

# COMPANY BACKGROUNDER.



## ABOUT

RelianceCM specializes in contract manufacturing for startups, emerging businesses and pioneering OEMs. RelianceCM provides complete engineering, manufacturing and fulfillment solutions tailored to the demands of the high tech, consumer product, transportation, medical, industrial product and cleantech industries. Since 1988, RelianceCM has been providing highly customized solutions with its flexible assembly and testing processes, allowing its customers a smooth transition from initial concept to volume production. This scalable approach lets RelianceCM draw from its many partnerships with various engineers and fabricators in order to match their customers' ever-changing needs.

## MARKET

The U.S. manufacturing sector produces \$1.7 trillion of value each year, 11.7% of U.S. GDP, according to the National Association of Manufacturers. It may be surprising, but the U.S. remains the world's largest manufacturing economy, producing 21% of global manufactured products; China is second at 15% and Japan is third at 12%.

According to a report published by BCC Research in August 2012, the global market for electronics contract manufacturing (ECM) is projected to reach \$435 billion in 2013 and \$670 billion in 2018, a five-year compound annual growth rate (CAGR) of 9% from 2013-2018. The consumer and industrial segment is projected to total \$128 billion in 2012 and \$132 billion in 2013. This segment is expected to reach nearly \$203 billion in 2018, a CAGR of 8.9%.

## INDUSTRIES & CAPABILITIES

RelianceCM specializes in turnkey engineering, assembly and support services for startups, emerging businesses and pioneering OEMs across the high tech, consumer products, transportation, medical, industrial products and cleantech industries.

### Engineering

RelianceCM can work independently or collaborate with external engineers to design products poised for success today and tomorrow. RelianceCM anticipates possible manufacturing, procurement and delivery issues to provide its clients' products with the highest probability of long-term success.

### Production

From low to high volume projects, RelianceCM's assembly, testing and inventory management is highly scalable. RelianceCM's assembly structure can be easily adapted to meet requirements in both prototyping and production, resulting in custom support for evolving product changes.

### Support

Supplier negotiations go beyond securing a favorable unit price to include custom delivery schedules and payment terms, often resulting in significant cost savings. RelianceCM works to pinpoint long lead-times or obsolete parts and quickly suggest possible alternatives. Constant collaboration keeps RelianceCM's efforts streamlined and their customers' projects on track.

## FUNDING

RelianceCM is privately held and financed. RelianceCM plans to review and determine its future efforts to seek outside investment upon the SEC releasing its guidelines and rules regarding crowdfunding.

## CERTIFICATIONS

- ISO9001 certified
- Assemblies built to IPC-610 standards
- RoHS compliant
- On staff IPC certified trainer

## RELIANCECM TEAM

Comprised of engineers, academics, thought leaders and entrepreneurial spirits, the combined skill set of the RelianceCM team is as diverse as its clientele.

### **Scott R. Schroeder – President**

Scott has more than 20 years of manufacturing experience and is responsible for the day-to-day operations of RelianceCM, as well as the communication and implementation of the company's vision, mission and overall strategic plan. Prior to RelianceCM, Scott held various vice president roles at Roseburg Forest Products, Stimson Lumber Company and Miller Redwood, with an emphasis in executive leadership, operations and product development.

### **David Schroeder – Business Development**

As business development manager, David is tasked with overseeing the overall growth plan for RelianceCM and developing and executing strategies to expand the RelianceCM customer base. Beyond identifying potential new markets and opportunities, David works closely with the sales, engineering and operations teams at RelianceCM to be sure that the company is on target with its goals. Previous to his role with RelianceCM, David served as marketing and sales associate for Traeger Timer located in Corvallis.

### **Patty Baker – Relationship Manager**

Patty brings her project management expertise and strategic thinking to help deliver custom solutions to customers, both on schedule and on budget. Patty has more than a decade of experience in relationship management and is highly skilled in identifying each customer's specific needs and helping to develop an overall product strategy for each new project. Prior to her role at RelianceCM, Patty worked with Automation Tooling Systems and The Corvallis Clinic.

### **Matthew Bierek – Controller**

Matthew has been with RelianceCM for nine years, serving as controller, managing all aspects of the company's finances. From preparing financial statements and budget reports to forecasts and cost analysis reports, Matthew is an integral part of the RelianceCM team, ensuring the company remains on target in its plans for growth. Previous to RelianceCM, Matthew served in the U.S. Air Force and also worked in the forest products industry.

### **Ron VanOrden – Director of Operations**

Ron has more than 25 years of hands-on experience in tech-sector manufacturing and support services. As director of operations for RelianceCM, Ron has spent the past seven years using his expertise in product development and improvement, lean manufacturing, and production planning, as well as inventory control and supply chain management to take RelianceCM's operations to the next level. His previous roles include heading entrepreneurial startups and working with international manufacturers, MRL Industries and Precision Flow Devices.

## CONTACT

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