



## R&D Electronics Newsletter (2014 Issue 8)

Welcome to our 8th issue of newsletter!

**R&D Electronics** is specialized in sales and marketing of power electronic components sourced in China. In this issue we would like to tell you from our experience what you must look out for **selecting a "right" supplier from China.**

### **Cost Savings:**

With our price groups in our webshop we want to offer you at least **10% price advantage** to other similar products. If you find more favorable price than those in our shop, please contact us.

In addition, as a welcome gift **10% discount** on your first order, regardless of order quantity, will be applied once and automatically in your shopping cart. For more information please visit our webshop: [www.rd-ebusiness.com](http://www.rd-ebusiness.com)

Yours faithfully  
R&D Electronics Team

## **6 Criteria for selection of the best performance semiconductor suppliers from China:**

After introduction of economic reform in the 80s of last century, there was in consequence a "gigantic" Economic Growth in China. The demand on power semiconductors has increased ten times in the last 10 years in China. Where there is need, arises naturally also the offer. Tens of new semiconductor manufacturers in China have sprung up. Most of them are offering a range of power semiconductor products with low prices, but at very different levels of quality. You should seriously consider the following points for choosing a stable supplier-partner from China:

- **Company history:**  
Not all new companies are less experienced. However, the companies with longer history, such as TECHSEM with 48 years, have much more experience in the development and production of power semiconductors.
- **Market share in China:**  
Some Chinese companies have lost market share in China because of their unstable product quality. Meanwhile, these companies are trying to acquire overseas customers partly by misleading marketing information. With 17% market share, TECHSEM is very well positioned in the field of diode and thyristor modules and disc cells in China.
- **International standards:**  
Make absolutely sure whether a supplier meets the latest international standards for quality, environmental protection and occupational safety. In general, a qualified supplier should be certified according to ISO9001: 2008, ISO14001: 2004 and OHSAS 18001:2007. It is also important to check whether the audit has been conducted by an international recognized institution. The certificates of TECHSEM can be viewed in our [webshop](#).
- **Technical know-how:**  
A high degree of added value at production, from the wafer process and the chip manufacturing to the assembled power modules, that is an important feature for a power semiconductor company, which technically stands out from other. Many Chinese module manufacturers use external chips, without any capabilities for incoming test of the delivered chips. Other significant features for technical know-how are number of registered patents and the engineer-proportion in relation to the total number of employees. TECHSEM has not only its own chip manufacturing, but also a total of 30 patents in China. The engineer-proportion at TECHSEM amounts to more than 20%.
- **Stability and delivery of the company:**  
The situation will be precarious, if your supplier is financially in an unstable position. In China, there are unfortunately plenty of "black sheep", whose ultimate goal is the short-term profit maximizing. It has been observed in recent years in China, that every year new power semiconductor manufacturers have emerged. On the other hand many of those disappeared in short time. Granted, it's for external people certainly not easy to assess the financial position of a supplier. R&D Electronics has deliberately chosen TECHSEM as supplier partner, because TECHSEM as a public listed company is bound on strict rules, and has secured a based capital for further investments. In addition, TECHSEM stands with an annual production capacity of over 2 million units at the top in China.
- **Qualification for Special Applications:**  
In many applications, especially in the field of renewable energy, traction as well as military applications, it places the highest requirements on product reliability. As supplier for those applications, the highest requirements on the quality and production processes must be met. TECHSEM is a qualified supplier in the field of renewable energies, as well as marine and railway applications in China.

As you can see R&D Electronics has selected an excellent supplier for you. The customer benefits and competitiveness will be maximized by using of **TECHSEM** products with **excellent cost-benefit ratio** and in compliance with the **international quality standards**.

To help you to better know our products, R&D Electronics provides now for certain types of products with limited quantities as **free samples** at your disposal. Test us and profit from our products!

## **Visit us at our booth during the PCIM in Nuremberg**

- When: from 20th - 22nd May 2014
- Where: at booth 9-548 in hall 9

We are looking forward to meeting you. For meeting arrangement please contact us via [info@rd-ebusiness.com](mailto:info@rd-ebusiness.com) or by phone +852-3421-2216.

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