

PRESS RELEASE

BMKyourproto & Luminovo revolutionise technical customer communication

Successful partnership reaches three-year milestone



Augsburg and Munich, 25. September 2024 – For the past three years, the prototype service of Augsburg-based EMS company BMK and Munich-based software firm Luminovo have been working closely together to enhance communication between BMK and its customers. This collaboration has led to the successful launch of an online collaboration portal and the development of a strong partnership.

From a shared vision...

When BMK launched its prototype service, BMKyourproto, in 2021, it also envisioned overcoming outdated and insecure customer communication standards. These old standards often resulted in long feedback loops via email and difficult-to-understand technical specifications, especially during the quoting phase. "We were determined to break new ground and make full use of the possibilities offered by digital interfaces," says Tim Sievers, Head of Prototyping at BMK, reflecting on the early days of BMKyourproto. "From the start, we saw Luminovo as a partner with strong development potential, even though a fully developed software solution did not exist at that time," adds Sievers. "BMK was one of the first companies to believe in Luminovo's innovative idea. This early support laid the foundation for a close and trusting collaboration that continues to this day.

BMKyourproto has been instrumental in helping us further develop Luminovo for the EMS market," explains Sebastian Schaal, Co-founder and CEO of Luminovo. Right from the beginning, a customer-centric approach was at the forefront to develop practical and effective solutions for the industry's real-world problems. This philosophy has repeatedly proven crucial in our partnership with BMK.

...to a tangible success story

Through rapid progress, BMKyourproto and Luminovo successfully migrated the data transfer and technical clarification processes during quoting into a user-friendly online environment. This effort led to the creation of the BMKyourproto-Portal, positioning BMK at the forefront of digitalisation in the European EMS industry. The portal provides access to BMK's comprehensive electronic parts inventory, alternative part suggestions, and real-time digital integration with BMK's global supplier network. It also enables instant communication with customers, further accelerating the often time-critical ordering process. The server location in Germany and encrypted data storage ensure secure handling of sensitive information, complying with modern data protection standards.

Celebrating a thriving development partnership

After three years of intensive collaboration, Luminovo is seeing strong international growth and continued expansion into the OEM sector. BMK remains a key partner: "While BMKyourproto benefits from a customised software solution, Luminovo gains direct feedback from a leading company in the electronics industry," notes Sebastian Schaal. In July, both companies conducted a successful webinar, once again underscoring the strength of their partnership. This anniversary celebrates three years of close collaboration and sets the stage for future successes together.

BMK company profile:

BMK, headquartered in Augsburg, is a leading provider of electronic engineering and electronic manufacturing services (EMS). BMK's service portfolio covers the entire life cycle of electronic assemblies and complete devices. In addition to development, production, and end-of-life management, BMK offers individual fulfilment / logistics services and supply chain management. Over 5,500 different electronic products are manufactured annually on a production area of around 40,000 m². 1,700 employees at seven locations in Germany, the Czech Republic, Israel and China generated a turnover of around 400 million euros in 2023.

More at: www.bmk-group.de

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Luminovo company profile:

Luminovo is a SaaS company headquartered in Munich, developing cloud software for the electronics supply chain. With a focus on supply chain collaboration, Luminovo's software solution helps users navigate complex processes such as quoting, procurement, and monitoring of PCBAs. By working with distributors and suppliers, as well as PCB manufacturers, ERP providers, and other technology partners, Luminovo aims to bridge data silos and close communication gaps.

More at: www.luminovo.com

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