



OEM Products

Development Services

Contract manufacturing

Customer-specific products (ODM)

# HDT

linking people  
and technology

**Your business partner for innovative electronic products**





## Our customers are delighted and our competition – speechless!

We want our products to excite you: Users are fascinated by successful solutions that help them use the product. Our customers are happy with the rising sales figures. The competition tries to comprehend how our technology works.

What drives us is to develop and to produce unique products together with our customers.

## HDT – Your business partner for innovative electronic products

We develop electronic products from concept to manufacture. Together with you, the product management team at our head office in Glottertal, Germany defines products that will impress you both by their application as well as cost. Our development team in Glottertal and Belgrade, Serbia design excellent technological solutions. We produce high quality at attractive prices in our factory in China.



## Our business segments

**OEM:** We have a portfolio of measuring and testing devices such as voltage testers, multimeters, phase sequence indicators and lamp testers. You can add your logo to these products when you order at least 100 units.

**Development Services:** Our team of experts is also available for pure development services for electronics, hardware, firmware and software/apps.

**Contract manufacturing:** We manufacture products developed by you at our factory. We can offer you attractive prices at high quality with a minimum order of 100 units annually.

**Customer-specific products (ODM):** We realise your ideas. Our team will assist you through each step of the way from market research to mass production. Additionally, we are happy to help you develop electronics for products that you can manufacture at your own factory.



## Success story

Due to the revision of standards for voltage testers, an HDT customer was looking for a new two-pole voltage tester. His priorities included third-party compliance assurance, quick availability and an attractive price. The HDT model 3031 met all these requirements. The first customer-specific version left our factory just a few weeks after discussions had started. Our customer's supply readiness for his dealers could thus be ensured.

## HDT's OEM products – the simple and competitive solution to expand your product range

HDT offers you their portfolio of innovative, premium-quality measuring and testing devices, such as voltage testers that comply with the latest EN61243-3:2010 standard, phase sequence indicators up to 1000 V, and lamp testers for fluorescent lamps and sodium vapour lamps.

These products can be adapted to your requirements in a short time, for example changing the housing colour and the printing on the device. The packaging can be designed according to your specifications as well. You determine the operating instructions languages and specify the contact information.

The minimum order quantity is only 100 units. Typical delivery periods are 4 - 8 weeks ex Hong Kong.

The products are developed in Europe and tested by our Quality Assurance in Germany. The TÜV GS seal is available for many products.

We would be happy to send you our product catalogue.





## Success story

» A customer where HDT acts as „extended work bench“ with the development scope of complete electronics hardware and firmware for complex mechatronic products wanted to decrease time-to-market for his new product platform. But, bottleneck for this was limited project management resources at the customer. HDT then implemented a technical project manager on HDT side for the electronics scope and thus enabled the customer to reach his goal.

HDT was awarded strategic development partner by this customer. «

## HDT's development services – a strong engineering team acting as your own development department

HDT is offering development services for the complete scope of a product with in-depth knowledge on electronics. This starts with the understanding of physics behind analog electronics, EMC stable designs of PCB boards and smart layouts that minimize product size and cost. And it does not end with our excellent capabilities for prototyping and testing.

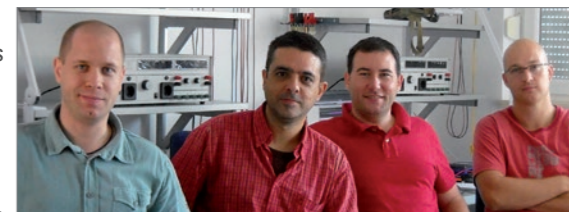
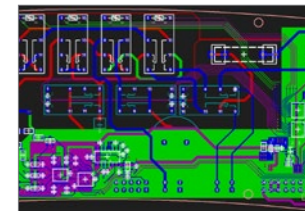
Our analog development work often involves processing sensoric values like humidity, light, voltage or pressure. One of the challenges here we usually have is high accuracy at low product cost.

Embedded systems is one of the main objectives of our engineers, for a big variety of microcontrollers: starting with cost-effective „local chinese models“ or the Atmel Tiny then more complex platforms for example from Freescale, Texas Instruments and various ARM cores going up to FPGA work.

We work with different software development platforms like Eagle, Altium designer or target and for simulation or calibration jigs we use Matlab, Labview and others. We will accomodate your standard process and file formats.

We enable your products for Industry 4.0 – integrating communication like bluetooth and programming software applications running on a PC or Apps running on iOS or Android.

As a manufacturing company our team fully understands what the results of their job should be – not only electronics working in the development stage but qualified and industrialized products running in mass production.





## Success story

” A HDT customer had placed his product range excellently in the premium segment. In order to address the mass market, the customer was looking for a reliable manufacturing partner in China. In just a few months, we completed all the steps from design localisation (adaptation of plastic parts and bill of materials for suitability with Chinese suppliers), tool design and manufacture, pilot run, and the start of regular production. The number of product units sold has exceeded expectations since it was introduced into the market. “

## HDT manufactures your products Personally and cost-consciously.

“Reducing costs in China can be very expensive.” That is the experience of our managing director, Holger Emberger, after working together with production facilities in low labour cost countries for over 15 years. High costs for communication, quality issues, and the danger of losing know-how quickly devour any savings.

It is precisely these disadvantages that HDT addresses: project managers in Germany who are well-versed with China are your point of contact. Our manufacturing facility near Hong Kong, HDT Dongguan, is a 100% subsidiary of the HDT Group. Our employees there, who have worked for us for years, are familiar with the requirements of European customers thanks to the many successful projects completed.

HDT Group’s quality management department, based in Germany, has daily discussions regarding current issues with the QA Team in Dongguan and also visits the facility regularly. Besides that, we have a monthly external audit carried out by certification authorities such as TÜV, SGS and CSA as well as by our customers.

We specialise in the small and medium-sized order quantities. HDT is your ideal manufacturing partner for orders between 1,000 and approximately 500,000 units per year.

Please contact us for a personal discussion regarding our capabilities in improving the cost points of your products.





## Success story

» A customer and HDT introduced an innovative testing device into the market together. Through close cooperation with each other, they matched market requirements and technological capabilities to achieve an optimal specification. HDT developed a modern housing and packaging design. Production was carried out at HDT Dongguan. The unit quantities sold have exceeded expectations. The product has won various prizes for innovation. «

## From concept to development and serial production: HDT works with you to make your product a reality.

No scope for innovations: the products are mature but the market prices are at rock bottom. Ideas for product improvement appear to be inadequate. Development budgets are low. The timeline for achieving growth targets slips further into the future. Almost every person responsible for a product knows this feeling of helplessness.

HDT has specialised in innovations for mature markets. We develop products that create hype and open market opportunities. This is apparent in the market success of our developments as well as the accolades they receive, such as the Red Dot Award in 2014.

Our product management can look back on the many success stories in the creation of competitive products: achieving sales growth in saturated markets, reducing costs while simultaneously implementing innovations, and creating new product categories.

The HDT development teams in Germany and Serbia possess a comprehensive technological toolkit to implement ideas quickly and cost effectively. Our factory and supplier network in China specialise in offering the best price-performance ratio.

We would be glad to offer you development services for production in your own factories, as well.

From concept to mass production, we carry out product development in close cooperation with our customers. HDT has developed a twelve step process for this. The intensity and the form of the cooperation is adapted to your requirements for each project.

Please contact us for a personal discussion about how we can support you in the growth of your company through new products.





Headquarters in Glottertal / Germany

## Facts and figures

Full service provider of electric and electronic innovations

OEM portfolio, customer-specific products, contract manufacture

Part of the BEHA Group with over 40 years of experience in the development and manufacture of electronic products

Headquarters: Glottertal, Germany

Development team: 25

Total number of employees: over 150

Manufacturing sites: Glottertal, Germany (up to 1,000 units/year) and Dongguan, China (over 1,000 units/year)

ISO 9001 certified

## Much more than contract development and manufacturing

“We are a family-owned enterprise that puts great emphasis on strong partnerships, reliability, quality and sustainability – and we are convinced that long-term cooperation results in better outcomes.

„Linking people and technology‘ is our slogan; it reflects our actions, which are aimed towards developing innovative solutions that simplify the user’s work – as well as making your company more successful,”

says Lars Christian Beha, managing director of HDT.

## NOTES

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