

ELECTRONICS AND SEMICONDUCTORS

Omnigo

Electronics manufacturer reduces request for quote response time for printed circuit board assemblies

Product

Valor

Business challenges

Improve quoting process, which is manual, time-consuming and often inaccurate

Improve global supply chain stability

Streamline lengthy BOM validation and ERP data entry processes

Keys to success

Use Valor BOM Connector to replace manual/spreadsheet operations with automated quotation system

Deliver on-the-spot BOM validation

Provide automated handling of supplier quotations via API

Results

Reduced RFQ response time

Improved PCBA quotation accuracy

Simplified the process for entering a BOM entry into the ERP system

Improved purchasing processes

Omnigo uses Valor BOM Connector to improve PCBA accuracy and simplify BOM entry in the ERP

Headquartered in Pretoria, Omnigo is a leading South African electronics contract manufacturer (ECM), providing printed circuit board assemblies (PCBA) and turnkey project services to a variety of customers in the telecom, mining and defense sectors.

Well-known for the precision performance and accuracy of its products, Omnigo was looking for ways to improve its request for

quote (RFQ) response times. "We have always used a manual, spreadsheet-based process for providing quotes," says Marius Nel, director of operations for Omnigo. "It worked well, but with the advent of Covid and the turmoil it created in the electronic component market, we realized that we needed to look at alternative methods to become nimbler and adapt to an ever-changing environment.

"We imported our clients' bill-of-materials into spreadsheets and sent e-mail requests to our suppliers. Once all the responses were received from our suppliers, we consolidated them into





“With Valor BOM Connector, materials data can be imported directly into the platform and information is validated immediately, improving performance and accuracy. With Valor BOM Connector, quotes can be imported directly through supplier API’s.”

Marius Nel
Director of Operations
Omnigo

a master spreadsheet. Components would then be manually selected according to cost and/or lead time considerations, and a quote would then be sent to the client. Once an order was received from a client, it went through a ‘scrubbing’ process to validate the information and import the BOM into our ERP system.”

Due to the manual nature of the quotation process, turnaround times were long. There were also technical and cost calculation gaps due to the fact that validation of the bill-of-materials (BOM) would only take place once an order was received.

“So we began to search for a solution that would improve both quotation turnaround times and accuracy. Siemens’ Valor BOM Connector was the best fit,” says Nel.

Directly importing quotes from suppliers

With the help of ASIC Design Services, Siemens Digital Industry Software’s strategic partner in South Africa, and Circuit Byte, the original developer of BOM Connector (now Valor™ BOM Connector software), the Siemens solution became available in 2021. “With Valor BOM Connector, materials data can be imported directly into the platform and information is validated immediately, improving performance and accuracy. With Valor BOM Connector, quotes can be imported directly through supplier APIs.”

“Once an order is received from a client, we simply export the relevant information from Valor BOM Connector and import it directly into our ERP system.”

“ We’ve reduced our average RFQ turnaround time due to our ability to instantly process supplier quotations.”

Marius Nel
Director of Operations
Omnigo

// We have seen significant overall improvements in our RFQ responses and firmly believe that Valor BOM Connector is the best choice for optimizing quotation performance."

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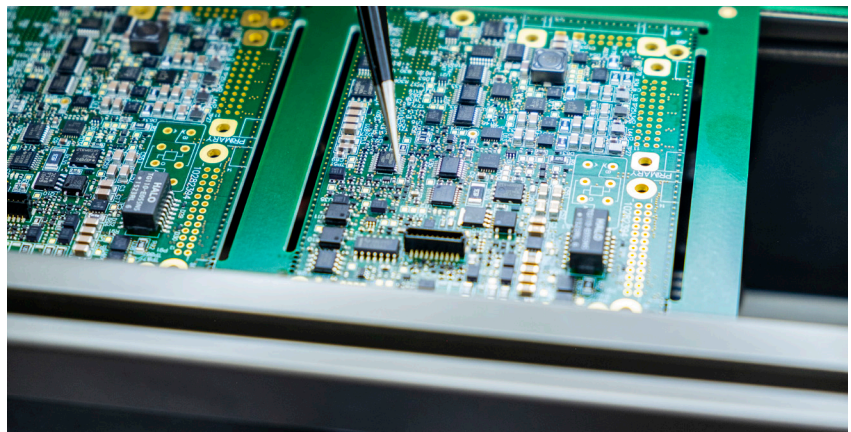
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Enhancing turnaround time and accuracy

By leveraging the speed and flexibility of Valor BOM Connector, which is part of the Siemens Xcelerator portfolio, the comprehensive and integrated portfolio of software, hardware and services, Omnigo has improved both its quotation turnaround time and accuracy.

"We've reduced our average RFQ turnaround time," says Nel. "Much of the improvement is due to our ability to instantly process supplier quotations.



Solutions/Services

Valor BOM Connector
[siemens.com/bom-connector](https://www.siemens.com/bom-connector)

Customer's primary business

Founded in 1999, Omnigo offers a full range of electronics manufacturing services and turnkey solutions for the telecommunications, mining and defense sectors, including surface-mount technology (SMT) assembly, sourcing and procurement of materials, hardware and software design and industrialization services.
www.omnigo.co.za

Customer location

Pretoria
South Africa

Solution Partner

ASIC Design Services
www.asic.co.za/

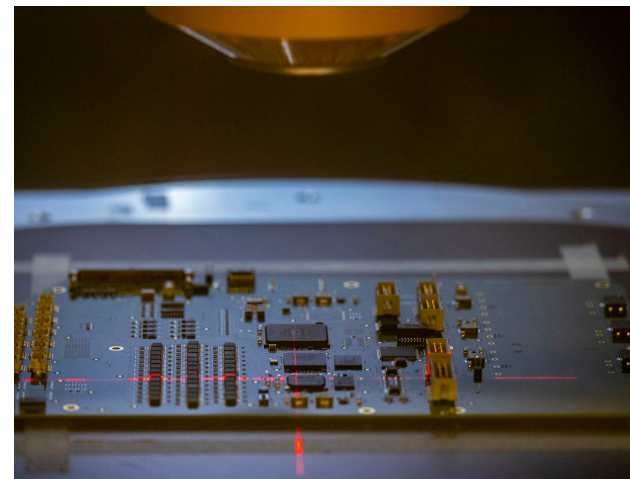


"The training sessions provided by Siemens and ASIC Design Services were quite useful – and they allowed us to record the sessions for future reference.

"We have seen significant overall improvements in our RFQ responses and firmly believe that Valor BOM Connector is the best choice for optimizing quotation performance."

Future plans

"We are currently looking to integrate Valor BOM Connector and the manufacturing data used in our SMT processes with the Valor Process Preparation software and Valor Parts Library offered by Siemens," says Nel.



Siemens Digital Industries Software

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