



T.E.A.M. PROGRAM

Total ESD Awareness and Management



Why T.E.A.M. Program?

- **Scalable Solutions**
- **Value-Added**
- **No-Charge Services**
- **Choose What & When Needed**

Allow us to be on your team

KEY ELEMENTS

- #1 DESCOCO evaluates your requirements
- #2 DESCOCO identifies products to meet your company's specific needs
- #3 DESCOCO works with your preferred distributor to supply you with product
- #4 Periodic ESD training & surveys
- #5 On-site implementation support at all sites & including your suppliers if desired

What Benefits come with T.E.A.M. Program?

SURVEYS

- In-plant ESD surveys to ANSI/ESD S20.20 required range of technical requirements
- ESD Survey written reports

TRAINING

- On site employee ESD training as recommended by ANSI/ESD S20.20

FORMS & DOCUMENTS

- Assistance in developing and writing your ESD Control Plan including Training Plan, Compliance Verification Plan, and Technical Requirements to meet ANSI/ESD S20.20

ADDITIONAL T.E.A.M. BENEFITS & SAVINGS

- Special T.E.A.M. pricing
- On site applications, engineering, and technical ESD support via trained factory staff
- Certificate of participation provided on request

Your T.E.A.M. commitment is to purchase all of your ESD products from Desco

Provide us with the list of the non-Desco ESD items used and your current standard cost on those items

We will cross them to Desco brand products at your current standard cost

- Spend the same \$ and get more for every \$ invested
- Get equal or better product solutions, combined with vastly increased value added services
- Eliminate the hodge podge of suppliers who cannot guarantee total ESD Control program quality or performance
- Quit wasting money on piece meal solutions and the cost of dealing with multiple suppliers

How do I find info & signup for T.E.A.M. Program?

T.E.A.M. INFORMATION

- <http://www.desco.com/promos/DescoTeam/DescoTeam.pdf>

T.E.A.M. SAVINGS

- <http://www.desco.com/Promos/TeamFlyer/TeamFlyer.pdf>

T.E.A.M. Registration

- <http://www.desco.com/TEAM/Registration.aspx>

MAKE ESD CONTROL A COMPETITIVE ADVANTAGE

Prerequisite:

ESD Association has launched it's S20.20 certification program. If your company handles ESD susceptible products, within some period of time, it may be a prerequisite for doing business to be certified to ANSI/ESD S20.20

Competitive Advantage:

With improved quality, productivity and customer satisfaction convert ESD Control from a prerequisite to a competitive advantage

ESD Control Provides Financial Return . . .

End Users have reported a 10 to 1 ROI!

- Improve Your Productivity
- Improve Your Quality
- Improve Your Customer Satisfaction
- Qualify for new business opportunities

Greatest savings come from reducing latent defects which your final inspection often cannot detect

ANSI/ESD S20.20 ESD Control Plan Standard . . .

MEET ANSI/ESD S20.20

Desco trained personnel can assist you in developing your ESD Control Program which should include:

- ESD Training Plan
- ESD Compliance Verification Plan
- QPL of ESD test equipment & protective products

Desco's broad product line contains most of what you will need

We Refuse To Put Your Products At Risk . . .

DESCO

- Provides expertise in ESD Control
- Offers the broadest range of ESD protective products
- No-Charge Services to help you optimize & gain the greatest value from your ESD Control program

Allow us to be on your team



YOUR COMMITMENT

- No contract to sign; end at will
- Register your commitment at <http://www.desco.com/TEAM/Registration.aspx>
- Your T.E.A.M. Commitment
 - Yes, I Agree to buy Desco products to fulfill actual requirements