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## Top 10 Electronics Manufacturing Solution Providers - 2019

To remain profitable and to grow in a globally competitive market, management at electronics manufacturing companies are turning to technology solution providers to deploy the latest system infrastructures and computational programs at their facilities. Heightened industrial standards and compliance regulations are aspects that companies within the instrument production space are bound to follow. With the new laws coming into play, the integration of modern technologies can make it easily understandable for even the common man to adhere. This ensures quality management and transparency all through the entire manufacturing process. It also enables the manufacturers to achieve cost-savings, rapid production strategies, and insights on areas where there is scope for improvement.

Another area that electronics manufacturers need to achieve growth is in research and development. To accomplish

this successfully, companies must not only be agile; they should also ensure proper communication across their teams at production units. Solution providers are providing these firms with powerful technology that can assure them of clear paths all the way from concept generation to final delivery. However, even after finished products hit the market shelves, factors such as waste management continue to linger around, and to eliminate these issues decision-makers at enterprises within this space must consider complete product lifecycles during their discussions. Since most of these professionals are often curbed for time having platforms that empower them with feedback on how to best manage their residual matter is imperative.

In this edition of Manufacturing Technology Insights, we present to you, our "Top 10 Electronics Manufacturing Solution Providers - 2019."



**Company:**  
tesa SE

**Description:**  
Offers self-adhesive products for electronic devices

**Key Person:**  
Marji Smith, Director  
Global Value Chain  
Management Electronics  
Nils Utesch, Marketing  
Director Electronics  
Carsten Meyer-Rackwitz,  
Corporate Vice President  
Electronics

**Website:**  
tesa.com



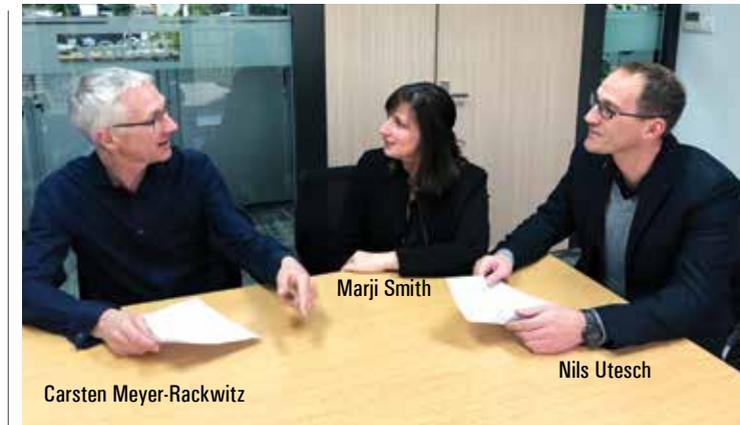
## tesa SE Bringing Cohesion to Electronics Manufacturing Processes

In the primarily complex and diversified electronics manufacturing industry, one crucial aspect of fabrication is often overlooked – the importance of adhesives that hold together intricate components of a device. Ranging from laptops to smartphones and wearables, the role of such binding agents becomes all the more critical with the diminishing form factor of electronic devices. Therefore, the manufacturing sector is on a constant quest to find vendors that could potentially fulfil this need for reliable adhesives in fabrication processes. One such vendor—tesa SE—offers technical adhesive tapes and ‘self-adhesive system solutions’, encompassing more than 7000 products within its portfolio for industrial use cases.

tesa—a Beiersdorf company—prides itself in having 125 years of experience in manufacturing adhesive tapes. It develops tapes for smartphones, tablets, notebooks, TVs, OLED components, displays, wearables, and other smart devices. However, the ingenuity of tesa lies in how it crafts products for varied manufacturing processes and industries. They equip clients with technological solutions that are designed specifically for the application or manufacturing environment, starting with in-house adhesive polymerization. “We can deliver customized adhesive products on demand for organizations around the globe, with a global production setup offering both, state-of-the-art technology as well as redundancy and thus supply security. Hence, our solutions have become crucial enablers of manufacturing processes for customers,” says Nils Utesch, Marketing Director Electronics, tesa.

The adhesive tapes delivered by the tesa last longer and are built to mitigate some of the most complex challenges of the industry. For instance, the tapes manufactured for smartphones are designed to absorb shock events, which help lessen the impact on a phone, improving the chances enabling the device’s survival during accidental drops. As such electronic device production demands smaller size adhesives, tesa has developed tapes that are only five micrometers thick, or one-tenth the size of a human hair. “Thinner tape designs providing more space and enable higher device functionality, for example, longer battery life; at the same time, they prevent the devices from breaking as well,” adds Utesch. These properties enhance the cohesion among various parts of a device while offering the structural rigidity for the smooth functioning of the equipment.

Such products and solutions form a bond that helps tesa build long-term relationships with its clientele. The company understands the needs and requirements of a client by carrying out one-on-one engagements; the synthesis of these discussions translates into finished products. “We listen to clients and ask them how we can



transform their business objectives into innovative offerings by materializing their goals using our expertise. We do a lot of testing to understand how our products perform in given circumstances,” says Marji Smith, Director Global Value Chain Management Electronics, tesa.

“**Thinner tape designs providing more space and enable higher device functionality, for example, longer battery life; at the same time, they prevent the devices from breaking as well**”

Testimony of these products is highlighted through a recent collaboration between tesa and its client, where the company helped in devising sustainability strategies with a minimized environmental footprint by designing tapes with organic compositions. Furthermore, by leveraging green energy in the manufacturing of these products, tesa was able to reduce the associated energy consumption drastically for the client. The adhesive specialist also developed tapes that are de-bondable on demand and thus enable device’s repairing and recycling during the manufacturing process as well as at their end-of-life use.

These collaborations are a part of tesa’s ongoing R&D in adopting newer technologies for adhesives, focusing on geographies such as the US, Germany, and different parts of Asia. “We continue to invest in larger R&D projects and modern production methodologies because we believe we can perform and deliver at the need of the hour,” concludes Carsten Meyer-Rackwitz, Corporate VP Electronics, tesa. **MTI**