

IGS Battery Market Program



Lithium-ion/Lithium-polymer Batteries:

- •Applications: Mobile phone, GPS, MP3/video player, video recorder, portable computer, tracking device, walkie-talkie, etc.
- •Requirements: A basic battery consists of three components: battery element, protection circuit, and physical enclosure. The product is often specially-designed with custom form factors. Space is usually at a premium, which requires unique production engineering knowledge. Safety is a major concern and this requires careful component qualification and tight quality control.
- •Competitive Advantages: We have a very strong source supplying the battery element and seasoned experience in protection/charging circuit design. With in-house injection-mold design and plastic factory, we can efficiently design, prototype, and manufacture the battery subsystems with very quick turn-around time and extremely competitive price.

Sealed Lead-Acid Rechargeable Batteries:

- •Applications: Emergency lighting, UPS, solar energy, toys, mobile devices, etc.
- •Background: With the increasing cost of the plate material, many suppliers cut corners with the purity of the metal, resulting in lower battery capacity and battery life. Due to its toxic nature, most of these products from Asia do not meet the U.S. safety standards and cannot be sold in the U.S. It has also become increasingly difficult to locate new suppliers due to the strict restrictions on new factories.
- •Competitive Advantage: We have a very reliable source that is the OEM supplier for major U.S. and Japanese battery brands. We have worked with this partner for many years and their product proved to be the top performer among lead brands according to the long-term tests performed by a major customer.

Watch Batteries:

- •Applications: Watch, calculator, toy, remote key, small portable device, etc.
- Background: In addition to being a consumer item, the small battery is often installed in finished products. Without much experience and information, most companies select the battery without careful comparison and qualification. This creates a large, underserved OEM market.
- Competitive Advantage: We have access to most mainstream and specialty batteries, with very competitive pricing.

In addition to special batteries, we can also source regular Alkaline Batteries (AA, AAA, C, D, etc.). Similar to the watch battery described in the previous section, there is a tremendous volume market where the manufacturers package the batteries with their product. IGS' low-cost solutions can offer significant cost advantages for these suppliers.

LOCAL CONTACT, GLOBAL REACH

