# Ucamco

# Dedicated partner, not 'just a supplier'

**How Integr8tor helped expand Eurocircuits' business**

*Eurocircuits was founded in 1991 in Belgium and is now Europe's reference prototype and small batch PCB manufacturer and assembler. The company produces prototype and small batch boards in self-owned specialist factories in Germany and Hungary. They currently yield more than 100,000 orders per year for 12,000 active customers. Dedicated to delivering quality, Eurocircuits produces to IPC A-600 Class II classification and an ISO 9000 certified quality system.*

*With a workforce of nearly 500 people based in Belgium, Germany, Hungary and India, along with sales teams in France, Germany, Italy, Spain, Switzerland and UK, Eurocircuits has established a well-connected European front. While drawing on the benefits of international diversity, Eurocircuits leverages on their deep local expertise.*

***Mr. Dirk Stans, Managing Partner of Eurocircuits, talks about how he has always placed his trust in Ucamco, with stellar results:***

"During our entire existence of more than 30 years, we have focused on the sweet spot of the production triangle – a fine balance between quality, cost and lead times. Our strengths lie in our smart business practices, our lean approach to manufacturing and business management and our extensive use of the latest online technologies as an advanced business tool. All of these have helped us become Europe's reference specialist supplier of quick-turnaround prototype and small batch PCBs. In 2021, while the world was coping with shortages, we handled nearly 100k orders from 12k clients. We average 384 orders per day. To give more perspective, 76% are new orders and 24% are repeat orders.

Ucamco's Integr8tor has helped us tremendously to achieve and hold these statistics. Throughout our journey, Ucamco has been a dedicated partner, not 'just a supplier'.

**Unattended Automation**
As our customer base expanded, our biggest need was fast and dependable responses to our clients' quote requests and orders, 24/7. We realised we needed to free up the time of our CAM engineers and direct their capabilities towards where it was vital. We also needed something that would cater to our clients who were rapidly coming from all parts of the world, across time zones. Technology keeps advancing, meaning time is of the essence and clients always want faster and reliable outcomes. That is why we started using Ucamco's Integr8tor. And it was a game changer right from the start. It proved its worth quickly, supporting our teams with accurate and fast quotes.

# Ucamco

One of Ucamco's strengths is, they make sure their products can be integrated with whatever their customers work with. And vice versa. Eurocircuits extracted the true potential of Integr8tor by building our own interactive software based on it that lets our customers upload and analyse their designs and receive accurate quotes in real time.

Using Integr8tor's Web Integration module, Eurocircuits built the PCB Visualizer which is our automatic tool for easy data input and manufacturability analysis. Within PCB Visualizer, the customer can find various tools that help verify PCB manufacturability and design rules. Graphic representations flag up errors, if any which can then be fixed by various editors to manipulate the data. Visualizer also harbours PCB Configurator which can be used to calculate based on setting the desired Non-Gerber technical parameters of the board as soldermask colours and finishers etc.c... More than 700 built in rules prevent that the customer makes choices which cannot be manufactured. The Buildup editor lets the customer choose out of more than 950 buildups, always indicating the best choice for costing. Analysing data and costing a board go hand in hand.

**"We suddenly did not need our CAM engineers to provide quotes for every single inquiry"**

This concept of virtual manufacturing of the PCB is expanded to Assembly of the board and this in the PCBA Visualizer. Design for Manufacturing becomes its full benefit during virtual manufacturing of the assembled PCB. It is this combination of PCB and Assembly data analyses which allows our customers to do things "right first time".

At the basis of our Visualizer lies Integr8tor as 'unattended automation at its best'. We suddenly did not need our CAM engineers to provide quotes for every single inquiry we got from prospective clients. Since Integr8tor is a web-based intelligent work flow system, our clients can access the data at their convenience in a matter of minutes.

**"Integr8tor detects data issues beforehand, giving our customers peace of mind and saving time and costs"**

The biggest advantage of Integr8tor, I would say, is the possibility to detect data issues beforehand. This shift of finding data anomalies from post-order to pre-order gives our customers peace of mind and saves time and costs because PCBs get manufactured "right first time".

**Ease of use (How Integr8tor works)**
Our clients log into our system, upload their design files to PCB Visualizer which are then automatically transferred to Integr8tor (which is running in the background). The results appear in a visual format which is easy to read and understand. They illustrate how the boards will look in terms of stackup (buildup), registration and other design aspects. Simultaneously, in the background Integr8tor provides measurements, design rule checks and analyses in a client-friendly intuitive format, clearly displaying the errors, if any. At this stage, the clients can go ahead with the values they see or modify their designs. The parameters extracted are automatically updated to the PCB Configurator and the pricing can be seen dynamically as per the modifications done.

# Ucamco

Over the past ten years, we have increased our Integr8tor capacity from 2 to 30 workflows. With Integr8tor, we are able to process nearly 3,500 data sets each day. Our clients are very

**"It's more than a sales tool, it's a transparent window into our entire business process, from quotation to order tracking and invoicing"**

pleased with Integr8tor's ease of use. It is a three-way symbiotic relationship between Ucamco, our clients and us. It also fits our strategy of having an integrated, dynamic online presence accessible to clients worldwide. It is more than just a sales tool for us, it is a transparent window into our entire business process, from quotation to order tracking, right until invoicing. Integr8tor, in combination with our client interfaces, is an integral and determining factor in our continued success and growth.
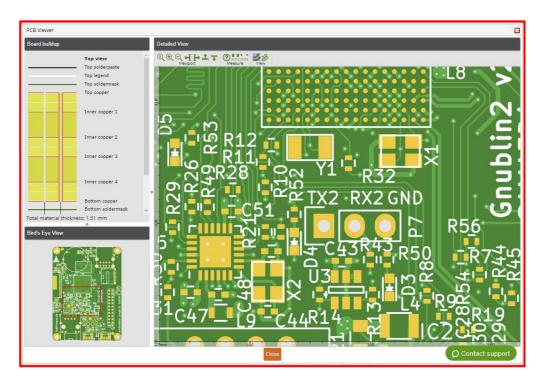
**Rely upon Ucamco**

To sum up I would like to say, we have worked with Ucamco for many years and are one of their biggest customers and their fans, too. Their knowledgeable and competent team members have always delivered great results. Everything Ucamco makes appeals to the engineers and those with a technical outlook. Their dedicated and responsive team members ask questions about our needs and listen to our answers. Besides Integr8tor, our engineers use their UcamX software. We also utilize Ucamco's MultiJob Panel software suite to optimize the pooling of multiple small orders across shared panels. In short, we have come to rely upon Ucamco.
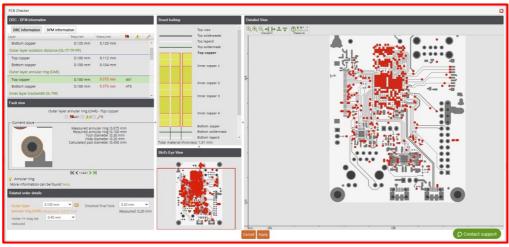


*Dirk Stans, Managing Partner, Eurocircuits (left)*
*and Karel Tavernier, Managing Director, Ucamco (right)*

*Images are screen shots from within PCB Visualizer*

**About Ucamco**

Ucamco (former Barco ETS) is the market leader in PCB CAM and Pre-CAM Software, Laser Photoplotters and Direct Imaging Systems**.** We have more than 35 years continuous experience developing and supporting leading-edge front-end tooling solutions for the global PCB industry. We help fabricators world-wide raise yields, increase factory productivity, and cut enterprise risks and costs.



*For more information on Integr8tor:*
https://www.ucamco.com/en/software/precam-engineering/integr8tor
info@ucamco.com
+32 (0)9 216 99

**About Eurocircuits**

Eurocircuits are specialist manufacturers and assemblers of prototype and small series PCB's. Headquartered in Mechelen, Belgium, Eurocircuits is dedicated to providing a complete electronic service that will help PCB designers bring their projects to market on time and on budget.



*For more information:*
www.eurocircuits.com
euro@eurocircuits.com
+32 (0)15 28 16 30