



Electronic  
components

**Finally**  
see through  
electronic in  
detail.

## Topic: Electronic components and Obsolescence in practice

Would you like a **comprehensive overview** of the development and production of **electronic assemblies and systems**? Would you like to know more about the **peculiarities** of electronics in **after-sales** and **Obsolescence Management**?

This one-day in-house workshop will help you and your colleagues to get an **overview** and offers you a **best possible „Return on Invest“** due to **savings** and **Sales potentials** with reference to the concrete challenges in the daily business of the participants.

### You receive:

- **savings potentials** and **technical arguments** for Customer discussions in purchasing and sales
- a consistent overview of the **development** and **production** from the idea through the finished product to the end of the product life cycle
- **savings** and **sales arguments**, developed on the basis of **concrete projects** from the ranks of participants
- the possibility to apply findings directly in many **practical case studies** and **workshops**.

## In-House Workshop

### ● Date:

**individual arrangement**

### ● Course Schedule:

09:00 am up 05:00 pm

### ● Cost:

Price per workshop: **€ 2,990,-** plus VAT  
incl. conference documents

### ● Information and Registration:

For appointment requests and further information, please email **info@am-sys.com**.

### ● Venue:

The workshop can be held on your premises or in a conference hotel in Munich.

### ● Workshop content based on Industry standards/ norms:

- **Basis Seminar:** commercial conclusion required
- **Experten Seminar:** technical bachelor required
- **Executive Seminar:** for managing directors, Investors, board members, board members, associate
- **Executive Coaching:** individual Coaching of one or more persons; Highest Return-on-Invest, since Solutions for concrete goals worked out turn
- **Individual Seminar:** for smaller Group size and homogeneous level of knowledge



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## Contents:

The following modules are based individually on your situation and a mixture or supplementation of the contents is possible with indication of the wish when booking:

### Modul 1: Components

- Getting to know and distinguishing important passive and active components as well as mechanical components

### Modul 2: Production of a flat module

- Insight into the production of printed circuit boards
- Everything about the assembly of flat modules, like paste printing or reflow soldering for SMD components and wave soldering or selective soldering for THT components
- Special processes such as gluing, coating / Lacquering and potting Mold

### Modul 3: Testing a flat module

- Insights into optical inspection (AOI)
- Test methods of electrical testing, such as for example the Flying Probe Test, In Circuit Test, Boundary Scan Test

### Modul 4: Assembly to system components / finished devices

- Process for metal and plastic parts, optical elements and displays

### Modul 5: Electronics - technical requirements

- Requirements in production facilities (equipment, technical standards and guidelines, quality management, quality assurance)
- Requirements for product development, prototypes and pilot series, series production

### Modul 6: Calculation of a flat module / system component

- Understanding of one-time costs, serial costs of production and material costs

### Modul 7: Live calculation examples

## Method:

Short trainer impulses, exercises, individual and group work, Discussion and exchange of experiences, storytelling, lively practical examples

## Trainer:

Speaker with continuous professional experience in the different stages of the supply chain in the electronics industry. Industry; currently Director New Business Development and Global Application Engineering

## Appointment request and further information:

>>> [info@am-sys.com](mailto:info@am-sys.com)

### In-House Workshop: Electronic components and Obsolescence in practice

Company

Name of contact

First name

Position

Street, Number, PO Box

Post code / City

Phone

Mobile

Email

Preferred date

Invoice address, if different

Date and Signature

### Book online at:

[www.am-sys.com/en/seminare](http://www.am-sys.com/en/seminare)



Or simply scan the QR code and register online directly.

You will receive a confirmation and the invoice upon receipt.