

A WORLD OF BEST PRACTICES

FOR THE ELECTRONIC
COMPONENTS INDUSTRY

2021



Electronic Components Industry Association

A large graphic on the right side of the page depicting a globe. The globe is composed of a network of blue lines connecting various blue dots of different sizes, representing a global network or data flow. The text "GIPC" is overlaid on the right side of the globe.

GIPC

Agenda:

1. GIPC Organizational Update – Don Elario
2. ECIA Update – David Loftus, ECIA President and CEO
3. Sales Trends – Dale Ford, ECIA Chief Analyst
4. GIPC Highlights – 2020 – Don Elario
5. GIPC Goals – 2021 – Don E., Pete Shopp, Russ Dzielak
6. Business Process Review – Dale Ford
7. Design Registration Study Phase 2 – Don Elario
8. Paperless Manufacturer COC – Pete Shopp
9. Listing Authorized Distributors and Manufacturer Reps on Manufacturer's Websites – Don Elario
10. SCIP Database – Don Elario and Pete Shopp



**Global Industry
Practices Committee**

Global Industry Practices Committee

Pete Shopp – SVP Business Operations, Mouser Electronics *Co Chair*

Russ Dzielak – Director of Channel & Key Accounts, Phoenix Contact *Co Chair*

Teri Ivaniszyn – VP Operational Excellence, Digi-Key *Past Chair*

Tom Griffin – President, Catalyst Unity Solutions

Dawn Manhart – Director Global Sales Operations, Littelfuse

Kimberly Appleton – SVP Global Sales Operations, ON Semi

Melanie Pizzey – VP Global Business Operations, TTI

Victor Meijers – SVP ECIA

Don Elario – VP Industry Practices ECIA

Subject Matter Expert Pool



Global Industry Practices Committee (GIPC)

Subject Matter Expert Pool

Why *(Participate in the GIPC or a Subject Matter Expert?)*

- Opportunity to Influence
- Impact *Your Company's* Efficiencies and Standardization through Best Practice Awareness
- Collaborate on Common Challenges and Obstacles in *Your Area of Expertise*
- Industry Networking
- Take Advantage of this Talent Development Platform

Set Up Your Profile and...

- Join our Quarterly GIPC update webinars
- Receive group emails with news and project activity



Continuous communication and recruiting of SME's in 2021



ECIA

with

David Loftus

ECIA President and CEO



Electronic Components Industry Association

A large graphic on the right side of the slide depicts a globe. The globe is composed of a network of interconnected nodes and lines, representing a global network or data flow. The nodes are represented by small circles in various shades of blue and grey, connected by thin, light blue lines. The overall effect is a complex, web-like structure that covers the entire surface of the globe.

**Global Industry
Practices Committee**

NA Electronic Component Sales Trends and COVID-19

with

Dale Ford

ECIA Chief Analyst



Electronic Components Industry Association

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**Global Industry
Practices Committee**

1. Manufacturer Design Registration Study Phase 1
2. Paperless Manufacturer COC
3. Listing Authorized Distributors and Manufacturer Reps on Manufacturer Websites
4. Sales Interacting with Business Partners and Customers during a Pandemic
5. Covid-19 Infection Control Best Practices
6. Podcasts with Trust Bridge and Compliance & Risks
7. Compliance & Risks, Global Regulatory and Compliance Webinar
8. Competitive Insights, Supply Chain Risk Management Webinar
9. Service Partners / 3rd Party Relationships – Bar Code Graphics, Compliance & Risks, IBM Blockchain Solutions, NAM, Performance Review Institute (PRI)

1. Project Management *(projects and their priorities can change during the year)*

- A. Design Registration Study – Phase 2 Desired – Future State
- B. Paperless MFR COC – Awareness, Adoption = 3-1H, 5-2H
- C. Listing Authorized Distributors and Manufacturer Reps on Manufacturer Websites – Awareness, Adoption = 5 MFR
- D. ASN/2D Product Receipt
PCN (Product Change Notification) *(Only 1 of the 3 areas likely for 2021)*
FA (Failure Analysis)
- E. Additional projects of smaller scope will and are taking place...

2. GIPC Sustainability Plan

- A. Developing our Global Connections – 1 in EMEA and 1 in ASIA
- B. Seeding for the Future - Infusing Youth for Next Generation; 1 – 2 individuals guided by committee members

3. Recruitment – Growing the SME Pool

- A. Calibrate current SME Pool headcount – Q1
- B. Determine headcount target and SME balance between 7 areas of focus – Q1
- C. SME recruiting goal for 1H-21 TBD and 2H-21 TBD

4. Service Partners and 3rd Party Relationships – Add 1-2 who compliment and support GIPC work

5. Membership

- A. Council Participation and Collaboration on Issues
- B. ECIA Brand Visibility
SAE International (AS5553, AS6496), PRI (7403 Checklist), University of Maryland (Counterfeit), etc..

Business Process Review with

Dale Ford
ECIA Chief Analyst



**Global Industry
Practices Committee**

Design Registration Roadmap

2020

Q1

Introduction

Manufacturing Council Discussions
Council Task Team
Scoping Document

Q2

Structure

ECIA, GEDA, ERA
Executive Steering Committee
SME Work Group & Launch

Q3

Framework

In/Out of Scope – Current State
Survey Questions
Part-1 Survey

Q4

Phase 1 End

Part-2 Survey
Deliverables:
Master Index – Survey Results
Current State Assessment
Executive Summary

2021

Q1

Phase 2 Start

Deliverable Review, Publication
Adjustments to SME Work Group
Desired – Future State Document

Q2

Research

Possible Solutions with Trending
Technologies

Q3

Research Cont'd

Possible Solutions with Trending
Technologies

Q4

Phase 2 End

Deliverable:
Solutions Document
Identify and demonstrate
Desired – Future State
options for consideration.

2022

Q1

Phase 3

Implementation

Q2

Q3

Q4

Global Industry Practices Committee (GIPC)

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Paperless Manufacturer Certificate of Compliance

Contributions by Bar Code Graphics, Inc.

2019

Concept Proposed by ECIA's GIPC

ADI, Littelfuse, Digi-Key, Mouser
Solution Development IT Project Teams Assigned

Q1

Q2

Q3

Q4

Embed COC in 2D Bar Code

Digital Transfer of COC with Linkage to Shipment

2020

Roadmap

Distributors-to-Customers

ADI

ADI, Mouser

Process Development

Adds Distributors

Testing, Implementation

Process Development

Q4

Q3

Q2

Q1

2019-2021
3 Year Plan

2021

Additional Manufacturers, Distributors

CPI

Continued Industry Implementation

Continuous Process Improvement – Next Generation

Q1

Q2

Q3

Q4

2022

Global

Global Industry Implementation

Best Practices

Benchmark Data



Listing Authorized Distributors and Manufacturer Reps on Manufacturer Websites

Project Objective:

Research electronic component manufacturer websites to find best practice examples for locating/listing authorized distributors and manufacturer representatives.

Work Group:

Digi-Key – Levy Olson
Mouser Electronics – Kevin Hess
TTI, Inc. – Steve Brahosky
WPG – Americas – Billy Hood
ebm-papst – Jeannine Zenobi
KEMET – Cheryl Swaim
Littelfuse – Dawn Manhart
Rohm Semiconductor – Nicolle Ladouceur
Tech-Trek – Adam Grigor
AEM Group – Larry Schoettley



Project Deliverables:

1. Best practices document highlighting “areas for consideration” for publication
2. Reference best practice examples of manufacturer websites identified by the work group
3. Podcast with a work group member and a manufacturer website representative
4. Marketing plan to drive industry awareness and future adoption.

October

November

December

Project Timeline
2020

SCIP Database (Substances of Concern in Product)

The SCIP database has three main objectives:

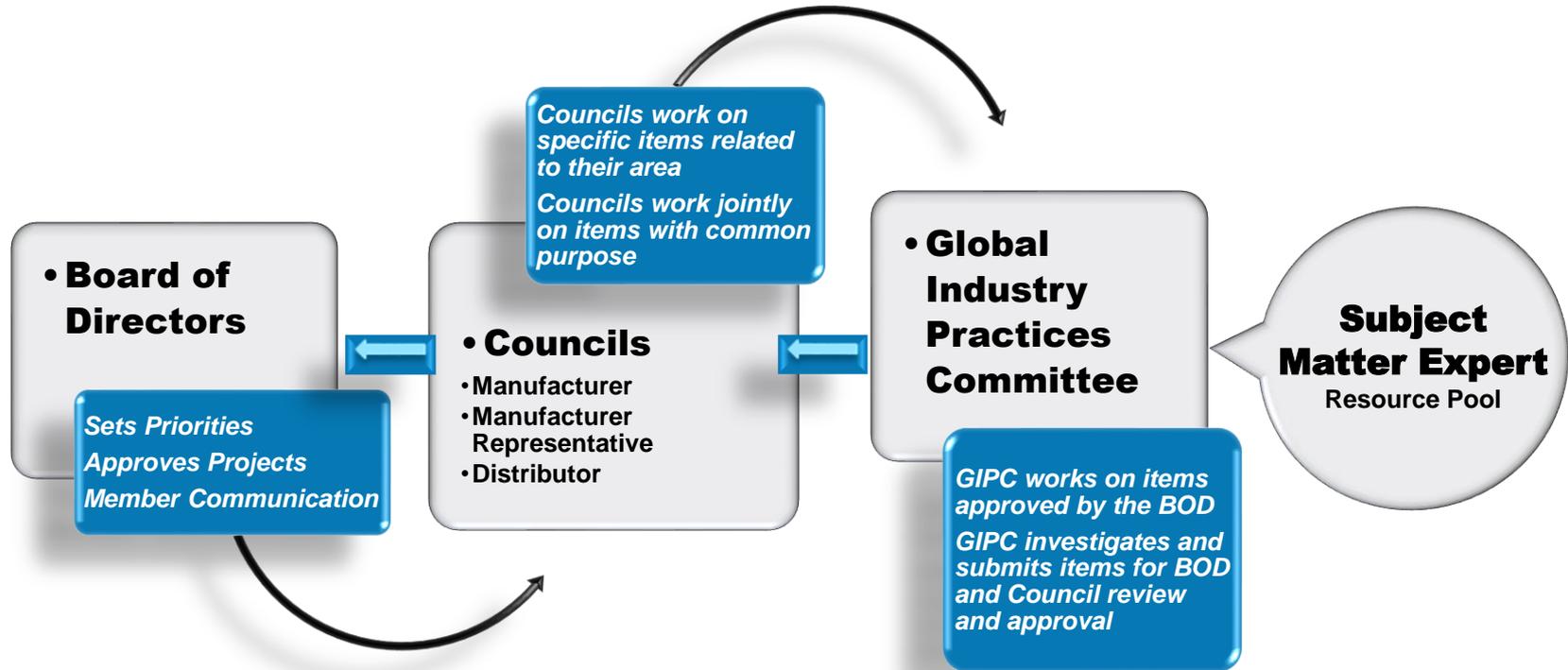
1. Decrease the generation of waste containing hazardous substances by supporting the substitution of substances of concern in articles placed on the EU market.
2. Make information available to further improve waste treatment operations.
3. Allow authorities to monitor the use of substances of concern in articles and initiate appropriate actions over the whole lifecycle of articles, including at their waste stage.

The SCIP database complements the existing communication and notification obligations for Candidate List substances in articles under REACH.

Companies that produce, import or supply articles containing Candidate List substances have to submit information on these articles placed on EU market to the SCIP database, as from 5 January 2021. These articles can be produced in the EU or imported from non-EU countries.

Since 5 January, companies have had to submit data to ECHA on chemicals of concern in their products. Over five million notifications have already been received in the SCIP database.

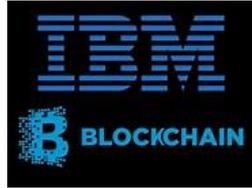
How it works today...



Global Industry Practices Committee (GIPC)

Service Partners and 3rd Party Relationships

BAR CODE
G R A P H I C S



M. NATIONAL ASSOCIATION OF
Manufacturers



the**trust**
bridge™



 **RoHS Umbrella Industry Project**

Visit ecianow.org to access today's recording & presentation. Click on the **Training & Resources** tab.

The screenshot shows the ECIA website interface. At the top, there is a navigation bar with the ECIA logo and the tagline "Connect. Influence. Optimize.". Below the logo, there are several menu items: "About ECIA", "Issues & Practices", "Stats & Insights", "EIA Technical Standards", and "Component Search". A large banner image of an electronic component is displayed below the menu. The main content area features a section titled "Where the Electronics Supply Chain Comes Together" with a paragraph of text. To the right of this text is a "Quick Links" section with several blue buttons: "Join ECIA", "Members Only", "Coronavirus Resources", "Podcasts", "Training and Resources", "Component Search", and "Create A Profile". The "Training and Resources" button is circled in red, and a large black arrow points to it from the right. Below the "Quick Links" section is an "Upcoming Events" section. The browser's address bar shows "ecia.memberclicks.net".

From the Training & Resources Page – click on **Webinars**

The screenshot shows the ECIA website's Training and Resources page. The page is divided into two columns: Training and Resources. The 'Webinars' link under the Resources column is circled in red. A large black arrow points to this link. The page also features a navigation menu, a search bar, and a 'Quick Links' sidebar with buttons for 'Join ECIA', 'Podcasts', 'Training and Resources', 'Component Search', and 'Create A Profile'. An 'Upcoming Events' section is visible at the bottom right.

ecia
Connect. Influence. Optimize.

Member Login | Search our site...

About ECIA | Issues & Practices | Stats & Insights | EIA Technical Standards | Component Search

Training and Resources

Training	Resources
Talent Development Opportunities	2019 Executive Conference Videos
Connectors 101	Webinars
Sales Training Course	Standards Knowledge
University of Innovative Distribution (UID)	Recruitment Resources
Best Practices: Model Distribution Training	Top 5 Reasons to Use Authorized Distributors for Engineering: Infographic , Article
Sales Management Coaching & Training	Top 5 Reasons to Use Authorized Distributors for Purchasing: Infographic , Article
Gaining More Control of the Sales Process	

Quick Links

- Join ECIA
- Podcasts
- Training and Resources
- Component Search
- Create A Profile

Upcoming Events

- Mon Feb 8, 2021
[2021 Q1 GIPC Update](#)
Category: Webinar
- Wed Feb 17, 2021
[ITR Economics Series 2-17](#)
Category: Webinar

<https://ecia.memberdicks.net/2019-executive-conference-videos>

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Thank you!

