**Positioning story**

## Multi-Tek

Who we help and how

We partner with mid-size machinery and equipment manufacturers to take cable assembly designs to the finish line while streamlining production costs, meeting tight priority turnarounds within a week and guaranteeing 100% functionality.

**Problems we solve**

Mechanical engineers at these manufacturers seek our services and consultation when they’re:

* Unsure of how to finalize their cable assembly design for performance and manufacturability. They know what the end product must do — but also understand what they have drawn up may not be the best approach.
* Trying to prevent obsolete parts in their specifications. They don’t have an intricate working knowledge of cable assembly engineering, so it takes a lot of time to research and source compatible replacements.
* Wanting to order complex cabling without being forced to request high initial volumes upfront. Bulk orders are undesirable for prototyping and prevent them from keeping inventories down.
* Needing to eliminate risk of product failure. Otherwise, they risk adding man hours for redesigning prototypes, forcing equipment to operate blindly and damaging the customer relationship.
* Frustrated with suppliers that lack quality communications (blocking visibility into the supplier chain) and can’t meet short lead time turnarounds (slowing down the rest of production).

**How we help solve those problems**

* **Design recommendations that save money and time —** Cabling experts catch instances of overengineering, point out obsolete components, suggest alternative materials to meet pricing, lead time, testing and performance goals and improve overall manufacturability.
* **Extensive tooling collection —**With a wide variety of automated equipment from industry leaders like Komax and Schleuniger, you can count on every cut, strip and crimp to be accurate and precise to your specification.
* **A team of industry veterans —** Our expert staff is composed of IPC/WHMA-A-620 certified assemblers who follow best practices learned from over 20 years of accumulated experience.
* **Rigorous quality control systems —** We’re UL certified, ISO 9001 registered and have quality control engineers inspect all cables with Cirris test equipment to guarantee 100% functionality.
* **Documented 99.8% on-time delivery —** Majority of quotes are completed within 48 hours, standard orders are completed in three weeks and expedited delivery is available to meet pressing deadlines.

**5 things that make us different**

* **Unparalleled responsiveness and access to experts —** Your first stop is always a cabling expert; no bouncing around customer service lines or sending out unanswered web inquiries. And once we get in touch, we’ll have a list of clarifying questions about certain parts, pointing out red flags for cost or availability — all before other providers even respond.
* **We can do low volume orders —** While many suppliers won’t even look at your business unless you’re buying thousands of cables, we support your need for 10, 20 or 50 cables at a time without sacrificing on price or quality. And as your needs ramp up, we’ll ramp up with you.
* **Real-time supply chain visibility —** Cable Tracker, our proprietary software, provides transparency and version controlled accuracy throughout the production of your project. When you need status updates or part sourcing, you get detailed, to-the-minute responses.
* **American-manufactured and Portland-based —** All of our products are produced in the U.S. with nothing outsourced overseas. Further, we’re known to make the drive over to local Oregon clients for on-site problem solving.
* **A proud second-chance employer —** When hiring, we don’t discriminate on the basis of non-violent criminal records. We strive to be part of success stories in all of our employees’ lives — and by investing in the development of these team members, we create a culture of growth and opportunity.

You might be a fit if you:

* Have multiple cabling opportunities for ongoing equipment production
* Lack cable and wire assembly expertise internally
* Don’t want to sacrifice on lead time, quality or pricing
* Want a consultative partner, not a simple commodities provider