



PCBA Capital Equipment & Consumables

40 Years of Sales Excellence

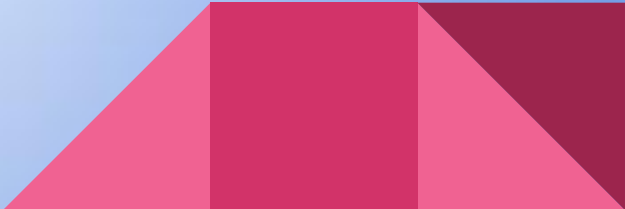
Silvaco PCB

San Jose, California

- A full-service provider of PCBA capital equipment and consumables
 - Founded: 1987
 - CEO & Founder: Peter R. Silva
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Our Mission Statement

Silvaco is committed to open, long-term professional relationships with both principals and customers. We measure success in customer satisfaction before and after the sale. Through discipline and hard work, our goal is to provide our principals with a higher value of representation than even direct personnel.



Why Silvaco PCB?

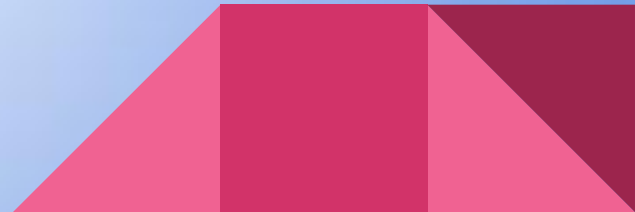
Expertise in PCB: We provide specialized knowledge and a profound understanding of PCBA equipment. Our expertise ensures that customers receive high-quality advice and solutions tailored to their specific needs.

Established Network: We boast an extensive network of industry contacts, enabling us to connect with a wide range of potential customers and partners. This network is instrumental in expanding market reach and fostering strong business relationships.

Proven Track Record: With a proven track record of successful sales and a history of satisfied clients, we demonstrate a reliable and effective approach to sales representation. Our success stories and client testimonials reflect our commitment to excellence.

Technical Support: Our team provides exceptional technical support and advice, enhancing customer satisfaction and trust in our products. Our technical expertise helps customers make informed decisions and ensures the optimal performance of the products.

Marketing Strategies: We employ effective marketing strategies to promote products and expand market reach. Our experience in the industry allows us to develop and implement campaigns that effectively highlight the benefits and applications of our PCB equipment.



Our Principals



CELEBRATING

25
YEARS
1992-2017



PRECISION PCB SERVICES INC.



Serving Diverse Markets and Applications

Aerospace

Automotive

Biotechnology

CM

Consumer Products

Defense

Life Sciences

Medical Devices

OEM



Our Customers

AMETEK



ZOLLNER

Meta

flex



SANMINA

GENERAL ATOMICS

illumina

Winchester
Interconnect.

LOCKHEED MARTIN

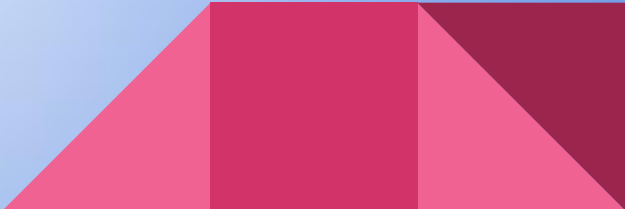


NORTHROP GRUMMAN

astronic

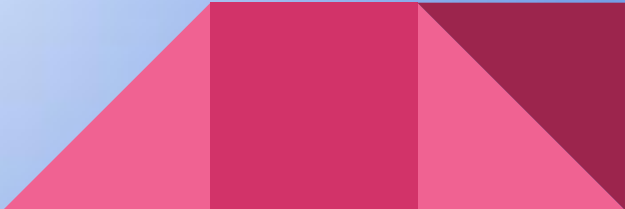
Sales Capabilities

At Silvaco PCB, we uphold a proactive sales approach that centers on continuous customer engagement. Our dedicated team meticulously follows up at agreed intervals, ensuring every commitment is promptly fulfilled. Whether through personal meetings or over the phone, this proactive engagement fosters robust customer relationships, deepens our understanding of their evolving needs, and enables us to deliver tailored solutions that precisely meet their requirements.



Marketing Capabilities

At Silvaco PCB, we empower our partners with comprehensive territory development strategies driven by targeted marketing campaigns. Leveraging our extensive database, our partners benefit from repeated exposure to as many as thousands of customers per campaign. Each customer interaction is personalized, ensuring tailored follow-ups to address their specific requirements and provide optimal support.



Our Services

Cross-selling and Upselling: Identify opportunities to introduce complementary PCB products or services, enhancing customer setups and optimizing satisfaction.

Customer Support: Provide dedicated post-sale assistance, promptly addressing issues to maintain high customer satisfaction levels.

Email Marketing Support: Collaborate closely with our marketing team to develop and execute digital campaigns that align with our sales goals, driving customer engagement and supporting our efforts in PCB solutions.

Lead Generation: Initiate and nurture leads through prospecting and networking, laying the groundwork for future PCB solutions business.

Market Expansion Strategies: Identify new market opportunities and segments, devising effective strategies to expand Silvaco PCB's presence and market share.

Product Information and Education: Specialize in educating customers about advanced PCB solutions, ensuring thorough understanding and informed decision-making.

Relationship Building: Prioritize building lasting partnerships with customers to drive loyalty and repeat business for Silvaco PCB.

Letters of Recommendation

Acu-Gage

Letter of Recommendation

"Peter Silva always has the client's best interests at heart. He strives to provide superior products and services that benefit the client, first and foremost. If Pete doesn't have a product offering that is a "fit" for a particular project, he'll seek out a solution outside his product line."

Jake Kane
President

Zollner Elektronik AG

Letter of Recommendation

"I have worked with Pete Silva (SilvaCo) for many years. Pete is always on top of everything being extremely responsive, presenting existing and new products he represents and setting up various informative meetings with respective Manufacturers with whom we are engaged as well as those we may engage with in the future."

Bill Carlton
Engineering Manager

Your Silvaco PCB Team

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CEO & Founder

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Thank you!



**Capital Equipment and Consumables for the
Printed Circuit Board Assembly Industry**

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