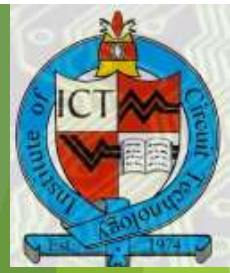
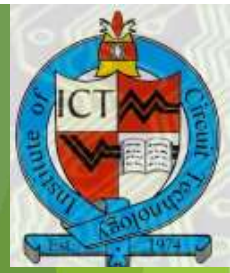
Steve Driver

What`s the plan

An ICT first



Thanks Neil & Andrew



My road trip in 2024

Great achievement but why was it relevant to the ICT and more importantly our businesses

These expeditions could not be achieved with an idea and then a plan

Your ICT

Institute of Circuit Technology

Use it !!

Network

Cross sell

Explore and test your ideas

Promote your products and services

Take risks…you are in good company

WHAT'S YOUR PLAN

Plan for what

- Tonight
- Next week
- Christmas
- Next year
- Q1
- Tomorrow
- Downsize
- Diversify
- Friday
- Dinner
- Weekend
- Sales
- Production
- Finance
- Industry
- Retirement
- Cut costs
- Recruit
- Exhibit
- Tech

electronica

World's leading trade fair and conference for electronics
November 12–15, 2024 I Trade Fair Center Messe München

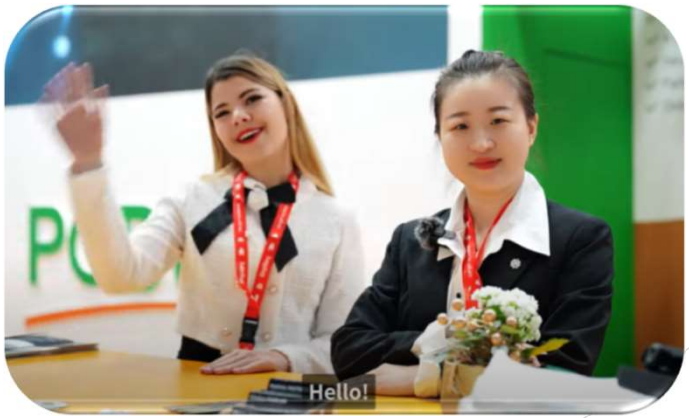
China

Chinese people selling…

They engage with a smile and ask if you are interested in their product

PCBWay

PCBWay × electronica
PCBWay at Electronica 2022
Trade Fair Center Messe München
Hall B1.156
November 15-18, 2022


Hello!

EURO CIRCUITS

Who came away with something new

What are the trends in PCB manufacturing

Automation and robotics are two more major forces that will lead PCB manufacturing into the future. They are paving the way for more scalable, efficient, and precise production processes, while redefining the standards of quality within the industry

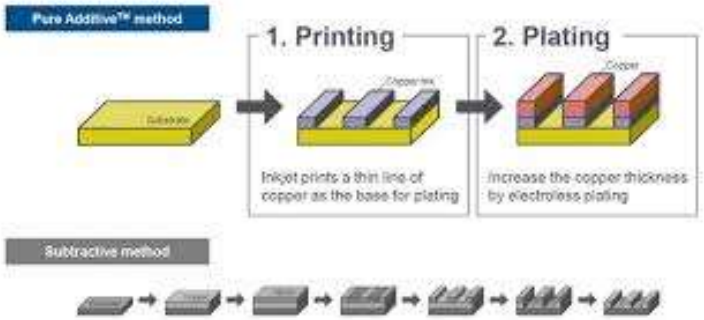
Can AI help PCB manufacturers?

PCB manufacturing can become faster and thus create high-quality products with reduced lead times.

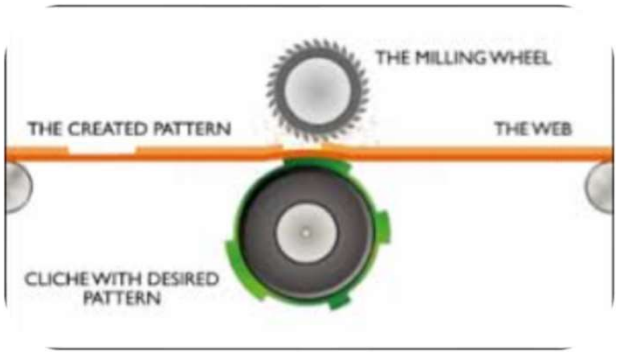
PCB manufacturers can use AI to collect data from various sensors. To check production efficiency and cost while maintaining quality.

Machine Learning (ML) software analyses the gathered data this can be used to improve yields

Elephantech

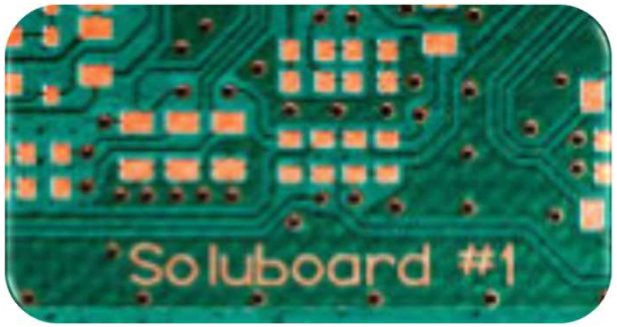


DP Patterning
New Generation



JIVA

SPCB ®



Now with PTH technology

RPCB®

liloTree

TAIYO AMERICA / liloTree

Focus groups to discuss trends

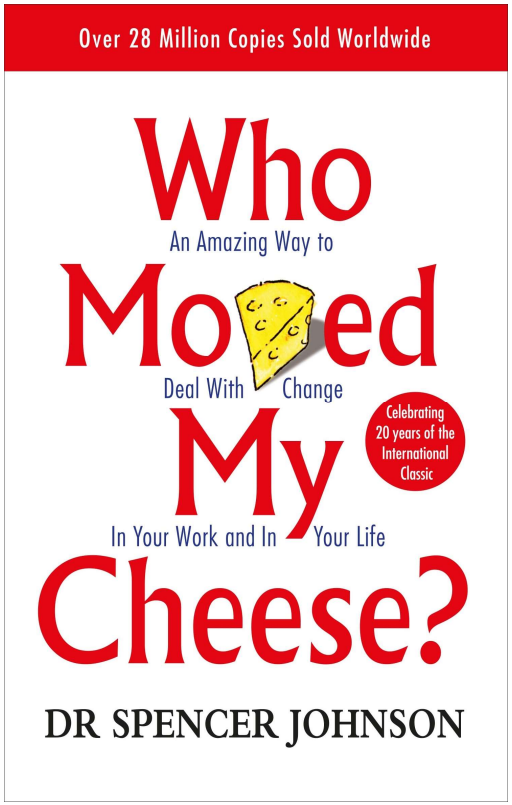
BotFactory

Accelerate Your Research and Engineering

Grow your capabilities with the BotFactory SV2, an all-in-one desktop PCB factory.

The BotFactory SV2 integrates PCB printing, Paste Extrusion and automated Picking and Placing to allow fast and convenient in-house PCB manufacturing

It`s tough out there and going to get tougher



Company closures

Stevenage

Express

Faraday

Trackwise

Lyncolec

There will be further announcement's and there were others in Europe.

Sadly, when companies close there is always some stigma and bad feeling, but nothing is forever, these companies made a huge contribution to our industry and rather than put them in the hall of shame, we should put them in the hall of fame.

These companies ran for 30-50 years each, through hard times and huge technology shifts, creating opportunities, wealth, skills and other businesses along the way. Probably all of us in this room have benefitted in some way from all or some of them.

Now move on and find new business and new technologies

So where are the new opportunities

Stay with PCBs

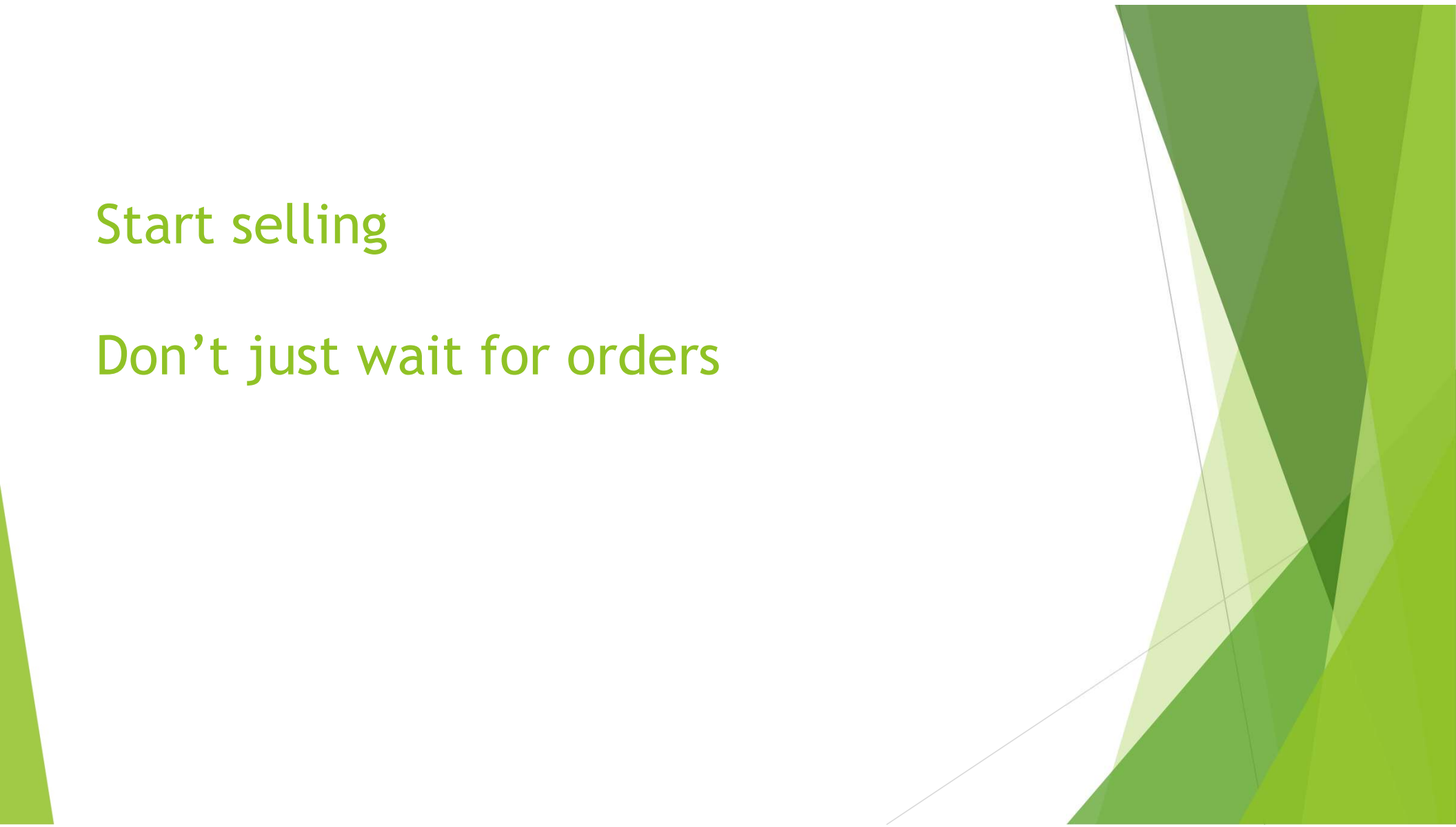
- Electricfication
- Ai
- Hi speed digital
- Wearable tech
- Computing
- Robotics
- Printed electronics
- Additive manufacturing
- Clean tech
- Waste reducing tech
- Introduce Ai learning

Explore cross selling

- Cables
- Metal parts
- Assemblies
- 3D printed parts
- Equipment
- Software
- Design
- Disruptive tech
- Green services (take back)
- Knowledge

Start selling

Don’t just wait for orders



Be curious

In my opinion there are still lots of very exciting projects out there that need our talent and our product

Ask questions

Ask about your customers roadmap

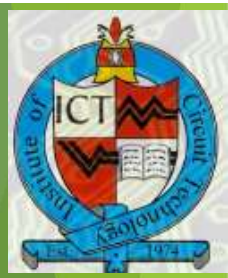
Ask is there anything you can help with

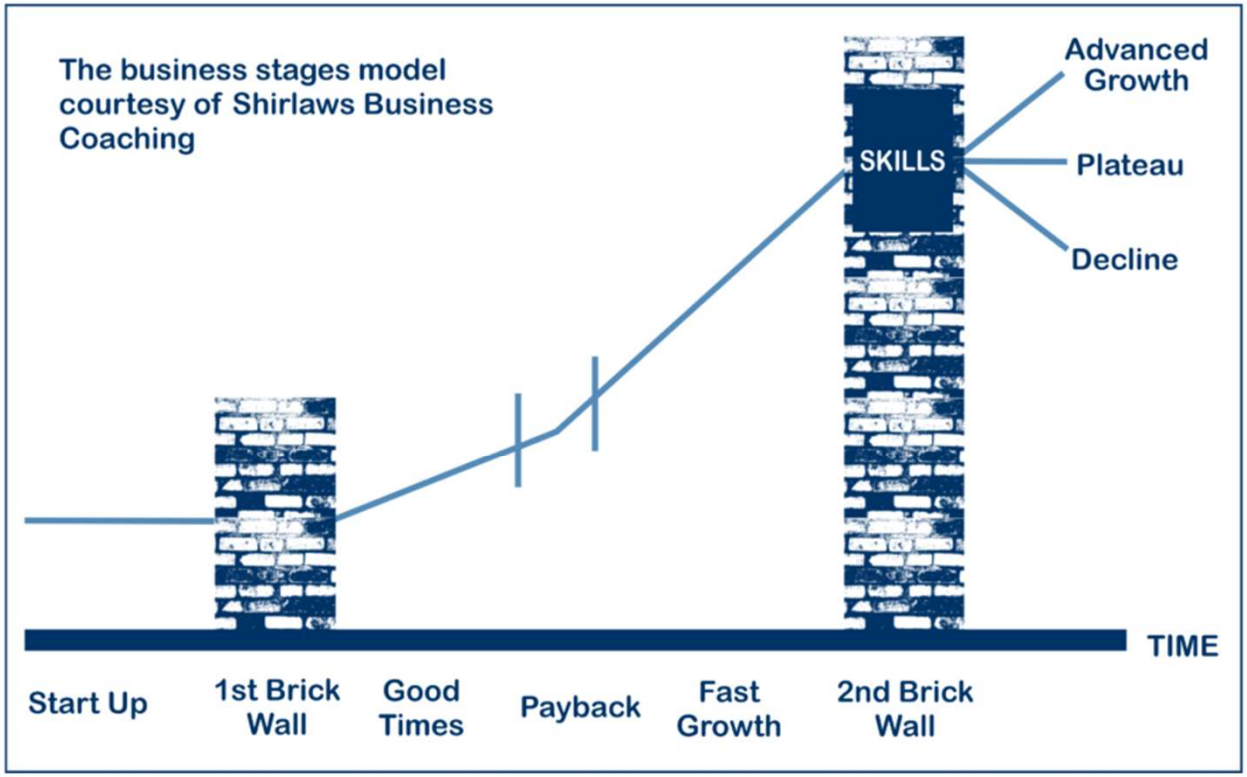
People love to tell you about themselves and their new ideas

Remember, you may already an approved vender…you are in door don't lose the opportunity just because they don't want what you have today!!

Nowhere to park

You may need to look outside of your comfort zone

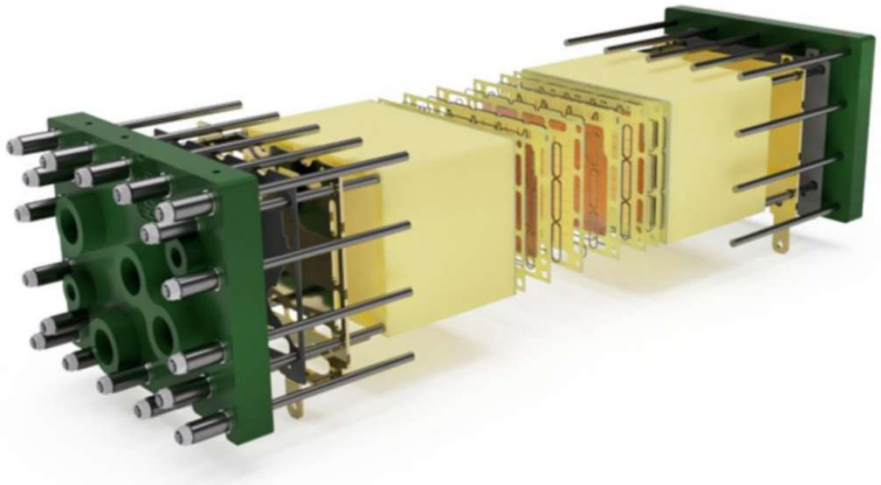



The business stages model courtesy of Shirlaws Business Coaching
SKILLS
Advanced Growth
Plateau
Decline
TIME
Start Up
1st Brick Wall
Good Times
Payback
Fast Growth
2nd Brick Wall

What`s happening at:

- Jiva
- Bramble energy
- Trackwise Amphenol
- Strip Tinning
- RAM
- Pragmatic semiconductors
- Garner
- Newbury Electronics
- Custom Interconnect

BRAMBLE
ENERGY



PCB-X™

Teltonika

Think about next year…have a plan
Create message that will get your noticed

Wish you all a very happy Christmas and a prosperous 2025