



# Deltron

(A Division of Continental Device India Ltd.)  
132, Industrial Area, Phase-I, Chandigarh – 160 002. India  
Tel: 91-172-2650557, 2650583, 2650607 Fax: 91-172-2655757

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## Inputs Required for Preparing a Quotation

Deltron builds products either on a consigned basis, where components and unpopulated printed circuit boards (PCB's) are supplied by the client, or full turnkey, whereby Deltron procures all of the components, PCB's, metalwork, labels, packaging and everything else required to complete the assembly.

Various turnkey services are provided. They include prototype building, production assembly, mechanical assembly, testing, and burn-in. We can also test, package and ship product directly to your end customer. You may choose any or all of these services.

We prefer that information be provided to us in electronic format. Bills of Material are normally supplied as Excel spreadsheets, or delimited text files. Assembly drawings are most easily read as PDF or Gerber files. PCB information is supplied as Gerber files, preferably with embedded aperture lists. Ideally, the following information is required in order to provide a quotation:

**Bill of Materials (BOM):** The BOM should include revision levels, component descriptions, device package types, reference designators (e.g., R1, U1-4), and quantity per assembly. For turnkey quotes, please include the Approved Vendors or Manufacturers List (AVL, AML) and manufacturer part number for each BOM item, along with any special pricing arrangements that may have been established with particular vendors. *Note that usage of any standard defined Deltron components can help reduce production costs.*

**PC Board Information:** Send the Gerber files as you would to a board vendor for quotation. Include any applicable PC board fabrication specifications (contained in a read me text file); paste mask layer and XY coordinate data (in ASCII text file format) for SMT boards. For panelized SMT boards, provide a panelized version of the paste mask layer generated from your PCB fabrication supplier.

**Assembly or Mechanical Drawings:** These drawings should include the silkscreen and pad layer for PCBs. Any applicable drawings or instructions for top-level PCB assembly, mechanical or final assembly.

**Quantity and Schedule Requirements:** Annual volume requirements and anticipated delivery schedule should be provided. For turnkey orders, the quantity and schedule can impact the cost of components.

**Sample or Gold Board:** If available, a Sample or Gold boards with all components installed should be provided. A sample board will clarify many assembly issues not obvious from drawings, even if the board is an earlier, yet similar revision.

**Test/Burn-in Requirements:** Include a copy of test procedure showing all equipment used. Deltron normally provides standard test equipment and computers required for testing. Specialized test equipment can be consigned to us on returnable basis. We can also get developed In-Circuit test fixtures and automated functional test jigs at actual cost.



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**Special Workmanship or Quality Assurance Requirements:** Unless otherwise specified, Deltron uses IPC ANSI/J-STD-001 and IPC-A-610D Class 2 workmanship standards on all assemblies. Our quality assurance system is ISO9002 certified and TS 16949 Certified by Underwriters Laboratory (UL) USA. Our adherence to these known international standards provides one of the strongest assurances of product and service quality available.

Send documentation to [anirudh.harjai@cdil.com](mailto:anirudh.harjai@cdil.com) or fax to: +91 (0) 172 265 5757

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