EIT® LLC, provides Electronic Manufacturing, Engineering & Support Services. Founded in 1977, EIT is headquartered in Sterling, Virginia with additional production facilities in Danville, Virginia and Salem, New Hampshire. We specialize in medium to high technology assemblies in low (1) to medium (250,000) annual production quantities. EIT supports prototype builds in all areas of our business and our on-shoring solutions are competitive with low cost regions at total landed cost levels. EIT manufactures, engineers and provides support for products in the medical, instrumentation, communication, industrial control, security, aerospace and defense markets.

**Resources**

EIT has five facilities totaling 220,000 ft² and over 250 staff members working multiple shifts. EIT has the resources and capacity to quickly respond to your manufacturing needs. Our manufacturing locations are conveniently located and easily accessible from the Carolinas to New England. EIT’s multiple facilities provide back-up and disaster recovery capabilities.

**Quality Management System, ITAR & Workmanship Standards**

- All EIT facilities are ISO 9001, ISO 13485 (medical) & ITAR registered
- EIT’s Sterling and Salem facilities are AS9100 (aerospace) registered
- EIT work is performed to IPC workmanship standards; IPC 610 for electronic assemblies and IPC 620 for cable & wire harness assemblies
EIT EMS & Assembly Services

EIT’s core business is providing contract Electronic Manufacturing Services (EMS) for medium to high technology printed circuit board assemblies (PCBA). Our services include PCBA level through complete system level builds with order fulfillment and depot repair services. Our electronics manufacturing team is supported by strong test, engineering, quality and purchasing teams. Customers are assigned a Project Manager who coordinates all services within EIT. While the majority of our work is turn-key with EIT purchasing materials, we can also work with customer supplied (all or partial) materials, especially on prototype builds. EIT supports quick turn prototype (1+ quantity) production in all EIT manufacturing areas.

### Electronic Manufacturing Services (EMS)

EIT has SMT lines located in each of our three geographic regions to support both production and prototype builds. EIT utilizes Siemens-Siploce, Universal and Mydata SMT equipment. EIT has the ability to run RoHS compliant and leaded assemblies to support customer needs.

**EIT EMS Resources Support:**
- Rigid, rigid-flex & flex substrates
- Passives to 0201 & 01005
- NPI & Quick turn prototype builds are available with 3+ day turns
- BGA/µBGA including in house 3D & 2D X-ray & BGA rework
- Automated THT, slide lines, wave & selective solder
- AOI, ICT, boundary scan, wave & functional test
- DFM & DFT feedback

### Assembly Services

Assembly (box-build) services are also available in all three geographic regions. Higher technology products best fit in our Sterling or Salem locations while assemblies that are mid-low technology, have complex wire harness & cable requirements or are mechanical only assemblies fit best in Danville. Contact us to discuss your needs.

**EIT Assembly Resources Support:**
- Sub, Product & System level assembly services of electromechanical, electro-optical and mechanical products
- Prototype and production builds
- Ability to generate, document and control assembly instructions
- Functional, final, environmental & burn-in testing, software loading & product configuration
- Logistics including warehousing, direct order fulfillment, depot repair & packaging

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*Top to Bottom: SMT Line, ICT Test, Selective Solder & Assembly Area*
EIT Engineering & Support Services

EIT was founded on the philosophy that having a strong engineering team to support our manufacturing would benefit our customers. The idea, that some considered revolutionary in 1977, continues to guide us today. As we have evolved, we have added prototype and additional manufacturing services to support our customer requirements.

Engineering Services

The primary focus of EIT’s Engineering team is to support the manufacturing, test and design needs of our customers. The EIT team has an experienced group of engineers that offers real world, practical solutions for customers. EIT’s electronics team has experience with analog, digital, microprocessor, FPGA, DSP and optoelectronic designs for a wide variety of applications. Please contact EIT to discuss your needs. We provide:

- Circuit Design and PCB Layout
- Performance and Reliability Enhancement
- Mechanical Design Services
- Cost Reduction and Obsolescence Resolution
- Evaluation, Transition and Design for RoHS
- Guidance on Regulatory/Agency Approvals (UL, CE)
- Evaluation & Design for Manufacturability (DFM) and Testability (DFT)
- Design of Test Fixtures, Programs and Solutions for Manufacturing
- Generation & Delivery of Product Documentation

Support Services

EIT’s Support Services include cable & wire harness, machining & sheet metal and conformal coating services.

ECM: EIT Cable Manufacturing

- Specialty cable & wire harness assembly based in Danville
- Typical products include discrete wire assemblies for industrial & medical devices, complex multi-conductor cables with military/cylindrical connectors and integration of cable & wire harness assemblies to mechanical & PCBA assemblies
- Cable types include coaxial, D-Sub, hook-up wire, modular plug & patch, multi-conductor, circular and ribbon
- Prototype to production quantities-EIT has the ability to engineer and create documentation for cables & wire harnesses

EPM: EIT Precision Machining & Sheet Metal Services

- Machining, sheet metal & welding operations based in Danville
- Resources include vertical mills, lathes, press brakes, punch inserter and coordinate measuring systems
- Prototype to production quantities, supported by mechanical engineering resources

ECC: EIT Conformal Coating

- Automated and manual conformal coating of electronic assemblies
- Nordson AYSMTEK Select Coat system

Examples of EIT Engineering Work

Top to Bottom: EIT Cables & Wire Harnesses, Machined Products & Equipment, Conformal Coating System
EIT is a partner that offers:
- Almost four decades of real world EMS experience building and supporting medium to high technology assemblies
- Personal service, financial stability, available capacity and the ability to support your growth
- Multiple manufacturing facilities located from Southside Virginia to New England
- A strong engineering team for support from the prototype stage through the entire life cycle of the product
- Assembly services, order fulfillment and repair depot programs
- Support services including machining & sheet metal, cables & wire harness and conformal coating

For more information on EIT and our manufacturing, engineering and support services, or to discuss your needs please contact us:

Web: www.eit.com ● Email: sales@eit.com ● Phone: 703-478-0700