

That's a classic service proposal "**Turnkey**" or **turnkey** for printed circuit board assembly (PCBA). When a company mentions a "full-service" offer, it generally means that they handle the entire process, from manufacturing the blank board to assembling the components and performing final testing.

To help you decide if this offer is solid or if you should keep looking, here's a breakdown of what that service actually means and what questions you should ask them.

What does a "Comprehensive" PCBA service include?

A full-service supplier doesn't just weld parts; they manage the entire supply chain. This typically includes:

- **PCB Manufacturing:**Creation of the substrate (the physical plate).
- **Component Acquisition (Sourcing):**They buy the chips, resistors, and connectors. This is vital nowadays to avoid counterfeit components or stock problems.
- **SMT and THT Assembly:**Surface mounting (automated) and insertion (manual or by wave).
- **Quality tests:**Automated optical inspection (AOI), X-rays for BGA type components and functional testing.

3 Key Questions You Should Ask Them

To verify if those "15 years of experience" and "competitive prices" are real, I suggest you ask the following:

1. What quality certifications do they have?
Look for at least ISO 9001. If you work with medical products, ask about ISO 13485, or if it's for something aerospace/military, AS9100.
2. What is your minimum order quantity (MOQ)?
Many suppliers with "competitive prices" are only profitable if you order 500 or 1,000 units. If you're in the prototyping phase, you need to know if they accept small orders.
3. How do they manage obsolete components or stock?
A good all-in-one supplier will notify you if a component of your design is about to be discontinued (EOL - End of Life) and will suggest alternatives.

Pros and cons of this type of offer

Advantage	Disadvantage
Time saving: You don't have to coordinate	Less direct control: You are entirely

with three different providers.	dependent on their judgment to choose component suppliers.
Simplified logistics: You receive the final product ready to use or sell.	Management cost: The "comprehensive service" usually includes a fee for managing the purchase of materials.
Unified Guarantee: If something goes wrong, there is only one person responsible.	Intellectual property risk: You must ensure they have strong non-disclosure agreements (NDAs).

Do you already have your board design (Gerber files) or are you still in the concept stage?If you'd like, I can help you review what files you need to prepare to request a formal quote.