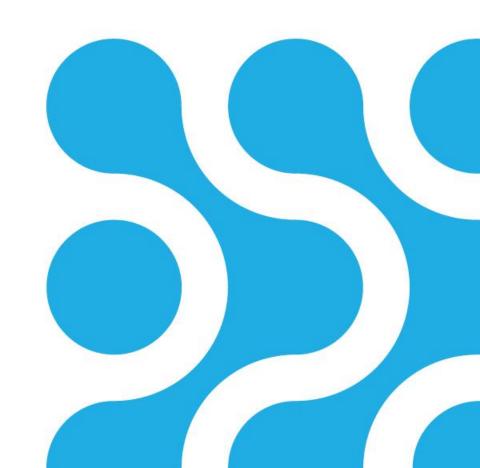
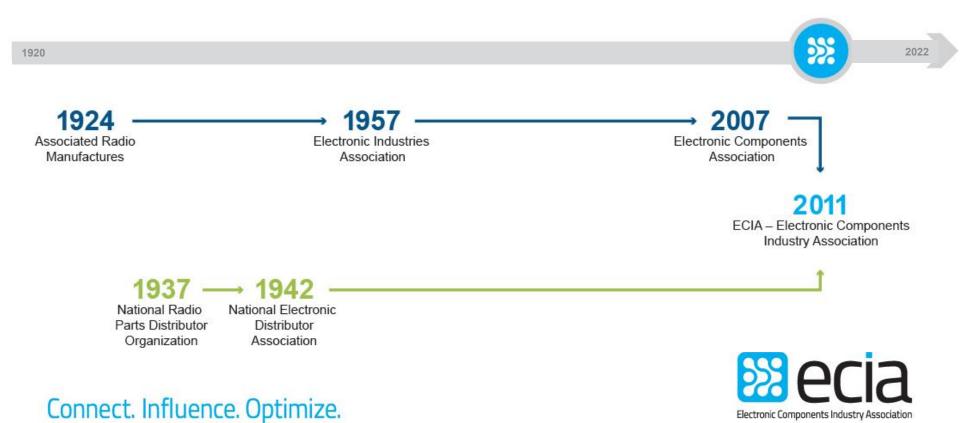
Electronic Components Industry Association





ECIA – Over 100 Years of Industry Leadership!

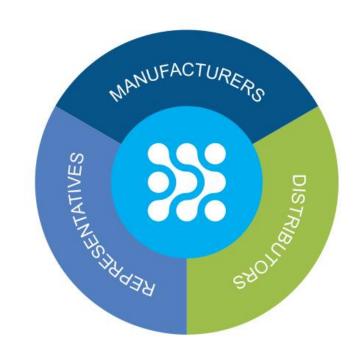


ECIA Members

Nearly 300 member companies representing over \$300B in sales of electronic components

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





Connect. Influence. Optimize.

Leadership Structure

ECIA Board

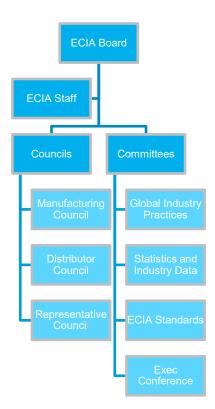
- 9 manufacturers, distributors, manufacturer representative
- Approve and prioritize projects and investments

3 Councils representing major constituents

- Up to 15 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

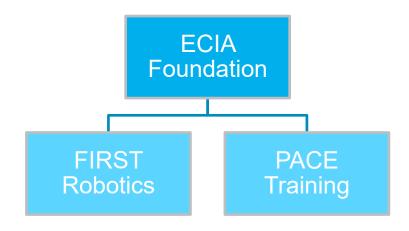




ECIA Foundation

Mission

- The ECIA Foundation promotes the value of the electronics components industry through developing, leveraging, and deploying educational and awareness-based initiatives
- ECIA Foundation and members strongly support FIRST Robotics, donating \$millions annually to promote STEM education to over 700,000 students worldwide
- PACE (Paul Andrews Continuous Education) program offers introductory courses explaining key concepts about the industry to new 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



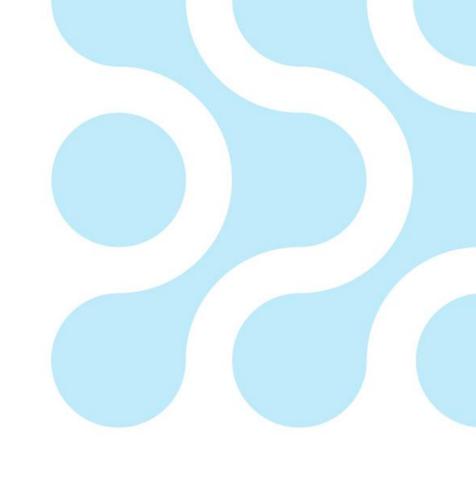
ALLIANCES

- NAM
- SAE
- ANSI
- FIRST Robotics
- ERA
- 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
- Design Registration
- Automated Data Transfer
- Digital Manufacturer COC
- Value of Distribution
- Distribution Training and Business Reviews Best Practices
- Cybersecurity



GIPC – 40 Years of Industry Influence!

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

1980s - 1990s

NEDA Roundtable

Semiconductor Packaging-Handling Standards and Guidelines

- Rails
- Trays
- Reels
- ESD Bags
- Labels
- Labeling
- Barcode

2000 - 2017

SCC (Supply Chain Council)

Passive, Electro-Mechanical, Connector, Semiconductor Participation...

- ISO Standards
- RoHS, REACH
- AS9100 & 9120
- AS6496A Counterfeit
- 1D, 2D Barcode Labelling

2017 – 2024

GIPC
(Global Industry Practices Committee)

Manufacturers, Distributors and Manufacturer Reps 7 Areas of Focus

- Tariffs
- Trade Compliance
- Cyber Security
- Environmental (ESG)
- Business Operations
- Logistics
- Quality



Influence – EIA Technical Standards

- Global product standardization through ECIA-administered US Technical Advisory Groups
- Joint activities with ANSI, US DoD, NIST, and industry-targeted markets
- 215 Standards in progress
 - 36 Domestic, 179 International
 - 226 Participating companies
 - 23 standards groups
 - 342 Participating individuals



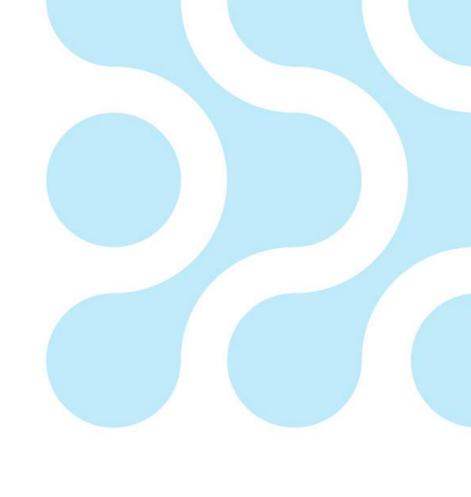
* ECIA's VP of Standards Ed Mikoski serves as ANSI Vice Chair



Connect. Influence. Optimize.

Optimize...

operations strategies to increase profitability through exclusive access to tools, market intelligence, standards and training



Optimize

ECIA Programs and Services

- Inventory Website: TrustedParts.com
- Market Research & Industry Statistics
- 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



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

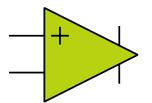
- Access to 2.3M users/year performing 120M searches
- Share in 750K clicks per month
- Your brand recognized as an authorized distributor
- Monthly analytics and more in Distributor Portal

Key Benefits for Manufacturers

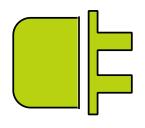
- DSS widget or API to allow searches on your site
- Add your entire network of authorized distributors
- Monthly analytics and more in Manufacturer Portal
- Manage your inventory with Channel Inventory Profile Tool

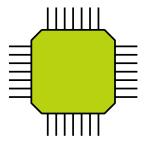
Key Benefit for Reps

DSS widget to allow searches on your site









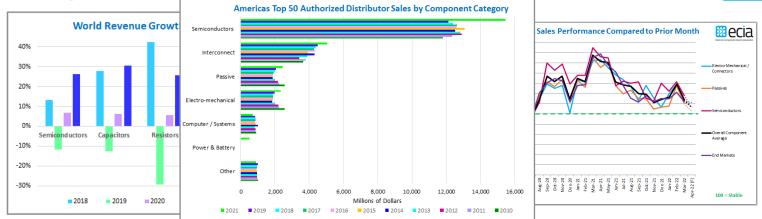




Optimize

STATS & INSIGHTS

Stats & Insights



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



Optimize - PACE



Key Features

- New training program for member employees,
 especially 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



Your Purchasing Journey

Throughout this course, you'll be placing yourself into the shoes of both an OEM and a component manufacturer. As an OEM, we'll be exploring why and how you go about purchasing components needed to complete your design. As a supplier, we'll be discussing your distribution strategy.



- Disti: "ECIA helps give us access and understanding of larger trends affecting our industry. Many relationships formed have come through ECIA events."
- Disti: "I get to learn about best practices and solutions that my competitors and industry peers are addressing and/or adopting."
- Manufacturer: "ECIA provides a trusted forum across like markets to assist in making better business decisions for our own companies."
- Rep: "ECIA provides exposure and input on important topics that shape the industry and participants. It gives us a voice in matters that concern all players as well as exposure to input from other constituents, so we see all sides of the industry."

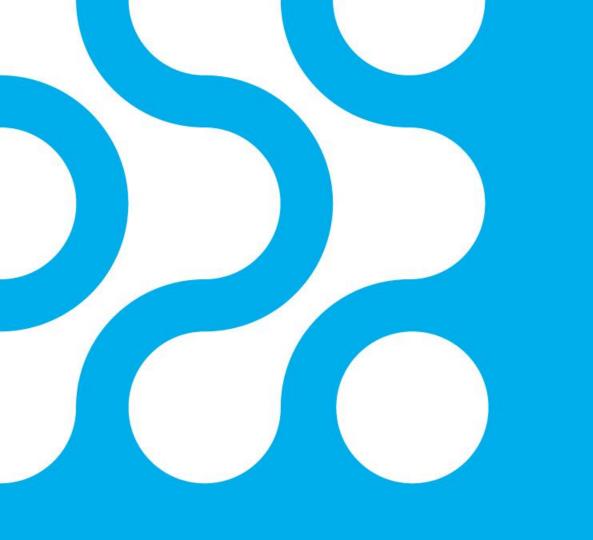


ECIA membership magnifies your voice in the industry.



- 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

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			



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.

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.



^{*&}quot;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.

^{*&}quot;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.

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	

