



EXPERTS IN EMI SHIELDING SOLUTIONS

CUSTOMER

Global communications manufacturer, enterprise mobility business

PART

Label, insulator, and EMI shield on scanner engines

MATERIAL

Polyester, copper, PET, adhesives

MARIAN ADVANTAGE

Ability to repeatedly produce tough parts with tight tolerances, quick response time, willingness to take on difficult projects.

CHALLENGE

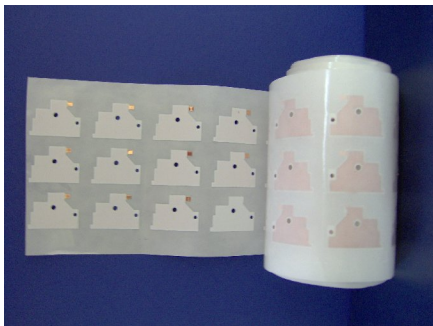
This customer produces scanner engines for both hand-held and embedded scanners. When the engines emit a scan, they generate lots of electromagnetic interference (EMI), so not only is shielding important but so is insulation, grounding, and arc prevention. As a result, the parts require complex geometries, including a recess of the shield from the insulators. The parts were so hard to produce that the customer's previous supplier threw in the towel. The customer needed a supplier who could immediately take over these difficult parts and produce them at a very high volume.

SOLUTION

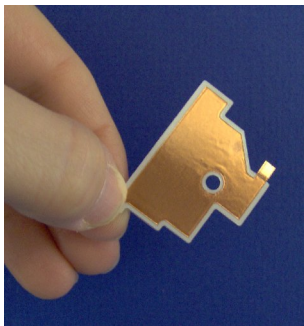
Marian worked closely with our suppliers to get the materials and tooling turned around quickly. The customer's quality manager was pleased with Marian's ability to develop the custom-layered parts and produce repeatable results with tight tolerances. Marian saved the customer's production line from going down.

CUSTOMER BENEFITS

- ◆ **Problem-solving capabilities.** The parts have as many as 7 unique layers, and some parts have a printed serial number as well. Synchronizing so many layers was difficult, but Marian found a way.
- ◆ **Accuracy and repeatability.** Marian was able to produce the intricate all-in-one scanner engine label, insulator, and EMI shield within tight tolerances.
- ◆ **Speed.** Marian saved the customer's production line from going down by producing parts quickly.



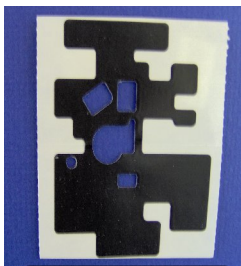
Roll of hand-held scanner parts



Close-up of multiple layers



Hand-held scanners



Die-cut part for embedded scanner



Embedded scanners



Flexible solutions...
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