegueVolume** – Segue will work with your team to reduce costs as production ramps through negotiation of volume pricing with component suppliers and transition to our low cost Xiamen manufacturing facility.
- **SegueSupply** – Segue provides stocking and distribution programs from our Lowell facility to assure on-time supply combined with our low cost China manufacturing while also reducing your inventory carrying costs.