

ISM



**INTERNATIONAL SOURCING &
MARKETING, Ltd.**

A Company Profile

Our Company

About Us

Our Service

- Quality Products
- Competitive Pricing
- On-time Delivery
- Excellent Customer Service

Our Advantage

- 20 years of experience and over US\$ 2 billion in sales revenue sourcing technology-based products in Asia.
- Long-term partnerships with many of Asia's leading electronic manufacturers.
- Elimination of costly infrastructures for individual suppliers, greatly reducing their overhead and thus allowing them to offer highly competitive pricing.
- Extensive supplier base which is continually developed and managed by our dedicated Procurement Specialists.
- Account Management across the globe providing commercial and technical support to our customers.

History

■ 1987

ISM was established in Providence, Rhode Island in 1987 by Kenneth Palumbo and Gregory Lucini.

The initial portfolio comprised of custom designed products including printed circuit boards, power supplies and electro-mechanical assemblies

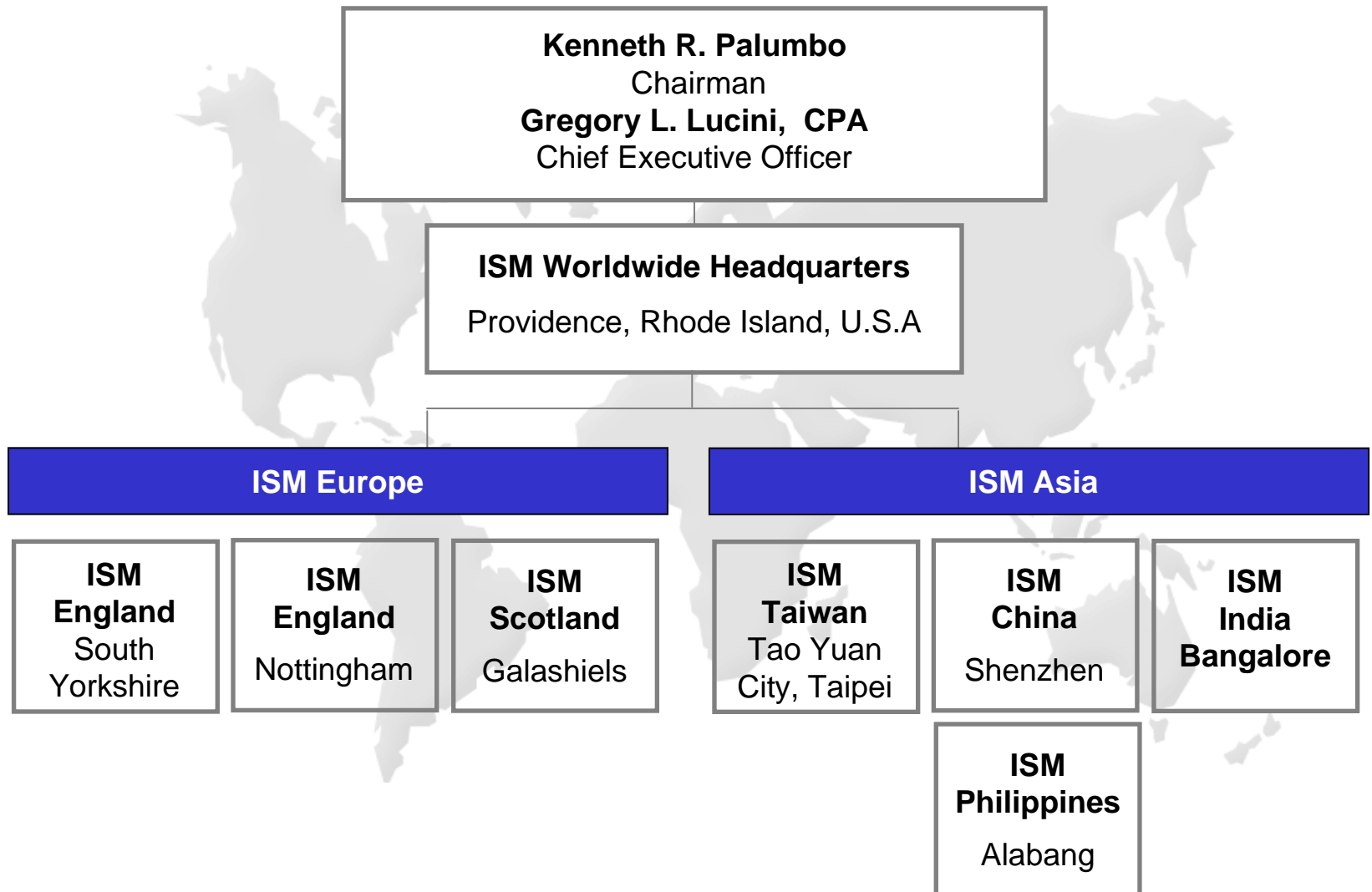


■ 1988 – 2007

As the business continues to grow, ISM has invested in Sales Management and Technical Support offices across the globe including Taiwan, Mainland China, Philippines, India, Scandinavia, Ireland, and UK.

Our team of dedicated procurement specialists have developed the product portfolio adding new key competence areas such as power products.

ISM Organization Chart



Our Service

Our Service

The comprehensive service offered by ISM can be broken down into five main categories:

- Sales and Marketing
- Sourcing and Procurement
- Account Management
- Logistics
- Inventory Management
- Quality Assurance



Our Service – Sourcing & Procurement

Strategic Global Sourcing

ISM functions as a worldwide extension of your purchasing department

- sourcing **custom products** to meet your unique requirements,
- negotiating **highly competitive** pricing,
- providing data to support the qualification and **detailed information** about individual facilities,
- coordinating **on-site factory assessment** where necessary.

Our dedicated Asia-based international procurement team is continually researching the market for new strategic partnerships, leveraging their local sourcing expertise and strong global and local supplier network.

Combined Buying Power

Over the past 20 years ISM has sourced and managed billions of dollars worth of product for multiple clients, allowing each client to benefit from the **combined buying power** of the total group.

Our Service – Account Management



ISM employs a worldwide network of over **100 trained professionals**, communicating in **over 15 languages**, operating **around the clock 365 days a year**. Our clients and suppliers are provided escalation path contacts that insure they can always reach someone directly within the organization in case of any urgent issue or requirement.

Each client is assigned an Account Management Team which consists of a Sales Manager, a Program Manager and a Technical Specialist. The account management team ensures that every element of the business runs effectively, focusing both on **day-to-day issues** as well as **long term project goals**.

Our unique position in our clients' supply chains often means our account management teams become a key part of our clients' organizations; advising on opportunities to improve **efficiency, cost and quality performance**.

Our Service - Account Management Worldwide

ISM World HQ

940 Waterman Avenue
East Providence
Rhode Island 02914
USA

ISM England

Barnsley Business Centre
Barnsley, South Yorkshire
S75 1JL, England
United Kingdom

ISM England

SGCS Business Park
Beeston, Nottingham
NG9 2RA, England
United Kingdom

ISM Scotland

120 Meigle Street
Galashiels, Selkirkshire
TD1 1LP, Scotland
United Kingdom



ISM Asia - India

Gopalan Gardenia,
Veerasandra Hosur Road
Bangalore, India
Pin:560100

ISM Asia - Shenzhen

Science & Industry Park
Nanshan District
Shenzhen 518057
China

ISM Asia - Taiwan

Chun-San Road
Tao-Yuan City
Taipei Hsien
Taiwan, R.O.C.

ISM Asia - Philippines

Unit 1206, ALPAP II Bldg.,
Madrigal Business Park
Alabang, Muntinlupa City
Manila, Philippines

Our Service - Account Management Worldwide

**ISM
World Headquarters**



**ISM England
South Yorkshire**



**ISM England
Nottingham**



ISM Scotland



**ISM Asia
India**



**ISM Asia
Shenzhen**



**ISM Asia
Taiwan**



**ISM Asia
Philippines**



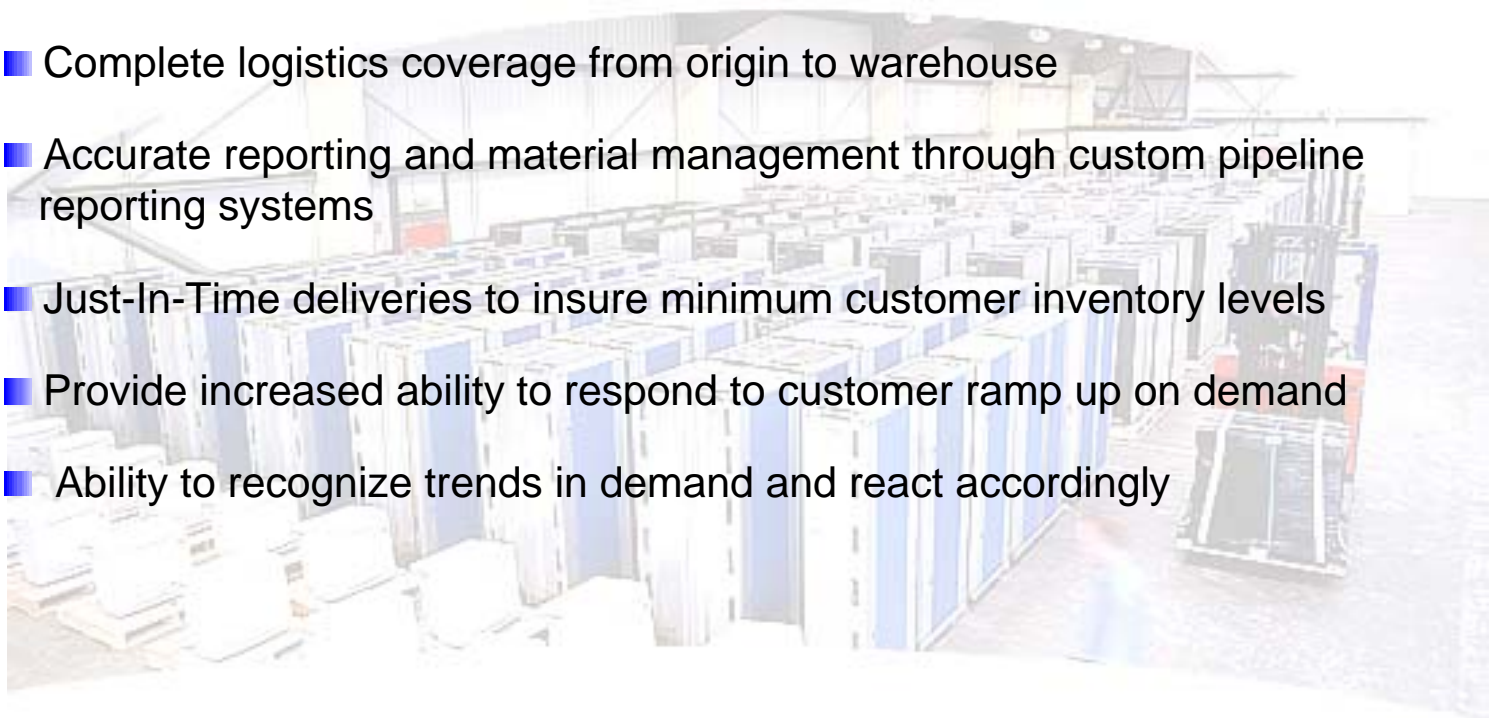
Our Service - Logistics

ISM handles all the details, no matter how minute, associated with moving your products from wherever they are to wherever they need to be. As reliable as our manufacturing relationships, we have high-quality working arrangements with multiple carriers, globally and locally, to ensure the **best possible logistic service** at any point in your project.



Our Service – Inventory Management

- VMI program + good forecast data = time and costs savings
- Secure warehouse facilities worldwide
- Real Time product availability data
- Complete logistics coverage from origin to warehouse
- Accurate reporting and material management through custom pipeline reporting systems
- Just-In-Time deliveries to insure minimum customer inventory levels
- Provide increased ability to respond to customer ramp up on demand
- Ability to recognize trends in demand and react accordingly



Our Service – Quality Assurance

In addition to the **stringent quality management systems** that are in place at each of our factories, ISM has teams of engineers and source inspectors who perform additional AQL inspections on products just prior to shipment. We follow our customers' **exact incoming inspection criteria** thus ensuring that only products that conform to the quality specifications and requirements are shipped from the factory.

This is another example of the value added service that ISM provides; enabling our customers to implement cost-saving initiatives such as dock-to-stock inventory management systems.



Our Products

Our Products

Our product portfolio includes the following key competence areas:

- EMS / ODM
- Printed Circuit Boards
- Power Supplies
- Power Products
- Peripherals
- Components



Our Products – EMS / ODM

■ **Wide Product line**

- ✓ Digital Consumer
- ✓ Power Management
- ✓ Tele-communications
- ✓ Data-communications
- ✓ Automotive Electronics
- ✓ Industrial Automation

■ **R&D Centers located throughout the Asia Pacific region**

■ **Manufacturing Sites in China, Thailand, India, Vietnam, and Poland**

■ **In-house Plastic Molding, Sheet Metal, and Packaging capability**



Our Products – Printed Circuit Boards

- **Multiple Manufacturing Locations based in China, Taiwan & Thailand**
- **Single-Sided, Double-Sided, Multi-Layer and HDI PCB Manufacturing**
- **TS16949:2002 & ISO14001 Certified Facilities**
- **Prototype through High Volume Production**
- **RoHS Compliant Manufacturing**
- **Variety of Lead-Free Finishes Available**
 - ✓ Immersion Silver
 - ✓ Immersion Gold
 - ✓ Immersion Tin
 - ✓ Lead-Free HASL
 - ✓ OSP



Our Products – Power Supplies

- **Enterprise-class Server and Storage Power Package and Cooling Applications**

- **Mainframe Computer Power Supply**

Specially design for mainframe computer up to 3000W.



- **Telecom Energy System**

Including Rectifier, Monitoring and Control, Energy Shelves, Energy System and Rackmount Products.

- **PC Power Supply**

Including E2, R8, PS2, SFX, PS3 & CFX, and the output wattage is from 250W to 607W.

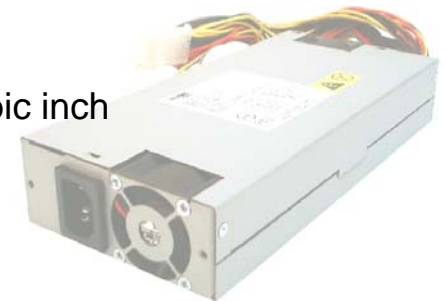


- **Adapter and Charger**

Universal Input from 40W to 150W external adapter

- **DC/DC Converter**

Power wattage up to 1000W, and power density up to 146W per cubic inch



- **VRM & SIP**

From VRM9.0 to VRM11 & SIP from 7A to 45A

Our Products – Power Products

■ Power Transformers

- ✓ Sizes from EI-28 to EI-246, customized three-phase transformers and toroidal transformers
- ✓ Power range: 1 Watt - 150KVA
- ✓ Production process
 - Automatic 12-spindle winding machines
 - Automatic assembly line with argon welding and automatic testing process
 - Automatic vacuum impregnation machines

■ High-frequency Transformers

- ✓ Sizes from EE-10 to EFD-44
- ✓ Main transformer power range: 5 Watts - 500 Watts
- ✓ Drive transformer and current transformer

■ Choke, Inductors and Toroids

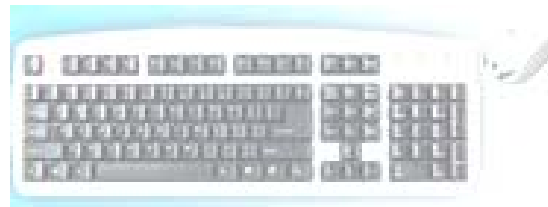
- ✓ Common mode choke
- ✓ Active filter choke
- ✓ Smoothing choke
- ✓ Magnetic AMP choke

- UL-approved safety testing lab
- 100% products are RoHS Compliant
- Sony Green Partner
- ISO 14001 and TL9000 certified Quality Control System

Our Products – Peripherals

■ Keyboards

- ✓ Standard
- ✓ Multi-media
- ✓ Wireless
- ✓ Slim
- ✓ Mini
- ✓ Numeric



■ Mouse

- ✓ 2D
- ✓ 3D Scroll
- ✓ 3D Optical
- ✓ Wireless Optical
- ✓ Mini-optical



■ Remote Controls

- ✓ Command
- ✓ Universal
- ✓ Slim



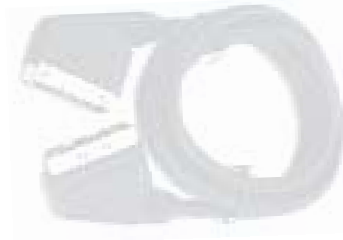
Our Products - Components

■ Connectors and Jacks

- ✓ AC and DC inlet connectors
- ✓ RJ45 and RJ11 female connectors
- ✓ Single and double Scart connectors
- ✓ RCA female connectors in different configurations
- ✓ USB connectors female single and double deck

■ Cables

- ✓ Power cables
- ✓ Scart to Scart cables
- ✓ RCA cables
- ✓ USB cables
- ✓ Network cables
- ✓ Fibre-optic cables



■ Hardware

- ✓ Heat sinks
- ✓ Stampings
- ✓ Brackets
- ✓ Precision Machining Parts



■ Display Products

- ✓ VFDs
- ✓ LEDs



Our Customers

Our Customers

Over the past 20 years ISM has supplied many of the leading companies in the electronics industry. The following are just a few examples:

AUTOMOTIVE

The logo for Delphi, consisting of the word "DELPHI" in a bold, black, sans-serif font.The logo for Rafi, consisting of the word "RAFI" in a bold, blue, sans-serif font with a slight shadow effect.

CONSUMER ELECTRONICS

The logo for APC, featuring the letters "APC" in a bold, red, sans-serif font, with the tagline "Legendary Reliability™" in a smaller, black, sans-serif font below it.The logo for Hypercom, featuring the word "HYPERCOM" in a bold, blue, sans-serif font, with the tagline "Trusted Transactions" in a smaller, black, sans-serif font below it.The logo for Vestel, featuring the word "VESTEL" in a bold, white, sans-serif font inside a red rectangular box.The logo for Zoom, featuring the word "ZOOM" in a bold, brown, serif font, with the tagline "WE MAKE DATA COMMUNICATIONS" in a smaller, black, sans-serif font above it.

ENTERPRISE CLASS STORAGE/SERVER APPLICATIONS

The logo for Dell, featuring the word "DELL" in a bold, blue, sans-serif font with a small "TM" trademark symbol.The logo for EMC, featuring the letters "EMC" in a bold, blue, sans-serif font with a small "2" superscript, and the tagline "where information lives®" in a smaller, black, sans-serif font below it.

Our Customers

EMS/ODM

ASUS



泰金寶電通
Cal-Comp Electronics & Communications



FLEXTRONICS

FOXCONN®

JABIL



mototech



Our Customers

INDUSTRIAL



OEM PRODUCTS



On behalf of ISM worldwide...

Thank You!

Xie Xie!

Danke Schön!



Salamat Po!

Tack!

Dhanyavaad!