

Semiconductor manufacturer finds true partnership with LEONI Elocab Ltd.

Finding a true partner that can design a cable specific to your applications is important! LEONI takes the time to ensure they understand the needs of the industries they service.

Kitchener, January 20, 2020 – An American Semiconductor manufacturer reached out to LEONI Elocab Ltd. searching for a true partner and source for a flat cable solution that could withstand high flex life. Although their current source was well known in the market, there was a strong desire for shared technical expertise, improved business communications and reduced lead times – all points the incumbent supplier fell short.

Early in the process, LEONI's engineering team began to work directly with the customer's engineering team to open the lines of communication to ensure the cable design needed for the application was meeting all expectations, as the current supplier failed to provide a cable that could meet the demands of their application. The LEONI engineering team was able to address areas of concern and improve the life expectancy of the cable by using our High Performance Flat Flex (HPF) cable.

Quick prototyping for design validation

The customer purchased prototype cables to qualify the High Performance Flat Flex product offering and within one year has converted their business 100% to LEONI cable solutions.

Five years later, LEONI continues to be the preferred supplier and the partnership has grown from bulk cable to cable assemblies, allowing us to provide them with a full turn-key solution for their cables.

<http://www.leoni-americas.com/us/about-us/news/details/semiconductor-manufacturer-finds-true-partnership-with-LEONI-Elocab-Ltd/>

About the Leoni Group

Leoni is a global supplier of wires, optical fibers, cables and cable systems as well as related services for the automotive sector and further industries. Leoni develops and produces technically sophisticated products from single-core automotive cables through to complete wiring systems. Leoni's product range also comprises wires and strands, standardised cables, special cables and cable system assemblies for various industrial markets. The group of companies, which is listed on the German MDAX, employs about 92,000 people in 32 countries and generated consolidated sales of EUR 4.8 billion in 2019.



Contact person for marketing

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