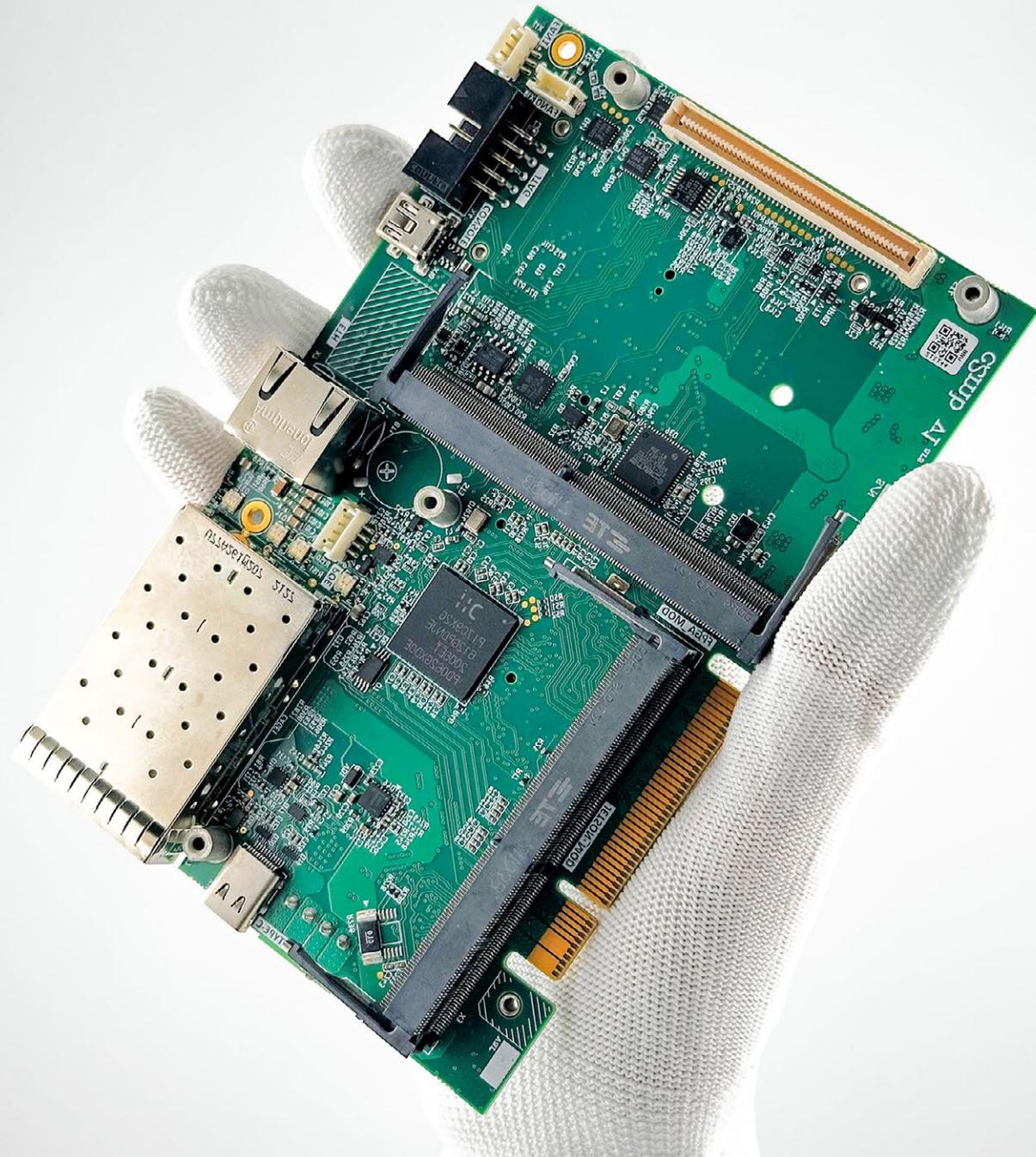


SMDbaltic

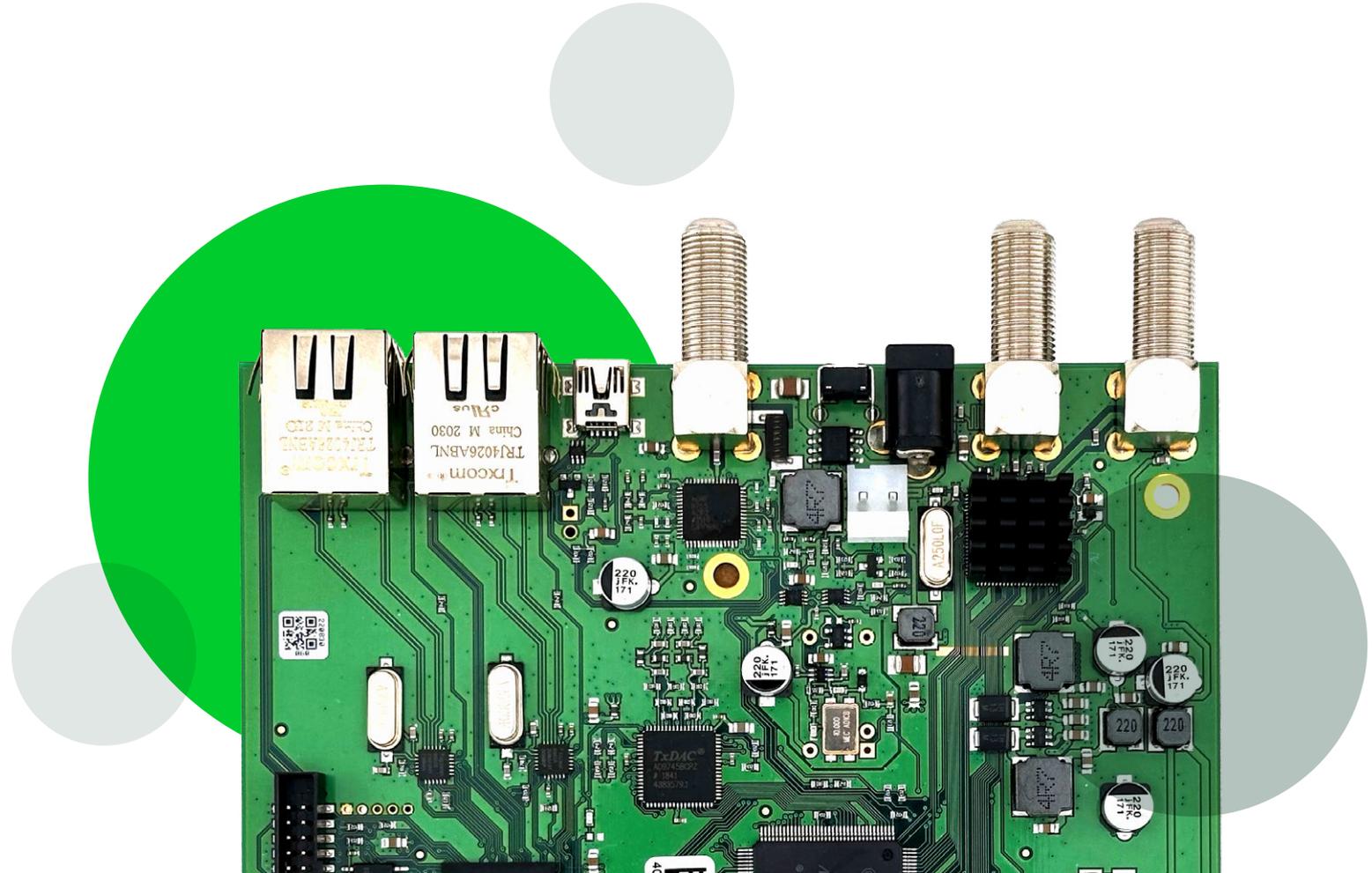
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Our expertise.

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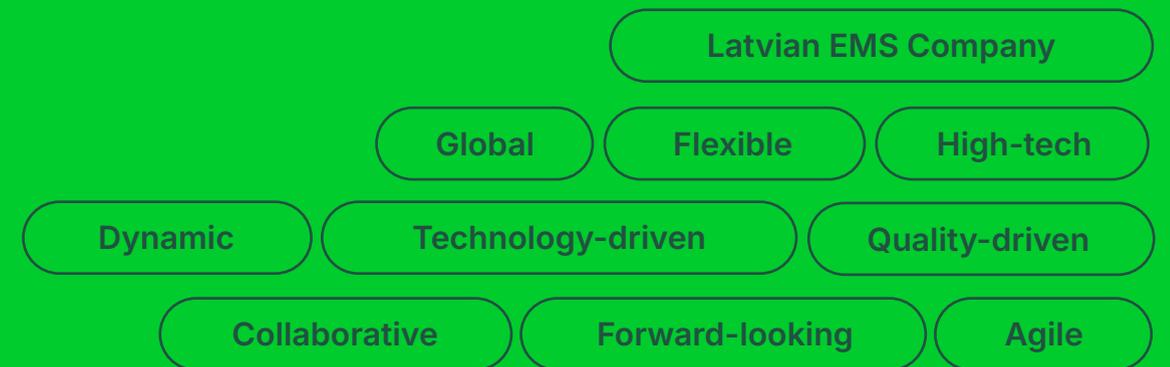
sales@smd-baltic.lv
+37125996026



SMDbaltic

Summary & Location

For over 8 years we've combined European quality with startup flexibility - zero bureaucracy, open communication and solution-driven teamwork with our clients.



SMDbaltic

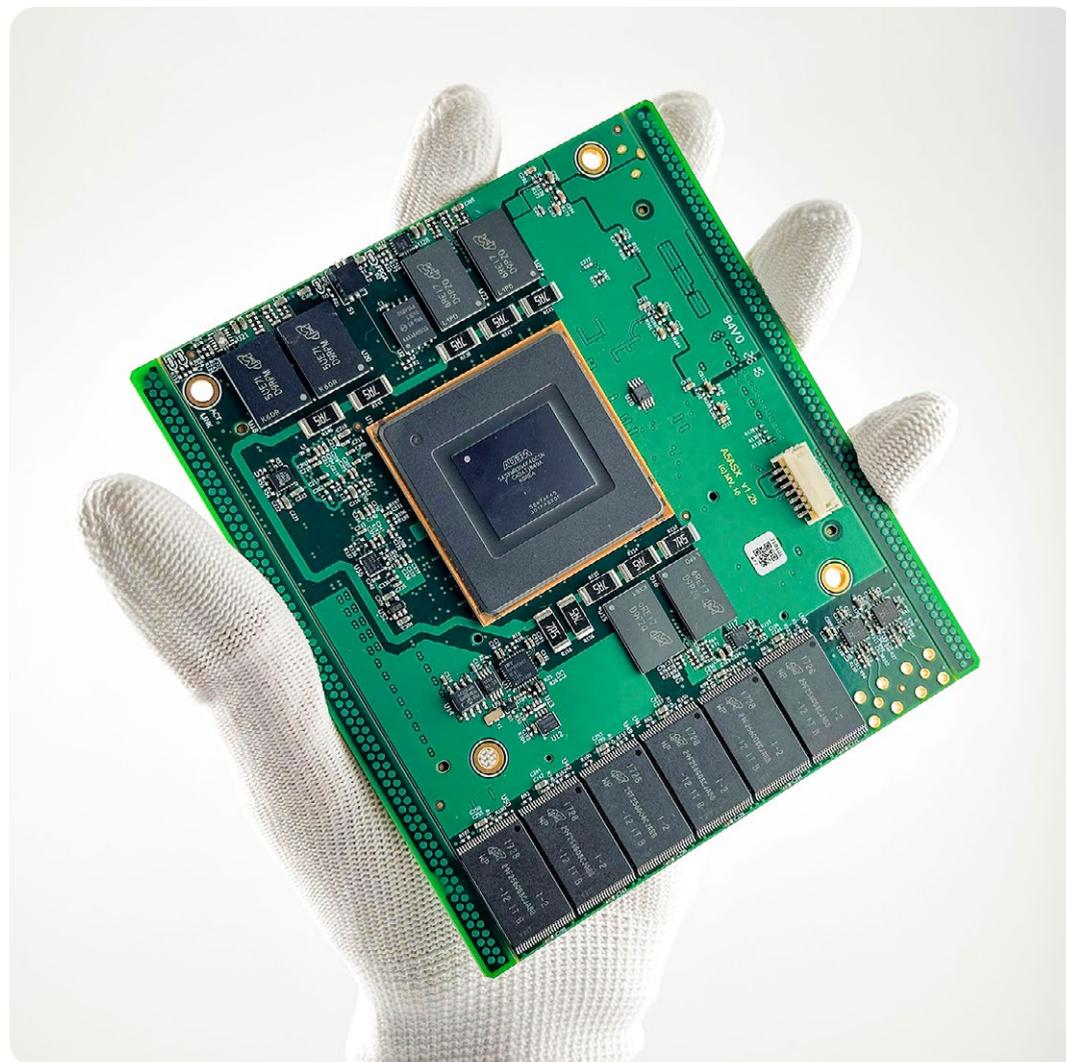
Your reliable EMS partner in Northern Europe.

We provide full-cycle Electronics Manufacturing Services in Latvia. We assemble and test electronic devices for a wide range of applications, including Telecom, IoT, Consumer Electronics, Energy/ Offshore/ Marine, Industry, Security & Safety, Electro-Optics/Photonics and other.

Electronics produced by our company can be found in a wide range of equipment - from household appliances to complex devices that human life depends on.

Our services cover the entire process from component sourcing and PCB assembly to coating, testing, Box-build, calibration and final packaging.

We focus on flexibility, transparency and engineering precision, helping our customers turn complex ideas into reliable products. While you concentrate on developing your solutions and expanding your markets we take care of high-quality production of your device.



Central European location - easy to supply and to receive goods from anywhere



Within the **EU customs zone** - no customs barriers for European shipments.

Cost-efficient logistics compared to Western Europe.

Fast road connections to Germany, Poland, Finland and the Baltic region.

Sea freight via Riga and Klaipeda ports, air freight via Riga, Vilnius, or Kaunas.

Located in Daugavpils - the second largest city in Latvia.

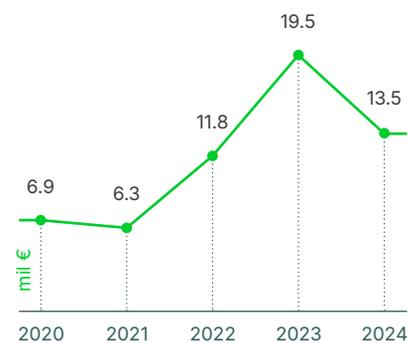
Smooth and reliable logistics for both inbound components and outbound finished products.

2.5h from Riga International Airport - easy access for visitors and cargo.

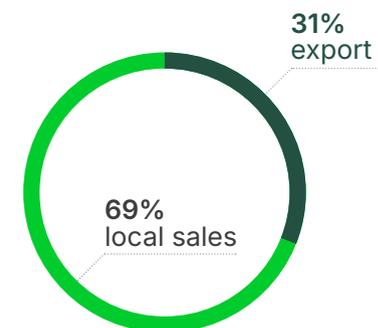
Daily courier services - DHL, FedEx, DPD, UPS.

Facts & numbers

13,5 mil €
annual turnover
in 2024



15+ countries
our products are
exported worldwide



1900+
unique projects in our
portfolio - produced and
successfully delivered



130+ employees
highly experienced
and motivated



25+ companies
trust us for more
than 5 years

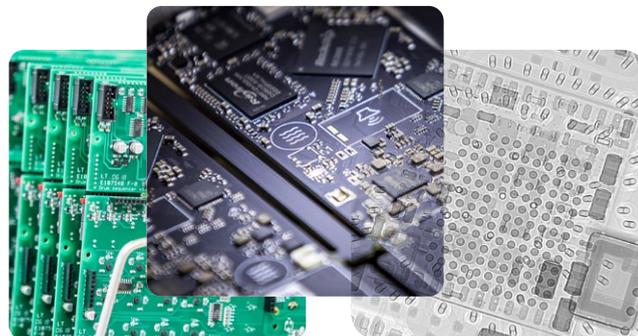


99% on-time
delivery worldwide



>3500 m²
production area

Our journey from 2017 to 2030



2017

2018

2019

2020

2021

2022

2023

2024

2025

2030



Established 2017

Company founded by a team of experienced EMS professionals

ISO 9001 certification achieved

First Yamaha SMT line installed

Launch of in-house ERP system for full process control

Installation of second Yamaha SMT line

Launch of Selective soldering system NOVO 460PD (THT 1)

IPC A-610 specialists trained

Second Selective soldering system NOVO 460PD (THT 2) added

X-Ray YXLON Cougar EVO inspection system installed

Certification to ISO 14001

Introduction of 3D printers Prusa i3 MK3S kit for fixture and prototype production

LEAN & 5S training and implementation across production teams

Installation of PCB Cleaning PBT Twingo III

Implementation of X-Ray XRHCount for automatic component counting

Launch of Asymtek SL-940 Coating Machine

Installation of Clean Room area

Implementation of ISO 45001

Automation of cable processing with Komax IOTA 330, UP14 Pneumatic Radial Crimping Machine

Gravograph LS1000 XP CO₂ Laser for marking and engraving

Major photonics client project started – ramping competence and capacity (flex, small pitch, high quality)

Installation of MT2000 Offline PCB Depaneling Machine

Integration of I.C.T-S300 Desk Dispensing Robots

Installation of AOI YSi Inspection System (1st line)

Renovation of additional 480 m² production area for capacity expansion

Installation of CNC Milling Machine OPTmill F3 Pro for mechanical part manufacturing

All SMT lines equipped with AOI YSi inspection systems, completing full inline optical control

Advanced Quality Excellence Program Sustained 5S operational discipline and strengthened team expertise in ISO 19011 audit practices, FMEA (Failure Mode and Effects Analysis) and RCA (Root Cause Analysis) implementation.



AI Integration in Production & QC



3500 m² + 600 m² expand Warehouse Area



Customers from New Regions & Applications

Active collaboration with industry associations and national development programs: [LETERA](#), [Latgales SEZ](#), [LIAA](#)

Our mission and core values

At SMD Baltic our mission is to deliver reliable and sustainable electronics manufacturing solutions that strengthen our clients' success.

These principles ensure that our clients receive not only high-quality production but also a partnership focused on innovation, efficiency and lasting results.

Our values define how we work and guide every project, every decision and every partnership we build.



Continuous improvement

We don't stop at the problem, we ask "why?" until we find the real cause.

This mindset allows us to improve our processes effectively and sustainably through training and implementation.



Long-term partnership

A deep understanding of long-term customers allows smoother new project launches, optimisation of existing ones and full transparency with up-to-date project status.



Cutting edge technology

Advanced SMT, selective soldering, X-ray and automated inspection ensure high precision and stable quality in every project.



Efficiency and quality

All processes are clearly defined, procedures are implemented and followed and every team member understands their role and delivers the highest quality work.



Cost savings

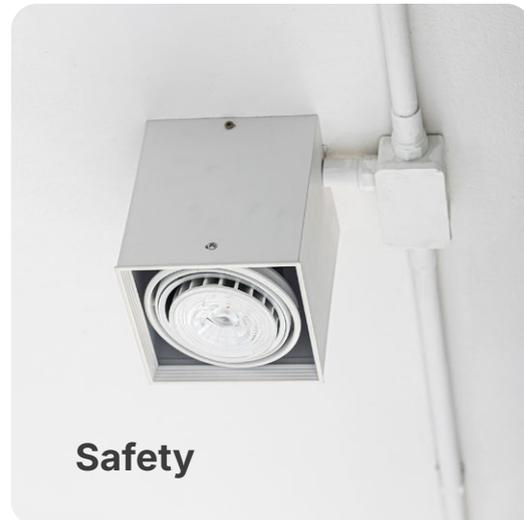
Close alignment with customer priorities allows targeted component sourcing and production process optimisation to reduce overall costs.



Our products application areas



Consumer electronics



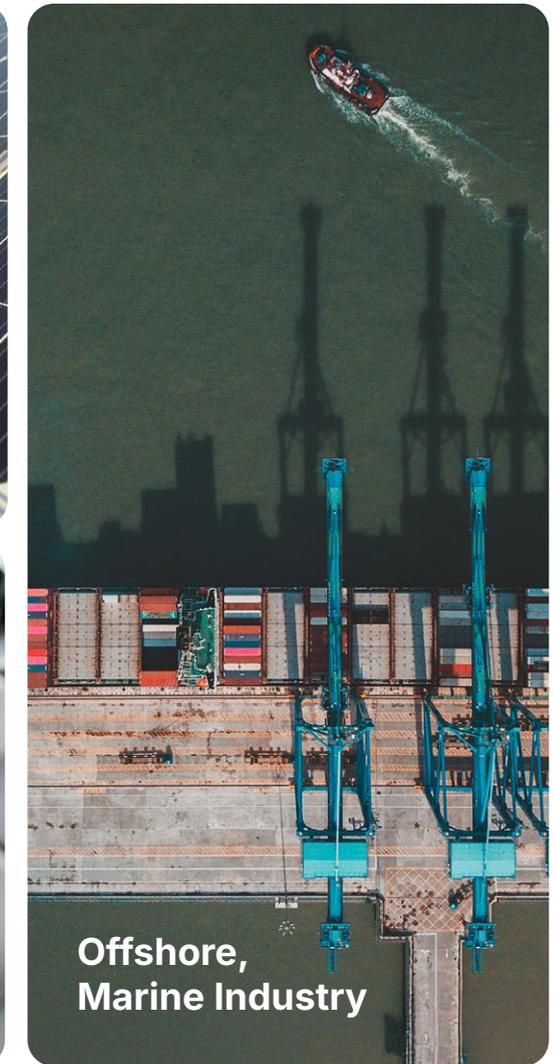
Safety



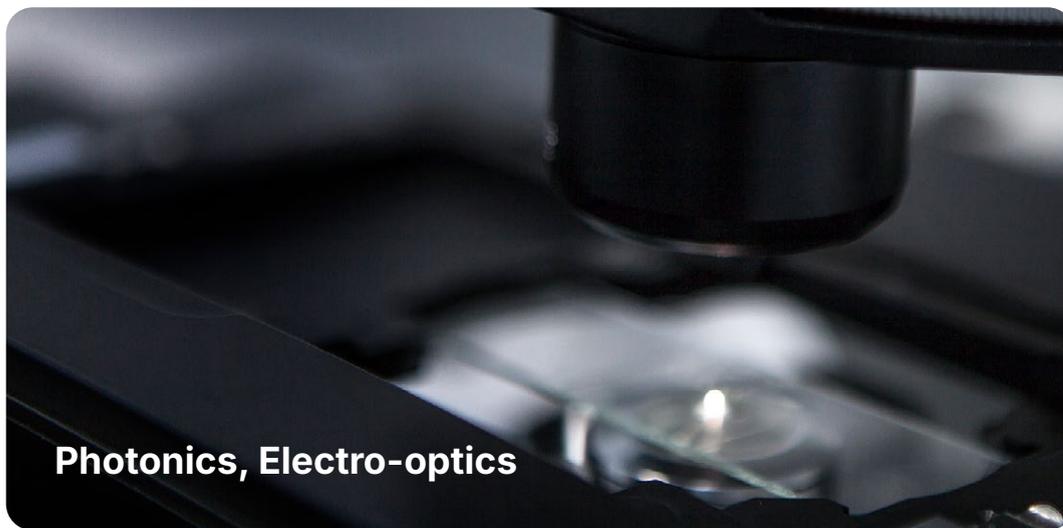
Telecom



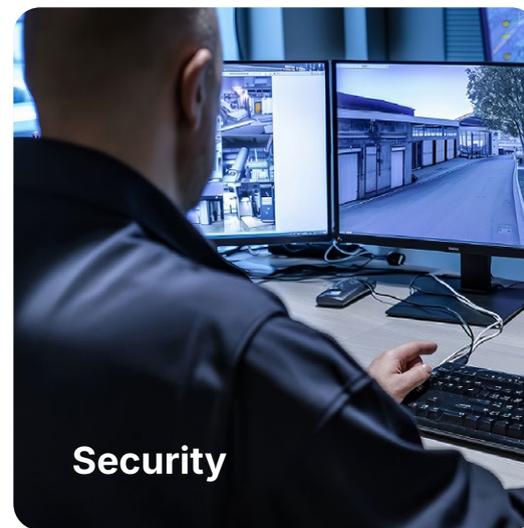
Energy



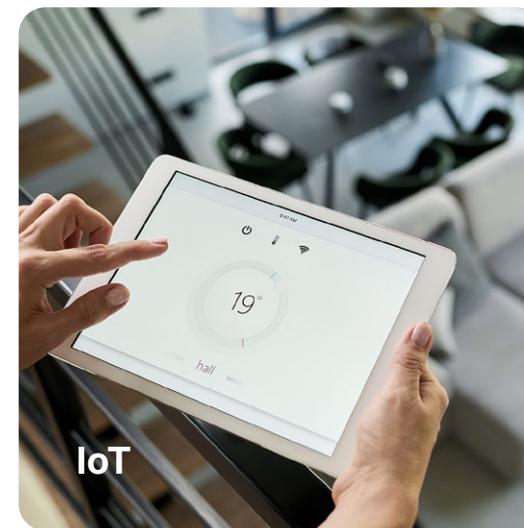
Offshore,
Marine Industry



Photonics, Electro-optics



Security



IoT

SMDbaltic

Services & Capabilities

Services

As a pure contract manufacturer, we concentrate exclusively on **producing customer products** - ensuring neutrality, focus and maximum flexibility.

Our **supporting operations** enhance transparency, reduce project friction, and optimize both time and financial resources for our clients.

PCB Assembly & Manufacturing

SMT and THT assembly with mixed-technology builds on flexible and rigid PCBs.

Final device assembly including wiring, enclosure fitting, labeling and packaging.

Mechanical assembly, cable harnessing, potting, conformal coating and protective sealing.

Sensitive operations performed in a controlled environment and clean room.

→ From bare PCB to complete, tested device.



Project Component Sourcing & Supply Chain Management

As an EMS provider, we take care of material procurement and logistics to support a smooth production flow.

Verified global supplier network

200+ approved vendors

Alternative sourcing options

Lead-time & shortage control

ERP-based traceability



Testing, Inspection & Quality Assurance

Automated Optical Inspection (AOI) and **X-ray inspection** for solder joint quality.

In-Circuit Testing (ICT) and **Functional Testing (FCT)**.

Environmental testing (temperature and humidity).

Full **traceability** and quality **documentation**.

Certified according to ISO 9001, ISO 14001, ISO 45001 and **ready to comply with additional standards** if required.

Compliance with CE, ENEC, and manufacturing under UL requirements.



Product Support & Logistics

Custom packaging, labeling and coordinated global shipping to OEMs or end customers.

High-quality product renewal: repair, controlled rework and improved version updates to extend product life and performance.

Lifecycle support programs to keep your product stable, current, and reliable.



Manufacturing Engineering Support

Prototype builds to validate manufacturability before full-scale production.

Design for Manufacturability (DfM) feedback to ensure smooth assembly and prevent production issues.

Component selection support: alternatives, lifecycle checks, EOL/NRND risk evaluation.

Recommendations to optimize cost, reduce redesigns, and improve overall production efficiency.



Capabilities

SMT Production – Yamaha Lines

2 fully automated lines
Yamaha YSM10 + YSM20R +
YSi-V AOI

Total capacity
up to 260 000 CPH

Placement accuracy ± 0.025 mm

01005, 0.2 mm pitch,
BGA / μ BGA / QFN

Inline
SPI + AOI inspection
for 100% of PCBs

PCB Specifications

Max PCB size 510 x 460 mm
PCB complexity up to 24 layers
Flex & rigid-flex, flex thickness
0.1 mm, FR4 from 0.5 mm

THT & Final Assembly

Nordson selective soldering
systems x2

Manual & robotic assembly,
cable harness & crimping (wire
0.08–4 mm²)

Functional testing,
programming, custom jigs &
fixtures

Protective Processes

Automated conformal coating
(Nordson Asymtek)

PCB washing & drying (PBT
Works)

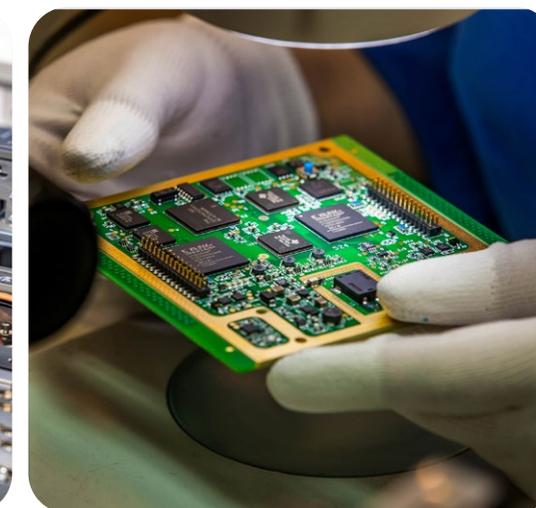
Potting / encapsulation available

Quality & Standards

IPC Class 3 manufacturing

X-ray (BGA, voids, component
counting)

Full traceability in ERP
materials → operator → process



ERP system

Full transparency and control of every process.

We don't just use ERP – we built our own. It's an internal system developed by SMD Baltic, based on years of real EMS manufacturing experience.

Our in-house ERP system provides complete visibility and traceability across all production stages from component purchasing to shipment of the final product.

It ensures accurate planning, fast communication and reliable information flow. ERP has no limits - we continuously enhance, expand and refine it so the system grows together with our production and our clients' needs.

Full traceability: Every PCBA, component and operation is tracked by serial number, date, operator.

Real-time production status: clients can receive up-to-date information on the readiness of their product at any time.

Integrated quality control: incoming, in-process, final inspection data stored in one system.

Accurate production planning: optimized workflow, reduced downtime and predictable delivery times.

CRM & documentation: all project data, BOMs and change history centralized and easily accessible.

Benefits for Clients



100% transparency of status and data



Fast reaction to changes and adjustments



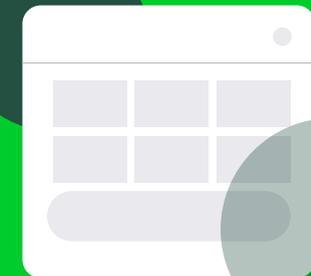
Reduced risk of errors and delays

Facts & Figures

1.2 mil operations per year

0% data loss

100% of projects run through ERP



Customer registration & KYC/KYP procedures

Verification and approval according to compliance and quality standards



Production control & component traceability

Each PCBA and component tracked by serial number, date, and operator



Quotation & order confirmation

Transparent pricing and project scope alignment



Quality control checks

Incoming, in-process and final inspection recorded in ERP



Component purchasing & delivery control

Procurement, lead time tracking, and incoming material planning



Product version traceability

All design and BOM changes documented and linked to production batches



Production & stock planning

Automated scheduling and resource optimization through ERP



Shipping documentation & release

Final documents and shipment approval issued only after quality verification

Sourcing & Procurement

Procurement at SMD Baltic goes beyond purchasing - it's about finding the most efficient way to source components for every project.

Through verified suppliers, global reach and transparent cost control, we help customers reduce total project expenses without compromising quality or lead time.

Supplier qualification and compliance screening are centralized through KYC/KYP procedures, ensuring a secure and transparent supply chain.

Ongoing market monitoring supports optimal pricing and availability, while a fully traceable procurement process — from RFQ to goods receipt — is reinforced by strategic partnerships with authorized distributors and local suppliers.

Global sourcing

Continuously monitor and take advantage of the opportunities that the global supplier market offers.

Key suppliers – well established reliable partners.

Benefits for Clients



Stable component supply and minimized lead-time risks



Full visibility and compliance throughout the supply chain



Transparent cost structure for each BOM



Faster response to market changes



Your design stays the same - your costs go down.

Key Capabilities



200+ approved vendors continuously evaluated for quality, delivery, and reliability



Global sourcing access to European, Asian and American distribution networks



Supplier analysis ongoing performance monitoring through ERP-based scorecards



Cost reduction alternative sourcing, volume consolidation and open-book cost analysis

SMD baltic

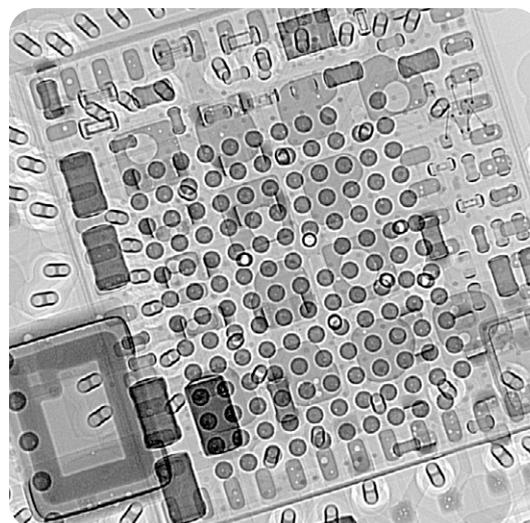
Technology & Facilities

Technology & Facilities

Our production is housed in a modern **3,500 m² EMS facility**, designed to support stable, high-reliability electronics manufacturing. The plant integrates **automated SMT assembly lines, optical and X-ray inspection, controlled clean-room processes,** and dedicated areas for mechanical assembly, potting, coating, and final integration.

All manufacturing and component-storage zones operate under **automated climate control**, ensuring consistent temperature and humidity levels throughout the facility. An integrated **automatic humidification system** keeps conditions within required ranges for sensitive materials and soldering processes.

The entire production flow is built on **ESD-protected infrastructure**, safeguarding components at every stage — from incoming materials to finished assemblies. This controlled environment ensures consistent quality, process stability, and full compliance with electronics manufacturing standards.



Facility Overview by Floors

Ground Floor

Foundation for Stable Operations

The ground floor hosts all essential infrastructure that keeps production running smoothly: employee rest areas, changing rooms, and all supporting utilities, including nitrogen generators, water deionization systems, compressors, the technical service workshop, and our clean-room area.

This level forms the operational backbone of the facility — everything that ensures a reliable start for every manufacturing shift.

- 1 Water Deionizer DI-250
- 2 Air compressor Gardner Denver
- 3 Nitrogen generator NOXERIOR
- 4 Cleanroom ISO Class 6

1st Floor

Logistics, Material Flow & Administrative Hub

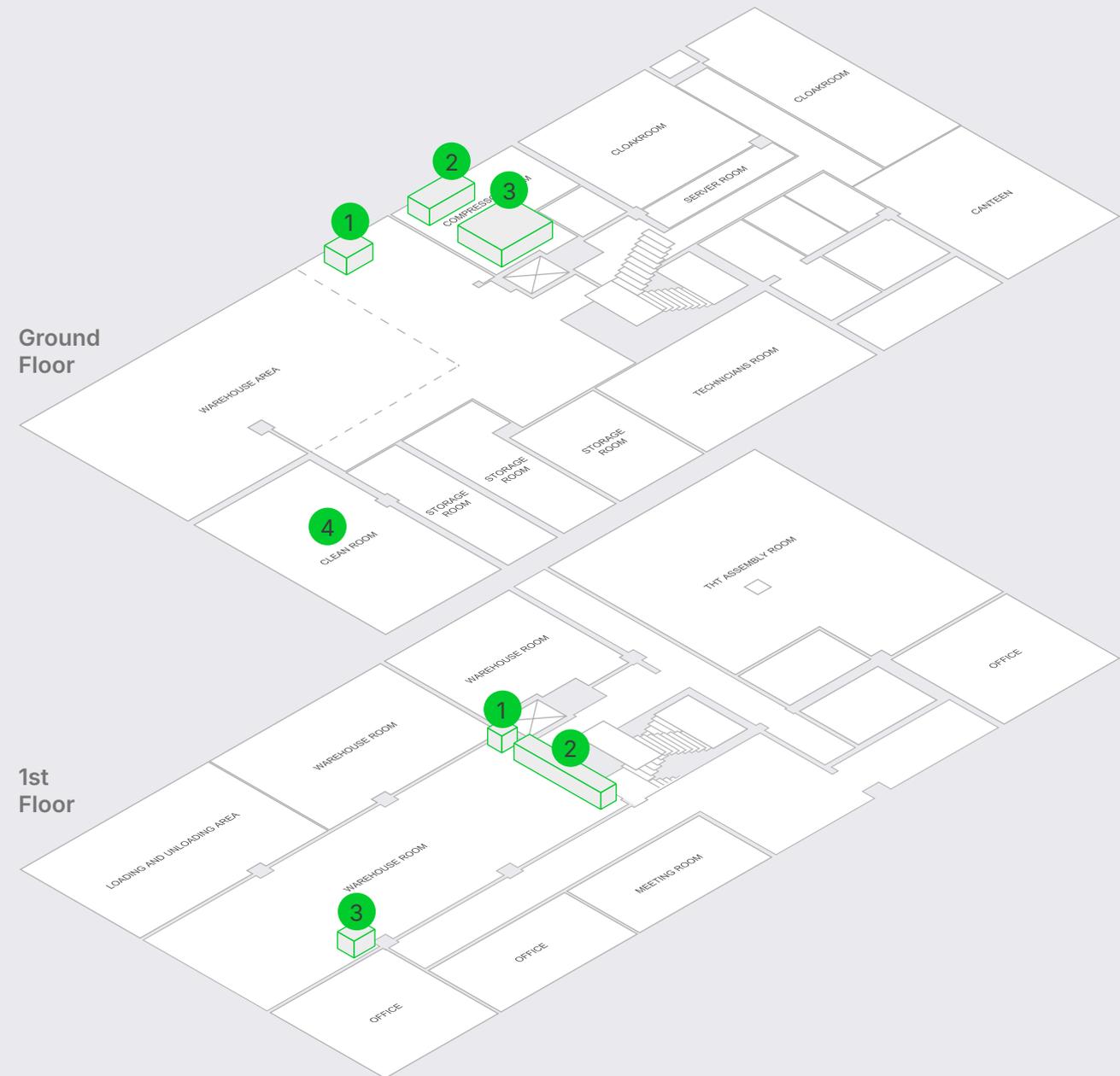
This level is built for efficient logistics and smooth material circulation.

Here we receive components, store them under controlled conditions, prepare project kits, and release materials into production.

Final group packaging and shipment of finished products are also carried out on this floor.

The floor includes the manual soldering and testing area, as well as administrative offices and meeting rooms for partners and customers — a central point for communication and coordination.

- 1 Vacuum packaging machine TOTTECH
- 2 Drying cabinets SuperDry
- 3 X-Ray counter VisiConsult



Facility Overview by Floors

2nd Floor

The Heart of Production

This is where high-precision electronics manufacturing happens. The floor is equipped with SMT assembly lines, selective soldering systems, X-ray inspection, the quality department, washing processes, and climatic testing capabilities. Engineering offices and production administration are also located here — close to the action, where real-time decisions can be made and processes kept under tight control.

- 1 2 SMT lines Yamaha
- 2 2 THT soldering machines Nordson
- 3 Climate Chamber Weiss
- 4 X-RAY Inspection Machine YXLON
- 5 Automatic PCB washing machine PBTWorks
- 6 Tools & Materials dispensing cabinet GARANT
- 7 Drying cabinet ICT
- 8 3D Printers Prusa

Additional Capacities

Expansion Space for Growth

A dedicated production hall located just three minutes from the main facility provides extra space for scaling projects and handling specialized operations. The site includes conformal coating and packaging lines, manual through-hole assembly, CNC machining, laser engraving, and a wide range of functional test setups — including environmental and temperature stress tests. Quality control teams and offices for production managers and engineers are located on-site, ensuring full oversight and efficient coordination across both locations.

- 1 Laser marking and engraving machine Gravotech
- 2 Conformal coating line Nordson Asymtek
- 3 Automatic packaging line
- 4 3D Printer Prusa
- 5 Ultrasound welder SONIMAT
- 6 Climate chamber Weiss
- 7 Universal Drying Oven Memmert
- 8 Tools & Materials Dispensing Cabinet GARANT
- 9 Automatic PCB Depaneling Machine Martin Trier
- 10 CNC milling machine OPTImill
- 11 Precision Lathe OPTItturn



Two Nearby Locations — Continuous and Stable Production

Our operations are distributed across two closely located buildings, enabling smooth cooperation and fast logistics between sites.



Continuity first

If one site requires maintenance or faces temporary downtime, the other can support critical production steps to keep the workflow moving.



Unified team

Personnel and resources can be flexibly allocated between sites, ensuring consistent expertise and stable capacity.



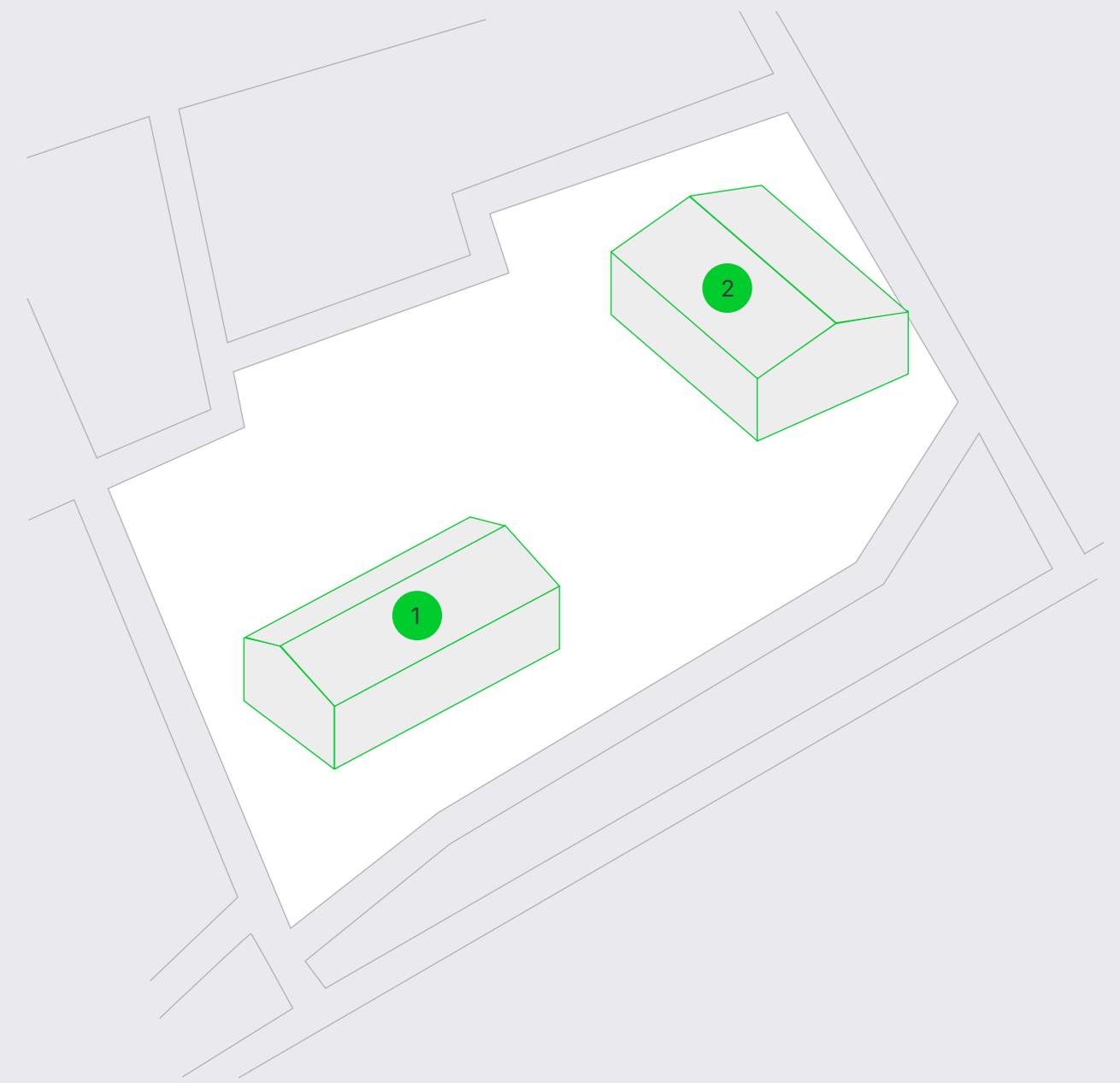
Aligned processes

Both locations operate with the same competence level, unified training programs and shared quality standards.



Infrastructure supporting uptime

Each building is connected to its own energy circuit and communication line, reducing the risk of a full production stop and supporting uninterrupted manufacturing.



This setup ensures your project stays on track.

SMD baltic

Quality, Reliability & Compliance

Quality and its assurance



Internal Audits

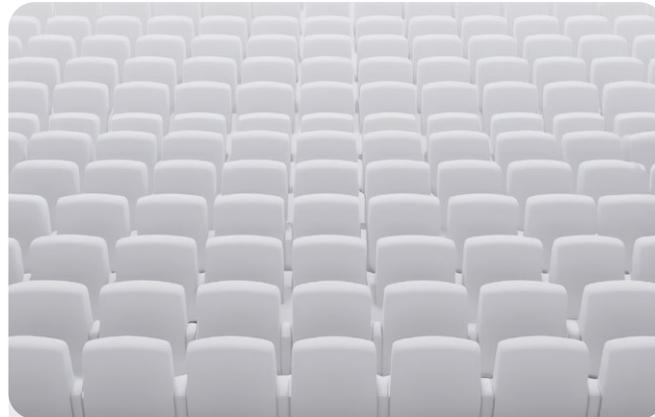
Conducted by our trained quality team at least once per year across all production processes.

We verify compliance with internal procedures, ISO standards, and ERP traceability requirements.

Special attention is given to documentation accuracy, ESD control and process consistency.

Purpose:

Identify risks and improvement areas before they impact production quality.



External Audits

Performed annually by independent certification bodies (ISO 9001, 14001, 45001), ENEC, UL.

They assess management systems, environmental compliance and labour safety.

All findings are documented and corrective actions are tracked until closure.

Purpose:

Maintain certification validity and ensure continuous alignment with international standards.



Customer Audits

Between 2 and 5 audits per year are conducted by clients from industrial, medical and photonics sectors. These audits include production tours, documentation reviews and traceability tests.

We provide open-book access to processes, ERP data and quality records.

Purpose:

Build customer confidence, demonstrate transparency and strengthen long-term partnerships.



ISO Certifications

ISO 9001:2015:

Quality management system ensuring customer satisfaction, continuous improvement and adherence to regulatory requirements.

ISO 14001:2015:

Environmental management system focusing on reducing environmental impact and promoting sustainability.

ISO 45001:2018:

Occupational health and safety management system aimed at ensuring a safe and healthy working environment.



All production processes are controlled by trained IPC-A-610 specialists.

SMD baltic

Partnership & Cost Factors

Partnership

Aligned planning. Stable supply. Real cooperation.

Every partnership starts with understanding your product and ends with a predictable, repeatable process you can rely on. We plan, source, and produce in sync with your long-term needs. Our workflow adapts to yours — whether you need prototypes, pilot batches, serial production, or certified assembly.

Flexible cooperation for every type of company

Over time, we have developed several proven cooperation models with device owners, design houses, and other EMS companies. Even these established formats require individual alignment, ensuring that the model fits your project, your structure and your goals.

We work with and support:

- Design-focused companies,
- Manufacturers with their own assembly,
- Companies seeking dual sourcing,
- Small and mid-size businesses,
- Certified product manufacturers.

Benefits for Clients

-  Open communication, clear documentation and total traceability
-  Fast onboarding and smooth start
-  Quick launch of prototypes and pilot builds

Facts & Figures

- 200+** qualified suppliers
- 1 mil** components placed weekly
-  ISO 9001, ISO 14001, ISO 45001 + CE, ENEC, UL compliance

Partnership models

Model	Best for	Lead Time	Component Sourcing	Production Planning	Delivery Options	Key Benefit
Fast-Track	Urgent or time-critical projects	3–4 weeks total (avg.)	Rapid sourcing via EU & Asia	Immediate start	Upon completion	Speed and flexibility with full quality assurance
Standard	Regular, ongoing cooperation	6–12 weeks typical	Based on best market availability	Scheduled per client needs	Partial or full batches	Optimal balance of cost, quality, and timing
Long-Term	Forecasted, recurring production	Fixed by contract or forecast	Project prices under agreement	Joint long-term schedule	On-demand from stock	Predictable costs, capacity, and stability

Partnership Model	Fast-Track Production Model	Standard Production Model	Long-Term Production Partnership
Project life cycle	≈ 4 weeks	≈ 3–6 months	Continuous
Overview	<p>For urgent or time-critical projects, we start immediately.</p> <p>Our flexible supply chain and active communication make it possible to deliver in weeks not months.</p>	<p>Set up for stable, ongoing cooperation without rush or long-term commitment.</p> <p>We adapt production planning to your schedule and ensure competitive pricing.</p>	<p>For customers with recurring production and forecast visibility.</p> <p>We plan, source, and produce in sync with your long-term needs.</p>
Process	<ul style="list-style-type: none"> • Procurement from verified European and Asian suppliers within ~2 weeks. • 1–2 weeks for assembly and testing of pilot or small batches. • BOM and data validation before purchase to prevent component or footprint errors. • Continuous, real-time communication and instant feedback at every stage. 	<ul style="list-style-type: none"> • Receive project files and analyze requirements. • Provide a quotation based on component availability and best total cost. • Plan production in coordination with the customer's needs and priorities. • Shipments organized partially or in full, depending on demand. 	<ul style="list-style-type: none"> • Joint production planning aligned with customer forecasts. • Component sourcing at project prices under framework agreements. • Scheduled production according to agreed delivery timelines. • Stable version manufacturing – assemblies produced and stored • Finished products delivered according to the agreed schedule.
Benefits	<ul style="list-style-type: none"> • Rapid execution with the same SMD Baltic quality standards. • Full project traceability and live status updates through ERP. • On-time delivery — even for the most demanding schedules. 	<ul style="list-style-type: none"> • Predictable timelines and pricing. • Flexible delivery and transparent communication. • Stable quality and full ERP traceability. 	<ul style="list-style-type: none"> • Predictable costs, capacity and lead times. • Reduced working capital and warehouse effort for the customer. • Stable quality and continuous cooperation based on trust.

Cost Saving Approach

**Transparent structure.
Real costs. No surprises.**

We help our customers systematically and measurably reduce manufacturing costs.

Our experts conduct a detailed analysis of all major cost blocks across the entire value chain – from material and assembly costs to testing, programming, packaging, logistics, service, and handling. This creates full transparency of your cost structure and provides clear levers for sustainable savings.

Facts & Figures

-  200 approved suppliers for competitive sourcing
-  30,000 part numbers in stock — purchased at wholesale pricing
-  Data-driven decisions supported by ERP and supplier KPIs



Goal

Systematic and measurable reduction of product manufacturing costs

Scope

Full value chain analysis – materials, assembly, testing, programming, packaging, logistics, service, handling

Method

- Detailed BOM and process review
- Identification of weak points & inefficiencies
- Definition of actionable cost-saving measures

Benefits

- ✓ **Transparent cost structure**
- ✓ **Sustainable savings (2–15%)**
- ✓ **Lower production costs**
- ✓ **Higher margins & improved competitiveness**

Duration

1–8 weeks depending on project scope and product complexity

Let's work together!

Let's not stop at slides - let's talk.
Send your files, book a quick MS Teams or just write
"Let's start!" and we'll make it happen.

It starts with "Hello!"

Sometimes it begins
with an online call, message on
LinkedIn or in a messenger.
But most often - with an e-mail
that starts a new project story.

sales@smd-baltic.lv
+37125996026

[visit webpage](#)

[in](#)

We don't make you fill out 20 forms.

From that moment we're fast, clear,
and straight to the point:



we check your files
discuss expectations



prepare a quotation
so your idea moves from
inbox to production line.

We reply within 1-2 working days

Quotation typically ready within
5-10 working days, depending on
project complexity.

We officially work
08:00-17:00.

Unofficially?
Whenever our customers need us.

Production runs in two shifts,
so something's always happening
at SMD Baltic.