



Streamliners

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Supply Chain Services CST—An alternative solution

Supply Chain Management (SCM) covers a broad range of topics, from transportation to negotiation to purchasing and inventory management. Quite often, a company will realize the need for purchasing support or transportation services support, but won't want to spend money on another employee, software, or equipment to cover those needs. Any organization has its own unique supply chain, ranging from a few suppliers of goods and services to an intricate network of manufacturers, distributors, and customers. A theoretical supply chain could extend from the raw material supplier of sand used in the manufacture of glass all the way to car dealerships that sell cars and trucks with their installed windshields. Each step or company along the way represents a link in this chain.

For high-tech product development, areas that tend to get overlooked are the process and regularity of communication between supplier and customer and component selection. When designing a printed circuit

board assembly, there can be a tendency to select components that are not yet released to the world, or to use obscure values of components that are not commonly stocked at the manufacturer or its distributors. Active cooperation and communication between purchasing and design engineering can facilitate the selection of standard components that are available from stock. Utilizing mass-produced components will help reduce the time needed for circuit board assembly, as well as help reduce material costs. The same communication between printed circuit designers and purchasing can help yield shorter cycle times and lower costs on the purchase of the circuit boards by keeping the board supplier informed of special material needs and a short-term forecast of upcoming business. With development schedules always shrinking and technological requirements increasing, the days of creating a design and then starting the purchasing cycle are long gone.




Core Source Supply Chain Communications and Tracking Guru

Any company, from a four-person startup to a 20,000 employee multi-national conglomerate, can find themselves needing additional resources to perform their supply chain functions. Utilizing a company like Core Source Technologies gives the customer an integrated product development support team that includes supply chain activities as mentioned above. When headcount restrictions don't allow the hiring of additional employees, and when requirements exceed available resources, an independent support team can be the best answer.

Special points of interest:

- Process and regular communications is often the missing link to reducing cycle times and lower costs
- New customized engineering lab environments to meet specific customer requirements
- Clients voice need for technical documentation
- Large companies reaping benefits of local outsourcing

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*Our New Location—
Cloverleaf Center Business Park*

“This move allows us to customize our engineering and lab environments to meet specific customer requirements.”

Core Source Expands

Core Source is on the move once again.

Due to the growing trend and greater understanding of local outsourcing, Core Source will be moving into a larger facility to meet company growth and foremost, customer needs. The new location keeps the company's roots in the Germantown, Maryland area and specifically, in the Cloverleaf Center Business Park.

“This move allows us to customize our engineering and lab environments to meet specific customer requirements. Core Source has always maintained a flexi-

ble working environment. This will take our customer commitment to the next level. The bottom line is this: it will help us produce a better product and meet all of our customer's expectations.” states Rod Bullard, President of Core Source Technologies.

Core Source will continue to co-locate with business partner Mantaro Networks. Mantaro's core business focus is product hardware and software development. “Mantaro is the perfect compliment to Core Source. We can truly offer full turn-key or partial solutions,” says Rod Bullard, “Data and knowledge-based information

is transferred with ease. It's as simple as a walk across the hall.”

Our new facilities, with over 10,000 square feet, will consist of offices for our engineers, designers, technicians, support staff, and management. We will have two large labs, with the ability to dedicate secured space to specific projects.

The move should be complete by March 1, 2005. Our new address will be 12910 Cloverleaf Center Drive, Germantown, Maryland 20874.

Technical Publications—Responding to Client Needs

Throughout the past year, there have been a number of occasions when clients have voiced the need for technical documentation. Having been a part of engineering support services for many years, we understand the vital role of technical documentation. Our new technical publications capability provides product, internal, and support documentation to meet this need. For client flexibility, we provide modular and comprehensive technical publication services.

Our product technical publication service responds to the clients' need for manuals, bulletins, and brochures. With the recent economic contraction, many companies have reduced or eliminated in-house technical

writers; have chosen not to include critical information in manuals; and have tasked engineers to write technical documentation in an effort to reduce overhead costs. This strategy has often resulted in serious customer dissatisfaction and high help desk costs. For new companies, they often do not realize that a manual is required to meet regulatory compliance standards. At Core Source, we recognize that technical publications are products too—they are technical information products and a component of the product that can either positively or negatively affect product sales and overhead costs.

Our internal technical publication service responds to internal requirements that

companies and agencies must respond to with the advent of 9/11 and government regulations. We have experience working with IT staff in developing IT contingency and disaster recovery plans in case of a natural or man-made disaster. We leverage those same mapping skills used for IT contingency plans to respond to government regulations. For example, the Sarbanes Oxley (SOX) Act, a Security and Exchange Commission Act to protect the public from fraudulent accounting practices. We map accounting processes, and identify and document controls and practices to comply with government regulations.

(continued on page 3)



*Technical Information
Electronic Output*

From the President's Desk

Opportunities and Benefits of Local Outsourcing

Outsourcing, in general, has taken some hard hits in the last two years. It has been associated with downsizing, re-staffing, and many more evolutionary changes in business. The fact is, there are many different types of outsourcing being used in today's market—some successful, some not so successful.

Most outsourcing has been implemented to meet extreme pricing challenges and competition. Companies have moved in this direction to shave the overhead structure and associated costs. Some have been successful, but others have realized high startup and maintenance costs behind this sort of endeavor. Let's face it, outsourcing can be an expensive shift in business philosophy, and if not implemented correctly, it can be disastrous to an already struggling project, program, or company.

On the other hand, successful outsourcing stories typically start small, at a manageable level, and partner with a seasoned outsourcing company or engineering service provider. This approach allows companies

to do several things. First, it allows them to closely manage the outsourcing process and associated budget. Second, it reduces the high cost of management and ramp up time. In fact, Core Source is seeing a growing trend in *local* outsourcing. Small- to mid-size companies who have embraced this type of outsourcing, or "extra-sourcing" to quote a friend, are obtaining significant savings similar to those obtained by successful large companies with their sites off shore.

Core Source has also noticed that it is not just the smaller companies implementing local outsourcing. We are seeing larger companies taking advantage of this approach as well. Rather than responding to upswings in an industry by rehiring or setting up overseas, many companies are keeping their expenses in check by using a local outsource strategy. These companies have found that they can quickly transition non-core, knowledge-based tasks locally, without the expense and complications of setting

up overseas or the time and expense to staff and burden a project.

Whether it is used as a stepping stone to a larger outsourcing strategy or as a long term local relationship, local outsourcing has its benefits and seems to be growing as an alternative solution.

In light of these trends, Core Source has made changes. Core Source has established a strategic partnership with Mantaro Networks to offer a much more comprehensive solution set to our customers. Mantaro is a hardware and software development company. By teaming with Mantaro, we are able to offer true full turn-key product development solutions—a one-stop shop with incredible flexibility.

Local outsourcing has extensive benefits for the small- and large-scale company, and we believe the trend will continue to grow as new and established companies realize the potential.



From the President's Desk

"Successful outsourcing stories typically start small, at a manageable level, and partner with a seasoned outsourcing company or engineering service provider"

Technical Publications (continued)

Our support technical publication service provides a wide spectrum of services from editing a single document to establishing a complete technical publication strategy. Our support function can establish style guides, templates, document data structures, and quality control

standards. A comprehensive strategy or an aspect of this strategy can implement the latest document development efficiencies that enable companies to streamline information development, establish a quality standard, and reduce overhead costs.

Our vast experience in

engineering services and specifically, our experience in technical publications is why companies are turning to Core Source. Our mission is to provide world-class engineering services, that's why adding technical publications is a natural, logical step in supporting our clients.

"Technical information products are a component of the product that can either positively or negatively affect product sales and overhead costs."



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We're on the web:
www.coresourcetech.com

Accelerating Product Development



*Our New Location—
Cloverleaf Center Business Park*

“Our goal with Streamliners is to inform, educate, and discuss relevant topics.”

Newsletter with Purpose

I would like to take this opportunity to introduce you to Core Source Technologies, in this, the first edition of our company newsletter.

Our goal with *Streamliners* is to inform, educate, and discuss relevant topics in our industry for our clients, their customers, and Core Source personnel. Core Source offers a broad range of engineering services, which gives us plenty to write about:

- mechanical engineering
- modeling
- packaging
- printed circuit board layout
- regulatory compliance and

testing

- supply chain management
- technical publications

In addition, our partnership with hardware and software developer Mantaro Networks, as well as with other manufacturers and fabricators, allows us to offer full turn-key or partial engineering solutions to meet your specific needs in a timely, cost-effective manner.

We are very pleased with our growth and accomplishments over the past year—and even more excited about our planned projects for the 2005 calendar year. We will be moving to our new facility with custom labs and

additional office space, expanding our talented staff, and completing some of our current large-scale engineering contracts.

To immediately learn more, please feel free to contact me or visit our website at www.coresourcetech.com where you will be able to view our capabilities, tools and resources, skill sets, clients and partners, and download valuable information.

Warmest Regards,

Paul Hammond
Sr. Manager,
Sales & Marketing