

## How to Get Started

At Core Source Technologies (CST), we make it simple and painless to establish a relationship and set up a project.

• **Step 1 Contact Marketing / Program Management at CST (301)540-9913.**

- Indicate interest in our engineering services.
- Request a Non-Disclosure Agreement (NDA) **before disclosing any information.**  
An NDA is a confidentiality agreement, each party agrees to and accepts explicit duty not to disclose or misuse confidential information.

• **Step 2 Request for quote (RFQ).**

- Discuss your idea or needs and communicate a Statement of Work (SOW).
- Share applicable background information with technical staff, such as specifications, requirements, diagrams, sketches, and models.

• **Step 3 Review and approve contract.**

- Review, clarify, and negotiate the proposal. CST will develop the proposal from the communicated SOW and applicable information. The proposal will include a budget, schedule, and a detailed description of tasks.
- Review the Engineering Services Agreement (ESA). This is a document that describes the service terms and agreements of work and payment.
- Approve contracts (sign the proposal and ESA). Payment may be a purchase order (PO), check, or credit card.

• **Project begins!**

Work begins on your project in accordance with the agreed proposal schedule.

## Our Services



Mechanical Engineering



Hardware Engineering



PCB Design



Rapid Prototypes



Supply Chain



Compliance



Technical Writing

# Score Card

**CORE**  
**SOURCE**  
TECHNOLOGIES, LLC

Competition

## COST

Projects with Cost Increase  
*(Increase is passed on only  
if increase is a customer requested change)* **11%**

Cost Increase by Customer Request  
& Passed on to Customer **10%**

Design Meets Targeted Manufacturing Costs **96%**

## SCHEDULE

Projects Meet Schedule Commitments **96%**

Proposal Addresses ALL Elements of RFQ / SOW **94%**

## PERFORMANCE

Average Number of Projects per Year **141**

Return Customers **68%**

Customer Satisfaction **97%**

## EXPERIENCE

Years in Operation **14 years**

Average Years of Experience **26 years**

Average Number of Staff per Service Area **3.0**

## ESTABLISHED QUALITY SYSTEM – ISO 9001:2008

Design Meets Product Objectives **95%**

Deliverables are Complete, Accurate & Professional  
Quality **97%**

Internationally Recognized Quality System **8 years**

**Does our competition meet your  
value expectations?**

**Are you getting the most value for your dollar?**