

SUCCESS STORY

FROM SMALL SERIES TO MASS PRODUCTION

Electronic Manufacturing Services (EMS)

Electronic Manufacturing Services by FRIWO: For us, this means not only delivering the customer's product exactly as ordered, but also supporting their continued growth and development. Together with an innovative startup in the field of energy management, we have successfully navigated the challenging path from small-volume production to mass production, achieving far more than simply manufacturing according to specifications.

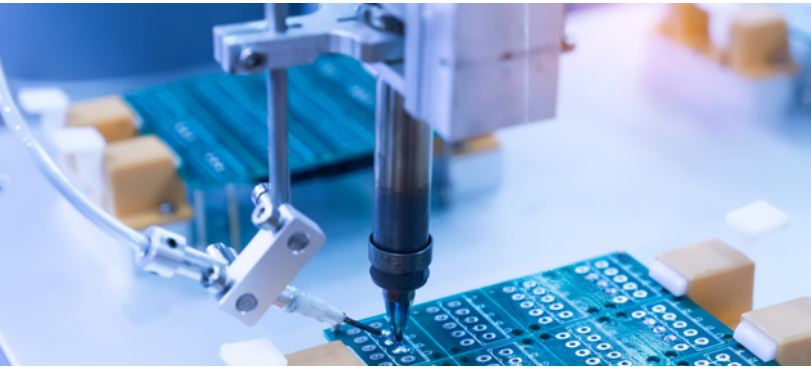
In 2010, our customer approached us with the request to develop their first proprietary product. The result was a new type of electricity meter for consumption-based cost allocation, originally designed for both general commercial applications and the proportional integration of renewable energy sources at various points of consumption. Today, this solution is also widely used in charging infrastructure for electromobility.



FRIWO took over the production of the complete device at a very early stage of product maturity. During the first small series of 500 units, we identified various potential improvements, which affected not only the manufacturing process but also the product itself. These improvements were implemented in a partnership between the specialist departments on both sides.

With extensive technical support, the monitoring system was brought to serial production and today runs off the production line in annual quantities of approximately 25,000 units. In addition to the assembly

of the products, the complete testing processes as well as the customer-specific packaging of the devices are also carried out in our company, so that the customer ultimately receives a completely saleable device as a complete solution from a single source to the respective destination.



The key success drivers in this project to success were not only classic EMS factors such as pricing, delivery time or manufacturing quality, but also soft factors such as open and timely communication, a solution-oriented approach or the customer's direct access to FRIWO's specialist departments. Even after a decade, there is no end in sight to the excellent cooperation – and we are happy to continue being part of this success story.

Electronic Manufacturing Services by FRIWO

We accompany you from the procurement of components through production, testing and packaging of the devices up to the delivery to your customers.

LEARN MORE

More about us



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friwo.com/en



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right solution.

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