

# Taking Cost Complexity out of PCBAs

This \$20B manufacturer uses aPriori to maintain their competitive advantage in PCBAs, delivering on time and under cost.



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**SAVED**

**\$7.1M**

In PCBA, from  
\$270M Spend Analysis

**REDUCED TIME TO COST A COMPLEX BOARD**

**75% less time**

Previous tools took 9-12 hours  
aPriori takes just 1-4 hours of human effort

## The Company and the Challenge

This large-scale enterprise specializes in Electromechanical and Instrumentation (EMI). Procurement categories include printed circuit boards (PCBs), wire harnesses, motors, sensors, and batteries. With a product portfolio consisting of thousands different items and a globally distributed procurement and value engineering teams, this company needs aPriori to bridge the gap between quoted supplier costs and evidence based should costs.

## Results with aPriori

By deploying aPriori's for PCBA, this company was able to:

- Reduce Cost:** Analyzed \$270M in PCBA spend, Identified a \$33.5M gap, Realized \$7.1M in savings
- Save Time:** Whereas the previous tool required 9–12+ hours per board, aPriori takes 3-4 for complex boards and only 1 hour for simple boards
- Improve Supplier Manufacturing:** aPriori's Value Stream Map pinpoints exact discrepancies in surface mount technology speeds, test times, and material overheads, making it easy for negotiators to work with suppliers on improved manufacturing



**Ready to simplify and speed up your PCBA costing process?**  
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**aPriori**