Electronic Components Industry Association
ECIA – Nearly 100 Years of Industry Leadership!

1924
Associated Radio Manufactures

1957
Electronic Industries Association

2007
Electronic Components Association

2011
ECIA – Electronic Components Industry Association

1937
National Radio Parts Distributor Organization

1942
National Electronic Distributor Association

ECIA Members

Comprehensive forum including key constituents of the electronic component supply chain

We bring leaders together to solve tough industry challenges that directly affect your business
Leadership Structure

ECIA Board
- 4 manufacturers, 4 distributors, 1 manufacturer representative
- Approve and prioritize projects and investments

3 Councils representing major constituents
- 12 members each – Mix of company size and products
- Identify common issues, propose projects to solve cooperatively

Committees
- Support initiatives of Board and Councils
- Subject Matter Experts from member companies

ECIA Board
- ECIA Staff
  - Councils
    - Manufacturing Council
    - Distributor Council
    - Representative Council
  - Committees
    - Global Industry Practices
    - ECIA Standards
ECIA Foundation

Mission

• The ECIA Foundation promotes the value of the electronics components industry through developing, leveraging, and deploying educational and awareness-based initiatives.

• The ECIA Foundation created the PACE (Paul Andrews Continuous Education) program to enable ECIA member companies to offer introductory courses explaining key concepts about the industry to educate employees.
Connect…

with peer leaders in a collaborative environment that sparks opportunity and innovation
Connect

EVENTS

- EDS
- Executive Conference
- Joint Council Meetings
- Committee Meetings

Connect

WEBINARS/PODCASTS
- Top Economists
- Industry Leaders
- Experts on Industry Issues

ALLIANCES
- NAM
- SAE
- FIRST Robotics
- Association Education Alliance
- Women in Electronics
Influence...

processes that directly impact
the efficiency of the supply
chain and the future of the
electronics industry
Influence

Councils

Forum to discuss topics of common interest

Councils can establish positions for their constituents

Work cooperatively between councils and committees for process improvement

RECENT EXAMPLES

- Anti-Counterfeiting
- Distribution Training and Business Reviews Best Practices
- Design Registration
- Automated Data Transfer
- Digital Manufacturer COC
- Value of Distribution
- Cybersecurity

Influence

Global Industry Practices Committee (GIPC)

Provides a forum to develop and discuss processes in the authorized channel that drive best practices within our industry.

LATEST COMMITTEE PROJECTS

• Digital Manufacturer COC
• Design Registration
• Cybersecurity & Fraud
• Workplace Disruption

ACCESS TO INDUSTRY ISSUES EXPERTS

• Trending Technology Companies
• The Trust Bridge – Global Data Privacy
• Compliance & Risks – Global Regulation Review
## Influence

**EIA Technical Standards**

| PROMOTE   | Your company as an industry leader – participate in industry technical standards development |
| LEVERAGE  | ECIA standards for new product recognition as American National Standards |
| DEVELOP   | Employee leadership skills through engagement in the ECIA technical standards committees |
| NETWORK   | Extensive industry networking at the engineering level |
| AWARENESS | Industry developments with ANSI, US DoD, NIST, and industry-targeted markets |
| INTERNATIONAL | Global product standardization through ECIA-administered US Technical Advisory Groups |
Optimize... operations strategies to increase profitability through exclusive access to tools, market intelligence, standards and training.
Optimize

ECIA Programs and Services

- Market Research & Industry Statistics
- Inventory Website: TrustedParts.com
- Resources for Addressing Industry Issues, Workplace Disruption, etc.
- Webinars & Podcasts with Subject Matter Experts
- Service Partners
- PACE Training for those new to industry
Optimize - TrustedParts.com

Search Authorized Components Distributors

Enter a component part number

English ▼ USD ($) ▼ Region ▼ AMERICAS

BOM Import/Export Part Search

The trusted source for searching the authorized channel for electronic components

Optimize – TrustedParts.com

Key Features for End Customers
- Best way to avoid counterfeit components
- Buy direct from 100% authorized sources
- Always real-time pricing and availability information
- 54+ billion parts in stock
- 25+ million unique part numbers
- More than 4,000 electronic components manufacturers
- Local language and currency
- BOM management tools
- Create Stock and Price Alerts
- Automated quoting by integrating our API
- Use of site and tools is always free

Optimize – TrustedParts.com

Key Benefits for Distributors
- Access to 2.3M users/year performing 120M searches
- Share in 750K clicks per month
- Your brand recognized as an authorized distributor
- Monthly analytics and more in Distributor Portal

Key Benefits for Manufacturers
- DSS widget or API to allow searches on your site
- Add your entire network of authorized distributors
- Monthly analytics and more in Manufacturer Portal
- Manage your inventory with Channel Inventory Profile Tool

Key Benefit for Reps
- DSS widget to allow searches on your site

Optimize

Stats & Insights

- Economic & Industry Market Trends
- Component Revenues & Lead Times
- DTAM Reports
- Component Sales Trends Survey

Optimize - PACE

Key Features

- New training program for members for those who are new to the industry.
- Exclusively for members and program supporters
- 50 generous donors
- Named PACE (Paul Andrews Continuous Education) training after the founder of distributor TTI who passed away early in 2021.
- Log in and access PACE at www.ecianow.org/PACE.
ECIA membership magnifies your voice in the industry.

• Support the Authorized Channel
• Peer Access to Industry Leaders
• Market and Data Intelligence
• Develop Industry Technical Standards
• Establish Industry Best Practices
• Access to Unique Resources and Services
• Collaborate with other Industry Associations
• Industry Training and Education
Connect.
Influence.
Optimize.
## Influence

### EIA Technical Standards

<table>
<thead>
<tr>
<th>ECIA Domestic and Global Technical Standards Activities</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Capacitors</td>
<td>Connectors &amp; Interconnects</td>
</tr>
<tr>
<td>Resistors</td>
<td>Electronic Displays</td>
</tr>
<tr>
<td>Inductors</td>
<td>Dependability</td>
</tr>
<tr>
<td>Magnetics</td>
<td>Soldering Technology</td>
</tr>
<tr>
<td>Piezoelectric</td>
<td>Automated Component Handling</td>
</tr>
<tr>
<td>All-or-Nothing Electrical Relays (Through MoU w/ JEDEC)</td>
<td>Active Devices</td>
</tr>
</tbody>
</table>

With sufficient interest, additional categories to be considered
Membership

Distributor membership is open to those business entities that:
1. Are primarily engaged* in the authorized distribution* of electronic components, equipment, and supplies; and
2. Clearly disclose on all published line cards, web pages, and other electronic or printed media which manufacturers, product, or part numbers are not authorized for resale by the product’s manufacturer.

**“Primarily engaged” as used in this section is defined as deriving more than a majority (51%+) of the organization’s revenue from the authorized sale of electronic components and not from manufacturing, contract manufacturing and/or value-added distribution.

**“Authorized distribution” as used in this section is defined as stocking and reselling electronic components, equipment, and supplies pursuant to a written contract with the manufacturer of those products. For purposes of this definition, a bill of sale, authorized to sell letters, or similar documents, are not considered written contracts.

Manufacturer’s Representative membership is open to those businesses that are contractually retained by manufacturers to market and sell electronic components, equipment or supplies.

Manufacturer membership is open to those businesses that manufacture, or have manufactured for them, electronic components, equipment or supplies.


ecia
Electronic Components Industry Association
Membership Dues

The ECIA dues structure for manufacturer and distributor members is based on total annual sales (dollars) of electronic components in North America.

<table>
<thead>
<tr>
<th>Manufacturers and Distributors</th>
</tr>
</thead>
<tbody>
<tr>
<td>NA Sales</td>
</tr>
<tr>
<td>$&lt; 50M</td>
</tr>
<tr>
<td>$50-99M</td>
</tr>
<tr>
<td>$100-200M</td>
</tr>
<tr>
<td>$200-400M</td>
</tr>
<tr>
<td>$400-800M</td>
</tr>
<tr>
<td>$800M-$1.5B</td>
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<tr>
<td>$&gt; 1.5B</td>
</tr>
</tbody>
</table>

The ECIA dues structure for manufacturer’s representative members is based total number of employees.

<table>
<thead>
<tr>
<th>Manufacturers Representatives</th>
</tr>
</thead>
<tbody>
<tr>
<td># Employees</td>
</tr>
<tr>
<td>$&lt; 10</td>
</tr>
<tr>
<td>10 - 19</td>
</tr>
<tr>
<td>$&gt; 20</td>
</tr>
</tbody>
</table>