

Global Market Access - Simplified

ConverTec's specialized products are developed for use around the world and are subject to global electrical safety standards. Each of ConverTec's products is made to order for individual customers, with varying requirements. Nonconformances in product design related to safety standards can stop a project in its tracks, causing costly delays and redesign requirements. Additionally, many of the bigger power systems ConverTec develops cannot be easily shipped to a remote laboratory and require onsite testing.

A flexible testing provider with the expertise to manage both U.S. and international compliance for the range of ConverTec's products was essential.

Choosing the Right Partner Test Lab:

ConverTec turned to TÜV SÜD America for reliable, quality testing, valuable advice and quick turnaround for their testing needs.

ConverTec's first project utilizing TÜV faced a decidedly short timeframe in which to be completed. TÜV responded quickly, meeting ConverTec's target by coming onsite and performing the required testing within the time parameters.

Impressed with the flexibility and reliability of TÜV SÜD America, ConverTec continued to use TÜV for testing and certification, and the relationship grew. TÜV has now become a valuable strategic resource to ConverTec, with quick turnaround of projects, regulatory advice and technical consulting to help the company react quickly to changing standards.

The Advantage of Multiple Country Certifications:

ConverTec's initial goal was to have their products certified to the international CB Scheme. With one CB certificate and report, manufacturers can apply to any of over 40 CB Scheme member countries worldwide to receive their national certification mark.

Additionally, TÜV SÜD America's ability to certify products to U.S., Canadian and European standards provides a competitive advantage to ConverTec by certifying their power equipment for acceptance in all of their markets.

Expert Advice:

ConverTec has found considerable value in TÜV's technical advice, a direct benefit that distinguishes TÜV from other testing labs. Jon Nordstrom, ConverTec Vice President, is able to simply call his TÜV Project Manager and Lead Engineer, Theresa Leffler, to ask

Product Service



America



About Converpower, DBA ConverTec:

Converpower, DBA ConverTec located in Roseville, MN, designs and produces customized power solutions for original equipment manufacturers in the medical, military, communications, EDP, test equipment and industrial markets. ConverTec is known for its quality power components and development speed, offering its customers quick, innovative responses with dependable equipment that enables them to reach their intended market more quickly.

"Innovation and reliability at the core"

about interpretation of certain safety statements in the standards. This type of personalized, technical support helps give ConverTec a competitive advantage by enabling the company to react quickly, without the need to schedule an appointment for every question.

Mr. Nordstrom commented, "TÜV has an in-depth understanding of the standards and how they affect our products, allowing us to increase efficiency during product development. Plus, TÜV proactively helps us find noncompliances so that we can correct them and move on, knowing we are in conformance."

With the trust built between the two companies and TÜV's expertise a phone call away, the company does not need to stop production with every product change. ConverTec maintains accurate documentation and TÜV checks in regularly with factory inspections as required.

"ConverTec is committed to developing the highest quality power components under tight deadlines," said Theresa Leffler, Regional Manager, TÜV SÜD America. "The company strives for continuous improvement for itself and its customers and cuts no corners where product safety is imperative."

The Business Value:

The skills TÜV offers in designing, developing and implementing solutions incorporate technical assistance, including interpretation of complicated standards and their effect on ConverTec's product designs. TÜV is very forthcoming with information to help its customer and cognizant of providing timely certification and reports.

"We chose TÜV SÜD America as our certification partner because their team offers valuable technical expertise and a quick turnaround for our projects. That, combined with their TÜV CUE Mark, providing both North American and European certification in one process, enables us to increase efficiency and reduce our overall costs."

- Jon Nordstrom, Vice President, ConverTec

This technical expertise, flexibility to perform onsite testing, and ability to provide certification for both North America and Europe in one certification process, has enabled ConverTec to use one safety agency for all of their testing needs, eliminating the scheduling and costs associated with using multiple agencies and leading to faster project turnaround.

About TÜV SÜD America Inc.

TÜV SÜD America Inc. is a leading testing and certification agency offering Product Safety testing services, Electromagnetic Compatibility (EMC) and Environmental testing, Industrial Machinery / Semiconductor services, Field Labeling, Restricted Substance (WEEE/RoHS) services, NRTL and SCC certification, International Compliance Management, CE Marking assistance, CB Scheme certification, European Union Notified Body services for a variety of EU directives and more. TÜV also provides ISO 9001, ISO 14001, AS9100, ISO 13485 and more management system certification services. Globally, TÜV has issued over 190,000 product and 30,000 quality management system certifications.

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