



ROHS COMPLIANCE IN SIX WEEKS

ComplianceXL enables leading telecommunications equipment manufacturer achieve RoHS compliance in 6 weeks.

About the Client

The Client is a leading manufacturer of hardware products and software platforms that enable wireless infrastructure solutions for Telecommunication, Aerospace and Defense applications.

The Client designs and develops world class equipment that delivers high speed communication for large telecommunication providers across the globe. Its major focus areas include Broadband home networking, Transport and termination & Complete conferencing services - including voice, video and IP data conferencing.



Business Need

The Client's established European markets turned challenging once the RoHS directive was made mandatory by the European Union. The customers in the European market began to demand for compliance declarations and supporting data, as part of the Product Declaration Statement.

Additionally the Client's manufacturing and engineering teams needed PCB manufacturing process information for all board level components to ensure compatibility with a lead free soldering process.

Despite having flexibility in the internal systems, the Client's attempts at completing the data collection and verification process went futile. The following issues made the compliance effort difficult at the Client's end:

- Manufacturers lacked the required information
- Suppliers were difficult to contact and extract information from
- Information was shared with the client as per the vendors' format
- Client's sources had other priorities due to which the data collection progress was extremely slow



Based on an evaluation of overall effort required, the Client assessed that it would take their internal resources no less than nine months to complete the data collection work. By then the RoHS deadline would have been missed and their sales in the European market would have deteriorated massively.

The solution available was to let the compliance task be taken over by specialists who could assure on time completion of the compliance process.

Why ComplianceXL?

The task required experienced component engineers and compliance experts who could scan through every item on the Client's Bills of Material (BOMs), analyze the components that required detailed information from the manufacturers/suppliers to comply with the RoHS directive, procure the Certificate of Compliance (CoC) and complete the documentation within the stipulated time frame.

The Client required an experienced compliance solutions company that could cover their supply base of over 300 manufacturers located across the world. The Client also needed a skilled team of component engineers who could complete the project in 8 weeks.



After a rigorous evaluation process the Client chose ComplianceXL to be its trusted compliance service provider. The below mentioned competencies helped ComplianceXL leverage the need gap for the Client:

- Experience in compliance services for over a decade
- Wide coverage of components
- Core competence in component engineering and RoHS compliance
- Ability to meet the deadline
- Lower costs of data collection
- Customized reporting systems
- Compatibility of data deliverable with Clients Agile PLM system
- Assurance of data validity

Solution

At the start of the project ComplianceXL was provided with the Client's Bills of Materials (BOM). The component engineering team at ComplianceXL analyzed each BOM and identified the compliance status of each part, along with complete homogeneous material information. Each part was also reviewed for process compatibility with non-leaded manufacturing. All compliance parameters were captured and validated through a comprehensive data collection process and a series of logic checks. In cases where the information could not be sourced from manufacturer's website ComplianceXL contacted the manufacturer via phone and e-mail to source the required RoHS related information.

For the non-compliant parts, substitute compliant parts were identified, which were 'Form-Fit-Function' equivalent, which ensured there was no threat to product continuity.

A dedicated ComplianceXL program manager was assigned to the Client from the start to the end of the project. The program manager monitored the project progress, set priorities, flagged abnormalities and provided regular updates to the Client. Enabling continuous and transparent communication between ComplianceXL and the Client, was one of the core responsibilities of the program manager. This further helped ComplianceXL strengthen its process efficiency.



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