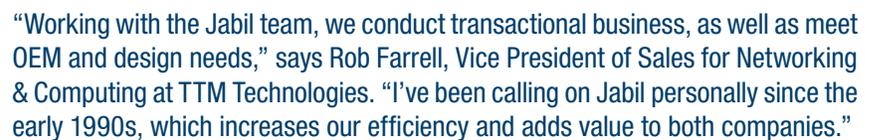
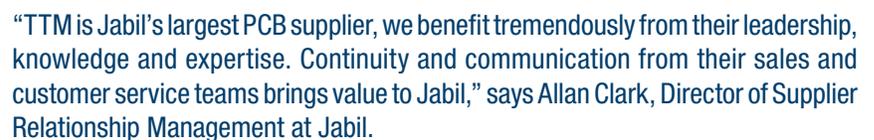


The text "CASE STUDY" is located in a dark blue rectangular box in the upper left quadrant of the page. The letters are white, uppercase, and spaced out.The main title "JABIL SUPPLY CHAIN PROFILES IN EXCELLENCE" is centered in the blue banner. It is written in a large, white, bold, sans-serif font. The background of the banner is a blue-tinted photograph of a person working at a microscope on a printed circuit board (PCB).The word "COMPANY" is written in a white, bold, sans-serif font on a dark blue background.The text "TTM Technologies" is written in a white, sans-serif font on a dark blue background.The word "INDUSTRY" is written in a white, bold, sans-serif font on a dark blue background.The text "PCB and RF Manufacturer" is written in a white, sans-serif font on a dark blue background.The word "COUNTRY" is written in a white, bold, sans-serif font on a dark blue background.The text "Worldwide" is written in a white, sans-serif font on a dark blue background.The word "EMPLOYEES" is written in a white, bold, sans-serif font on a dark blue background.The text "17,000" is written in a white, sans-serif font on a dark blue background.The word "WEBSITE" is written in a white, bold, sans-serif font on a dark blue background.The text "ttm.com" is written in a white, sans-serif font on a dark blue background.The section header is written in a bold, dark blue, sans-serif font. It is positioned on the right side of the page, above the main text.A paragraph of text in a dark blue, sans-serif font. It describes TTM Technologies as a global leader in technology solutions and PCB manufacturing, highlighting its focus on time-to-market and advanced technology.A paragraph of text in a dark blue, sans-serif font. It describes TTM as a strategic supplier to Jabil, focusing on volume production of technologically advanced PCBs, backplane assemblies, and RF microwave components.A paragraph of text in a dark blue, sans-serif font. It is a quote from Rob Farrell, Vice President of Sales for Networking & Computing at TTM Technologies, discussing the benefits of working with Jabil.A paragraph of text in a dark blue, sans-serif font. It is a quote from Allan Clark, Director of Supplier Relationship Management at Jabil, discussing the benefits of TTM as a supplier.

# Vanguards of Manufacturing Technology

Successful companies don't wait for others to take the lead. That's one of the reasons why the Jabil-TTM Technologies partnership works so well. "Our long-standing partnership with TTM provides a total solution on PCB supply and engineering development. They provide solutions to improve PCB design, material utilization and cost management. We value TTM's team effort and support to Jabil," Clark says.

"Jabil likes to push the envelope. They like to align their business units with where their customers are going. And we take a lot of pride in that," Farrell says.

"Our ability to launch programs aligns well with what Jabil is doing for its customers. It's more than just putting components on boards. It's understanding these markets and really driving to success," Farrell adds. "Our ability to support Jabil comes from our ability to be a one-stop solution, bringing in the engineering resources and support to better understand what the challenges are, and what type of services and solutions we can provide."

## Market Specialization Delivers Results

"About half of the business we do together is OEM directed, where we have more of a transactional relationship," explains Farrell. "But the exciting part of the Jabil relationship is the design aspect of it as we look at where your company is going, understand those market segments and try to develop capabilities to support those initiatives."

Jabil (NYSE: JBL) is a manufacturing solutions provider that delivers comprehensive design, manufacturing, supply chain and product management services.

Leveraging the power of over 200,000 people across 100 sites strategically located around the world, Jabil simplifies complexity and delivers value in a broad range of industries, enabling innovation, growth and customer success. For more information, visit [jabil.com](http://jabil.com).

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"Due to the way our companies match up from a business unit standpoint, we have a very good portfolio to support all aspects of the business from an electronics standpoint. We have niche business units that I'd consider to be Centers of Excellence that are similar to Jabil's areas of focus," he notes. Those verticals are:

- Aerospace & Defense/Specialty
- Automotive & Medical, Industrial & Instrumentation
- RF & Specialty Components
- Communications & Computing

"In order to serve these industries, we have a global structure with 24 production sites worldwide, Farrell explains. "I think that one of the things that attracted our companies to each other is that our footprint matches up."

## Relationships that Work

"The executive teams have been very close for 15, 20 years also," Farrell says.

"Because of the long-term relationship we've established with Jabil, we are operating from the executive team on down to the buyers—and really everything in between—including engineers, design centers and the facilities that are actually doing the assembly," he says.

In addition to Farrell's long-time commitment to the partnership, one of TTM's Global Account Managers, Brian McClannahan, has spent virtually his whole career supporting Jabil.

When teams work together for decades, the collective solutions are more powerful than those created in a vacuum. The ultimate winner is the customer—just as it should be.

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