

## Case Study



# THE SECRET BEHIND THE SUCCESS OF INFINITY HIGH TECH SOLUTIONS



IN COOPERATION WITH



On 01 April 2020, **Infinity High Tech Solutions** was launched in Someren (NL). Their core business is the assembly of customized prototypes and mid-series. In addition, they provide bare boards, layout, development, wirebonding and PCB and PCBA cleaning in cooperation with other partners. Although they are a start-up, they have many years of experience in the industry.

The driving forces behind this company are the experienced entrepreneurs Inge Kaijen and Richard Verheggen. Infinity HTS was born out of a **passion for technology** and the drive to communicate openly and provide **fast, reliable service**.

Already in an early phase Smans NV was asked to look into the possibilities for the integration of an SMD production line. Both Inge and Richard have worked with Smans NV as partners in the past and have realized several successful projects. The choice to use Smans NV as 'thought leader' was therefore logical for them.

Of course, such a project has its challenges. "As we're a start-up company, the financial construction was quite difficult," says Inge of Infinity HTS. "Fortunately, we received good support and solid advice from Smans NV and their **financial partner abcfinance**. Achieving an accurate and flexible production line with large capacity wasn't easy, but thanks to the will of all parties to think ahead, we succeeded".

With the **technical know-how** and **process expertise** Smans NV was able to bring the present [Asscon's VP800](#) into good condition and create the right soldering profiles. In order to improve the operation of the [Hanwha Pick & Place](#) line, including the necessary software, a good training was necessary. The new **Smans Academy** was used for this purpose. In a short period of time, the people responsible were prepared so that Infinity HTS was productive from the first week.

## Speaking up

### Mark Vermulst of abcfinance – financial partner for leasing & factoring

"In our collaboration with Smans NV, we had never financed a start-up before, because those risks are difficult to assess. After I received an explanation of the plans of Infinity HTS and Smans NV, I saw the potential in them. The approval of the lease application took a bit longer than usual, but **good work takes time**, they say.

Thanks to open communication and daring to face up to the challenges, we were able to offer a good financing solution. The more we know and can grasp the plans, the less uncertainty and the better we can make a correct estimation.

The contact with both Infinity HTS and Smans NV was very cooperative and understanding, making it a nice project to be involved in."



"The cooperation with Smans NV was, as we are familiar with, based on trust and mutual respect".  
– Inge Kaijen  
manager Infinity HTS

Expertise, technical know-how, healthy enthusiasm, a no-nonsense mentality and open communication are the ingredients that have made this project a great success!

We hope to help many other companies realise their dream in the future.

[www.smans.com](http://www.smans.com)

[www.infinityhts.com](http://www.infinityhts.com)

[www.abcfinance.nl](http://www.abcfinance.nl)

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