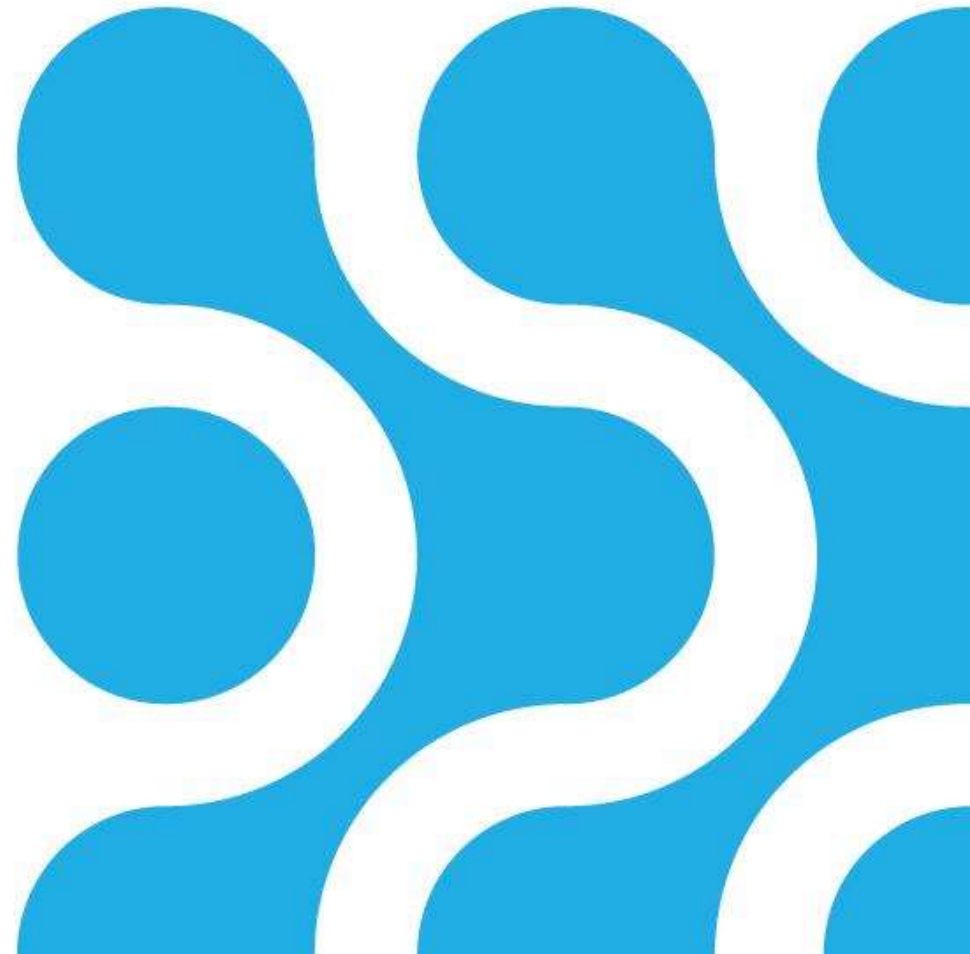


# Electronic Components Industry Association



# ECIA – Nearly 100 Years of Industry Leadership!

1920

2022



**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

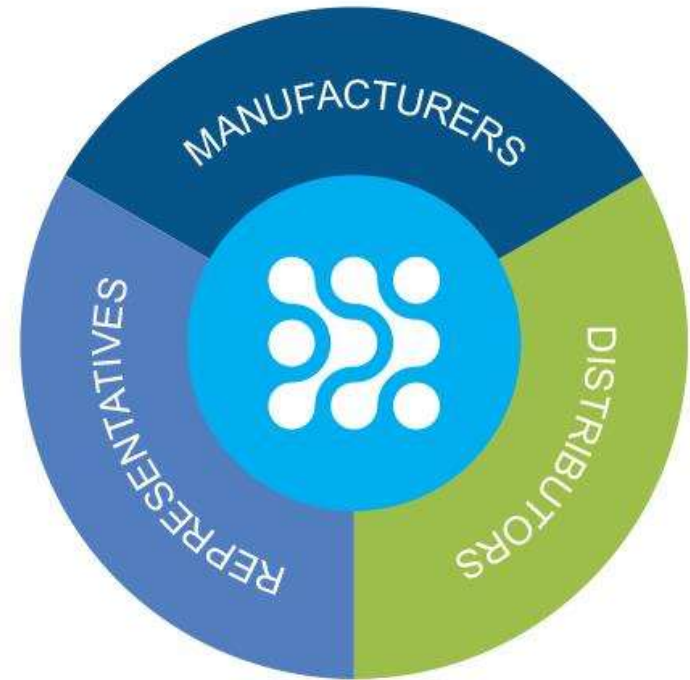
Connect. Influence. Optimize.



# 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



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# Leadership Structure

## ECIA Board

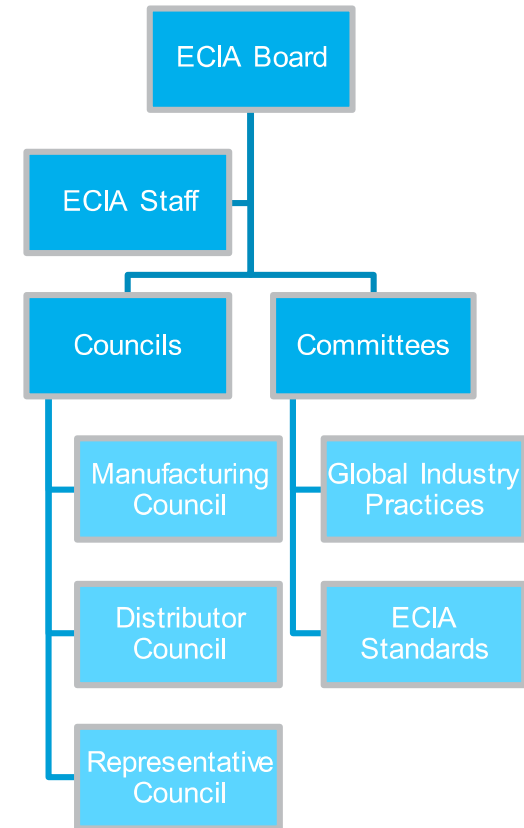
- 4 manufacturers, 4 distributors, 1 manufacturer representative
- Approve and prioritize projects and investments

## 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

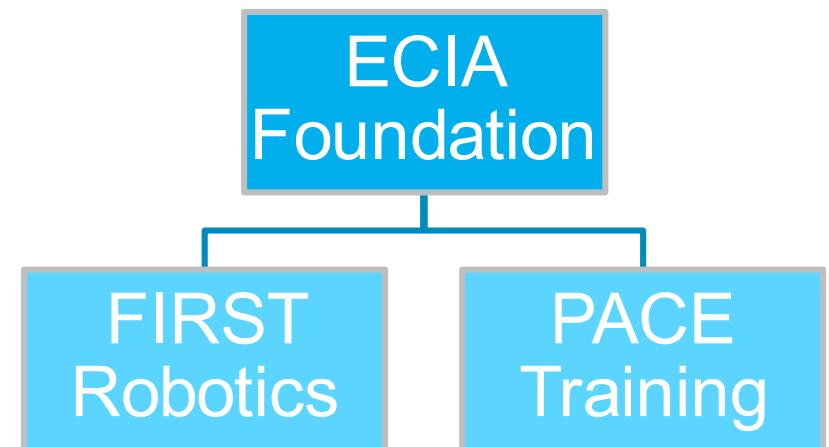


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# ECIA Foundation

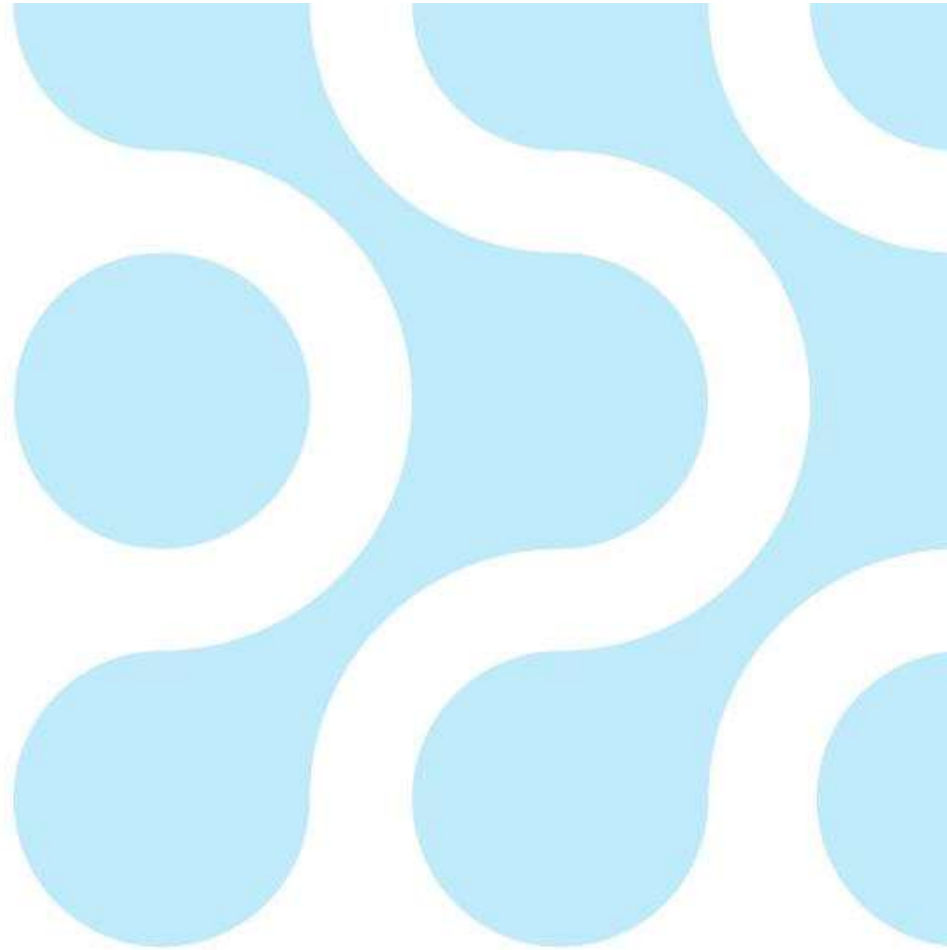
## Mission

- 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



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# Connect

## WEBINARS/ PODCASTS

- Top Economists
- Industry Leaders
- Experts on Industry Issues



## ALLIANCES

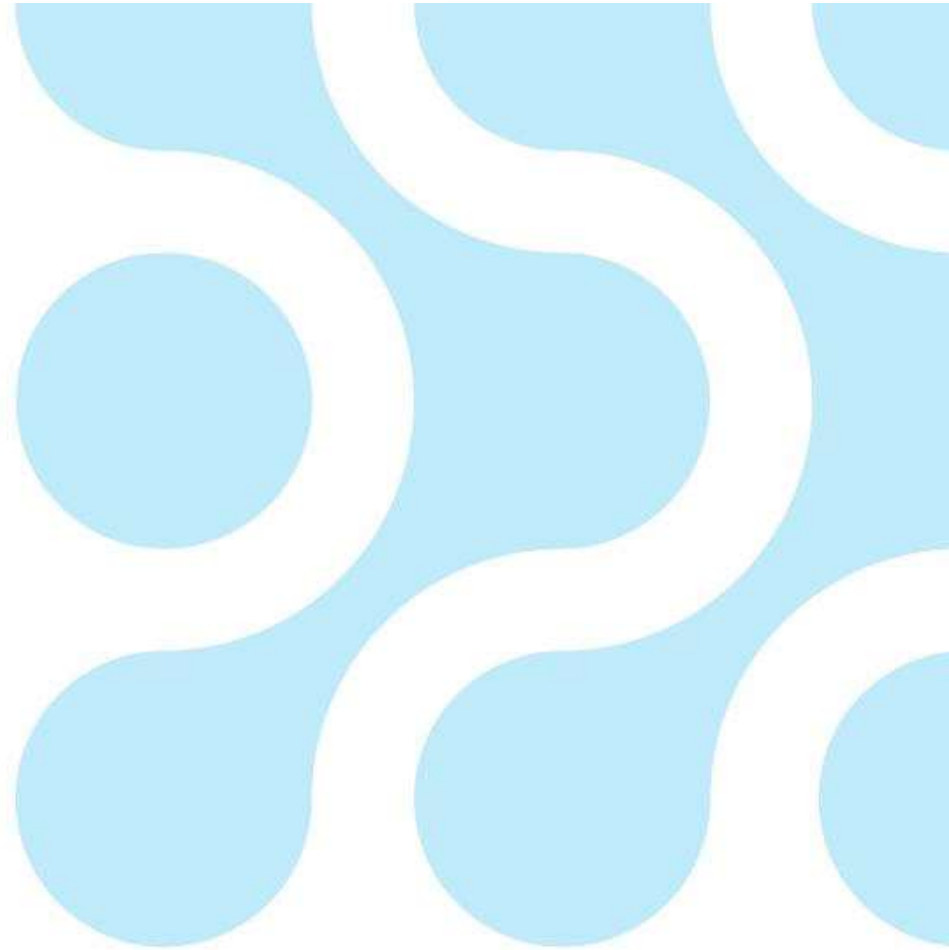
- NAM
- SAE
- FIRST Robotics
- Association Education Alliance
- Women in Electronics

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# 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

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## 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.

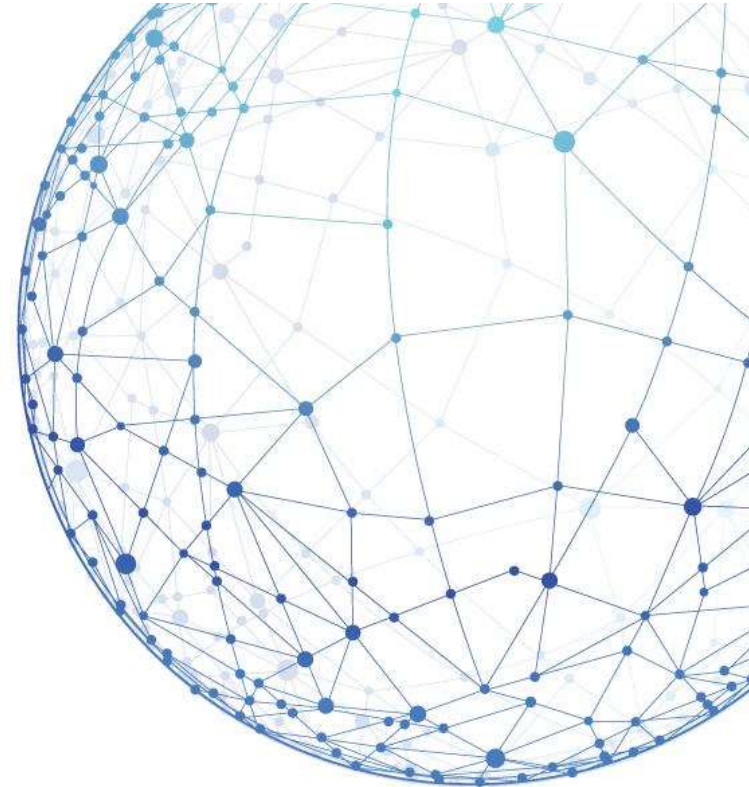
### LATEST COMMITTEE PROJECTS

- 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

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# Influence

## EIA Technical Standards

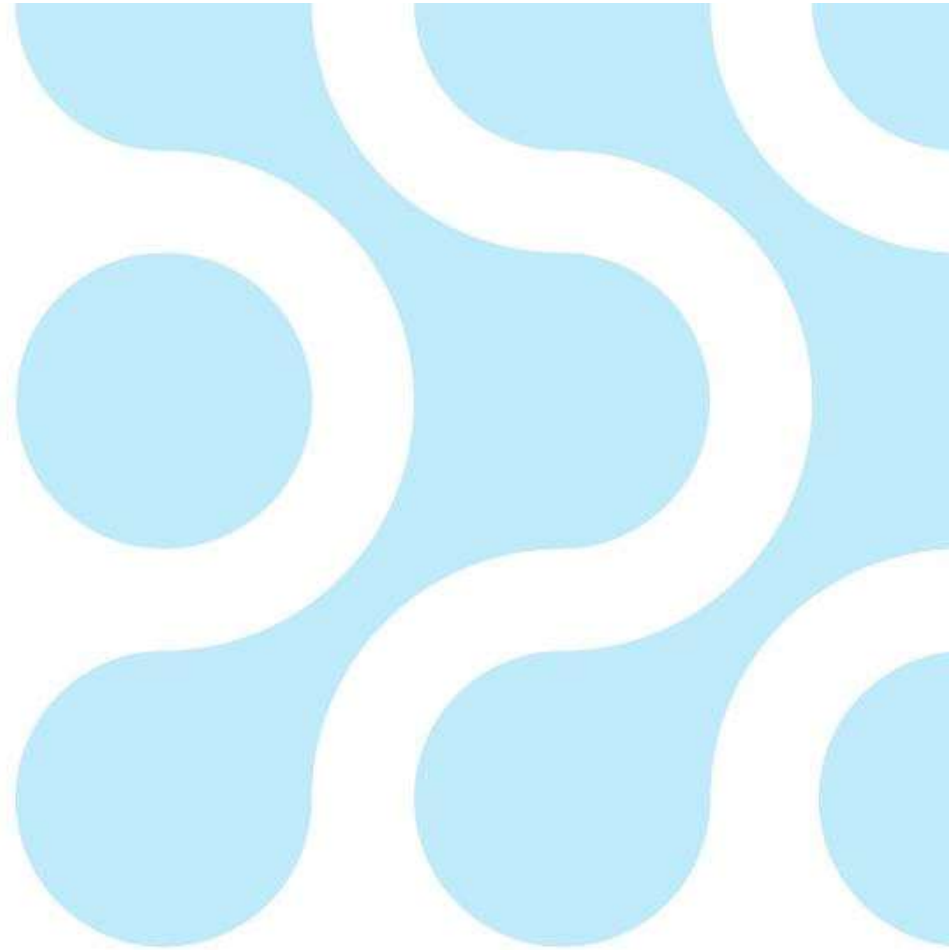
<b>PROMOTE</b>	Your company as an industry leader – participate in industry technical standards development
<b>LEVERAGE</b>	ECIA standards for new product recognition as American National Standards
<b>DEVELOP</b>	Employee leadership skills through engagement in the ECIA technical standards committees
<b>NETWORK</b>	Extensive industry networking at the engineering level
<b>AWARENESS</b>	Industry developments with ANSI, US DoD, NIST, and industry-targeted markets
<b>INTERNATIONAL</b>	Global product standardization through ECIA-administered US Technical Advisory Groups

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# 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](https://www.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

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# Optimize - TrustedParts.com



The **trusted source** for searching the **authorized channel** for electronic components

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# Optimize – TrustedParts.com

A dark blue rectangular banner for TrustedParts.com. At the top left is a white icon of a microchip with a checkmark inside. To its right is the text 'TrustedParts.com' in white, with 'Trusted' in a lighter blue. Below this, on the left, is '54B+' in large yellow font, with 'PARTS IN STOCK' in smaller white font underneath. On the right, is '25M+' in large yellow font, with 'UNIQUE PART NUMBERS' in smaller white font underneath. At the bottom center, the text 'Start your search today' is written in yellow.

 **TrustedParts.com**

**54B+**  
PARTS  
IN STOCK

**25M+**  
UNIQUE PART  
NUMBERS

**Start your search today**

## 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**

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# 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**

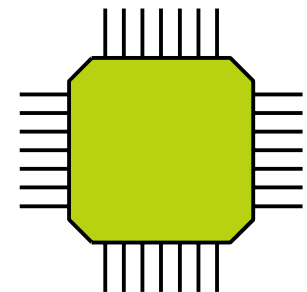
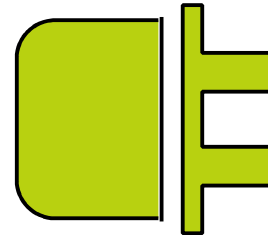
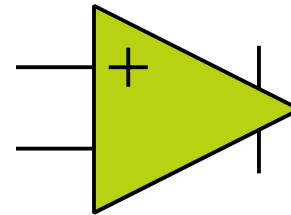
## Key Benefits for Manufacturers

- **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

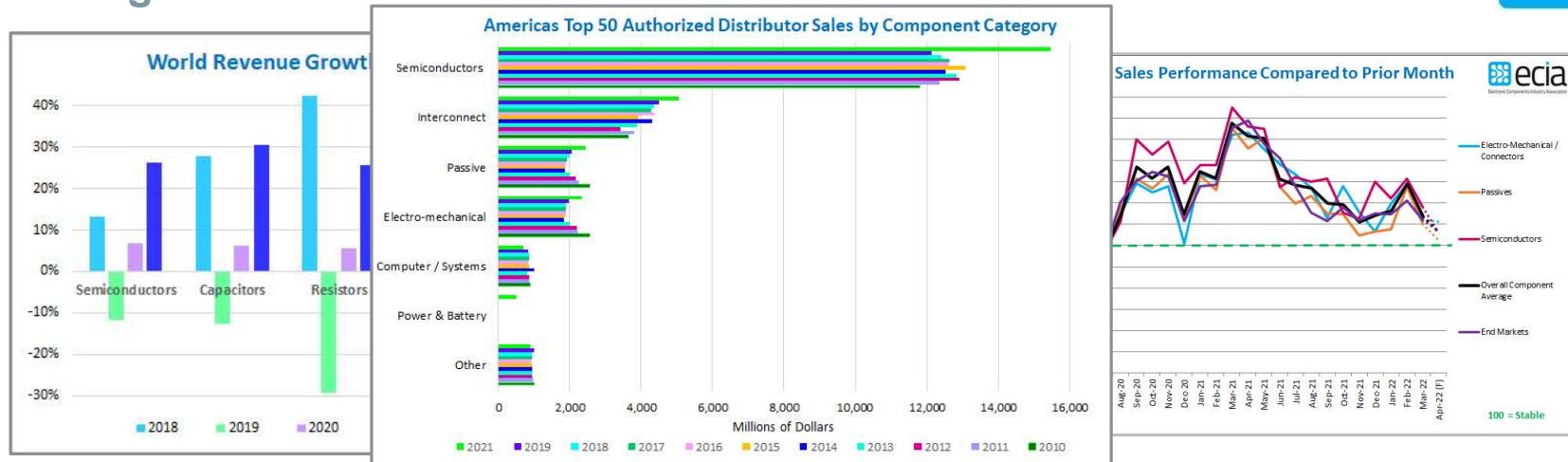
- **DSS widget** to allow searches on your site

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# Optimize

## Stats & Insights



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

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# 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](http://www.ecianow.org/PACE).

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# 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

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Influence.  
Optimize.

# Influence

## EIA Technical Standards

ECIA Domestic and Global Technical Standards Activities		
Capacitors	Connectors & Interconnects	Racks & Panels
Resistors	Electronic Displays	Rigid RF & Waveguides
Inductors	Dependability	Printed Electronics
Magnetics	Soldering Technology	Environmental Condition Tests
Piezoelectric	Automated Component Handling	Switches for Appliances
All-or-Nothing Electrical Relays	Active Devices (Through MoU w/ JEDEC)	Conformity Assessment
With sufficient interest, additional categories to be considered		

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# 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.

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# Membership Dues

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

Manufacturers and Distributors	
NA Sales	Dues
< \$50M	\$2,000
\$50-99M	\$5,000
\$100-200M	\$7,500
\$200-400M	\$10,000
\$400-800M	\$20,000
\$800M-\$1.5B	\$35,000
> \$1.5B	\$50,000

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

Manufacturers Representatives	
# Employees	Dues
< 10	\$1,000
10 - 19	\$2,000
> 20	\$3,000

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