



ADVANTAGE CONVERTING

Advantage Converting Beats Production Deadline, Enables Customer to Become a Leading Producer of Solar Panels

Industry: Green Energy

Application: Bonding & Joining, Surface Protection

Services: Clean Room Manufacturing,
Slitting & Rewinding

Materials: Films & Plastics, Tapes & Adhesives,
Thermal Management



Case Study

Challenge

A major solar company recognized for the efficiency of its solar panels needed a production partner to take over a significant portion of its supply chain. The company needed to process the back-sheet film material that is integral to its panels and rapidly scale production to meet growing global demand. The company invested in slitting equipment to process the back sheet material themselves, however, they were unable to hold the strict tolerances required. The company's executives decided to partner with a professional slitter that was qualified to do the work and had the infrastructure in place to scale production.

Solution

Advantage Converting was approached to provide custom tight tolerance slitting for flexible EVA encapsulant film. We quickly set up a production line in a clean room and within a matter of weeks scaled production to meet global demand.

Because any debris or imperfections would impact the panel's efficiency, all materials required rigid inspection and lot traceability to ensure they met tolerance and cleanliness requirements. Being ISO certified, Advantage Converting already had the systems in place to meet all inspection and documentation requirements and make processes automatic and repeatable.

Results

- Advantage Converting reached global production volumes ahead of deadline, enabling the company to become a leading producer of solar panels
- We worked with the customer to meet or exceed their requirements for cleanliness and safety

Tell Us Your Challenge: info@advantageconverting.com

Call Our Team: 650.802.6800

Come See Us: 266 Industrial Rd. Suite A · San Carlos, CA 94070

advantageconverting.com



Our Mission

Advantage Converting strives to serve our customers' every need. You're our lifeblood. We value every opportunity to learn about you, collaborate, and build a lasting relationship. From A to Z, our team is dedicated to understanding and realizing your challenge.

Our customer commitment:

- Produce the highest quality products at a fair cost
- Provide exceptional product turnaround time
- Offer unsurpassed customer service and support
- Ensure sensitivity to all customer privacy needs

We want to contribute to your success. By partnering in all steps from product development to delivery, Advantage Converting will make every effort to ensure you accomplish your goals.

Our Services

- Custom Die Cutting
- Precision Slitting and Rewinding
- Multi-layer Laminating
- Thermal Laminating
- Cleanroom Manufacturing
- Controlled Environment Printing
- RF Welding
- Island Placement
- Packaging and Assembly
- Engineering and Prototyping



Our Process

No matter what stage you're at, we can help you. Whether it's a scratch of inspiration on a napkin, or a fully designed and blueprinted idea, our creative engineers will work with you to make your idea a reality.



Building Relationships

Our customers are our lifeblood. From our initial consultation, and through each step of the process, we value every opportunity to learn about you, your business, and your challenge.



Engineering & Prototyping

Our highly skilled R&D team collaborates with your top engineers on the most difficult design challenges and incorporates your application, quality and cost requirements into a streamlined process and solution.



Manufacturing

To meet your quality, cost, and delivery expectations, we use our comprehensive capabilities, from basic assembly to the highest levels of automation and clean room expertise.



Quality Control

With over 30 years of experience, we incorporate the uppermost quality standards and unparalleled process management from initial consultation to final delivery.



Packaging & Distribution

We utilize our broad logistical knowledge and industry resources to ensure we meet your packaging and distribution requirements, regardless of type and scope.



Service & Support

Our customer service team is committed to providing you highest-quality support and satisfaction for every inquiry and request, whether it's broad or specific, about designing, manufacturing, or shipping.