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Happy birthday NSE

Our German Site

Repair of Electronic Boards

COMPUTEX Salon

Diversifying our customer



Hello,

Our second NSE e-letter will tell you about :

- ▶ The continuing development of our company in Germany,
- ▶ Our marketing action and our COMPUTEX Salon in Taiwan,
- ▶ Technical status about « Repair Board »
- ▶ And finally our anniversary : on the 4 October 2003, NSE will celebrate its 20th birthday, you are of course invited. (Contact : **Françoise BALMELLE**)

Our market evolves, our customers needs too, NSE Services adapts.

Today we have an European Global Offer with specific points according to territorialities :

- ▶ A northern European organisation including logistics, tests, repair, with NSE Services in Frankfurt (Germany) and NSE Hungaria in Budapest (Hungary)
- ▶ And more specifically in the southern European region, with NSE Services Vichy for logistics, call center and repair, Evry for cash dispenser technology and electronic banking, and our Grenoble site, specialized in repair board, LCD, plasma and UPS.

This geographical organisation based on skills allows us to offer to customers the best lowest prices with a service level that progresses constantly.

Today, most of computing and electronic products are made in Taiwan and China. We would like to build partnership with the manufacturers who need companies such as NSE to spread their support services throughout Europe.

Next edition – end of December 2003.

Enjoy reading this E letter

Kind regards

PLEDGE OF QUALITY

NSE Services sites are certified to ISO 9001 standards :

- ▶ *NSE Services Vichy and Evry by l'AFAQ under reference **QUAL/2003/19690** for the repair and the services activities*
- ▶ *G2S Grenoble by LRQA under the reference **9912354***

Dear Customers,
Let's celebrate this anniversary together the 4th October in Vichy.

Schedule :

- ▶ **14 h to 17 h** free time or golf contest (9 holes in the magnificent Golf of Vichy),
- ▶ **17 h** awards ceremony,
- ▶ **17 h 30** Anniversary ceremony with our customers, shareholders, NSE employees and political & industrial VIP,
- ▶ **18 h 30 to 19 h 30** Cocktail,
- ▶ **20 h 30** Evening at the Opera of Vichy « hip-hop » dance show.

Put down your name quickly if you haven't already !

Contact : Françoise BALMELLE – Email : fbalmelle@nse-groupe.com



GROSSOSTHEIM building

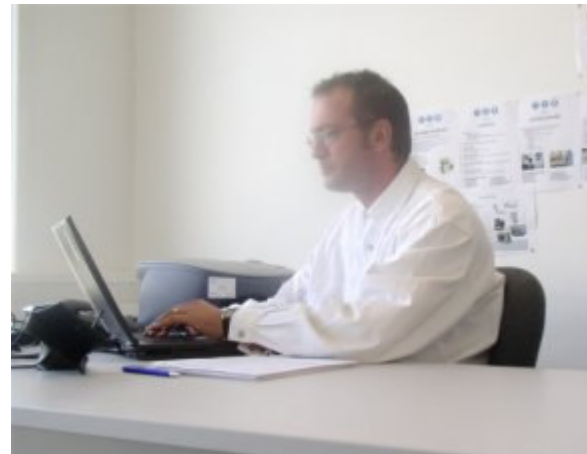
NSE Services is located in **GROSSOSTHEIM** near **Frankfurt** since **July 2003**.

Thorsten SCHNEIDER is the local manager, commercial engineer for Germany, Scandinavia, and Central Europe.

We benefit from a privileged and secured logistical environment, linked to the motorway network in the heart of Europe.

Our strategy is to make Germany a central point for testing, exchanges and logistics and to send to NSE Hungaria all products or sub-assemblies in need of repair.

Your contact : Thorsten SCHNEIDER – Email : tschneider@nse-groupe.com



Thorsten SCHNEIDER in his office

▲ IS THE REPAIR OF ELECTRONIC BOARDS STILL ACCURATE?



OB 2



SMT with re-ball

In the majority of the cases, yes.

The site of G2S, presents a lot of specificities in many fields which go well beyond the simple profitability of a labor cost, even if we must take as a constraint, the ratio cost of a repaired board and cost of a new one.

- ▶ a recognized technical competence and versatility of our personnel acquired since many years on various technologies,
- ▶ a reactivity with our customers needs in particular with a modular production area able to be operational under 48 hours,
- ▶ a specialized engineering capacity which enables us to as well treat the specific unit of a development and research department than large series of several thousands of unit per month,
- ▶ powerful and well adapted equipments to optimized operational repair times (Rework Laser Machine for SMT components , Signal Analyzer...),
- ▶ a dynamic technological survey which enables us to stay at the top with the new technologies as well regarding components than regarding rework and diagnostic method. (we use to work with engineering and design departments on prototypes which are the products of tomorrow),
- ▶ a tested international purchasing capacity for components and subassemblies,
- ▶ a perpetual research in material cost savings ; as an example, we invested in equipment of die-ball/re-ball for BGA and μ BGA components. Beyond being able to offer a global solution on the BGA replacement, including the x-rays analysis if needed, that generates large material cost savings,
- ▶ a flexible quality follow-up which allows our customers to make decisions on their support strategy and/or to have returns to their manufacturing process and the quality of the used components.

All these specificities fall under a global support offer within NSE group which makes it possible to gain in TAT, stock levels, logistics cost, cost of management (only 1 supplier to manage)... in a few words saving money for the benefit of our customers.

Your contact : Christophe Durand – Email : cdurand@nse-groupe.com

▲ VISIT OF THE COMPUTEX SALON IN TAIPEI

NSE will be going to Taiwan for the Computex salon which will be held from 22 to 26 September.

We wish to meet OEM and ODM for notebooks, PCs and peripherals, as well as manufacturers of LCD panels and PDP, (we explained our skills in this domain in our last e-letter).

At the same time, NSE is working on a permanent presence in Asia, which should be operational in 2004.

Contact : Christian BLONDEL – Email : cblondel@nse-groupe.com

▲ DIVERSIFYING OUR CUSTOMERS

NSE is continuing its policy of diversifying customers, especially in the professional and in electronics for the general public.

Our various services, offering centralised solutions have been retained by several manufacturers, especially for PDP, LCD TV and video projectors.

At the same time, NSE intends to increase its presence on the market for notebooks and joy books.

More details in our next e-letter.

Contact : Christian BLONDEL – Email : cblondel@nse-groupe.com

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