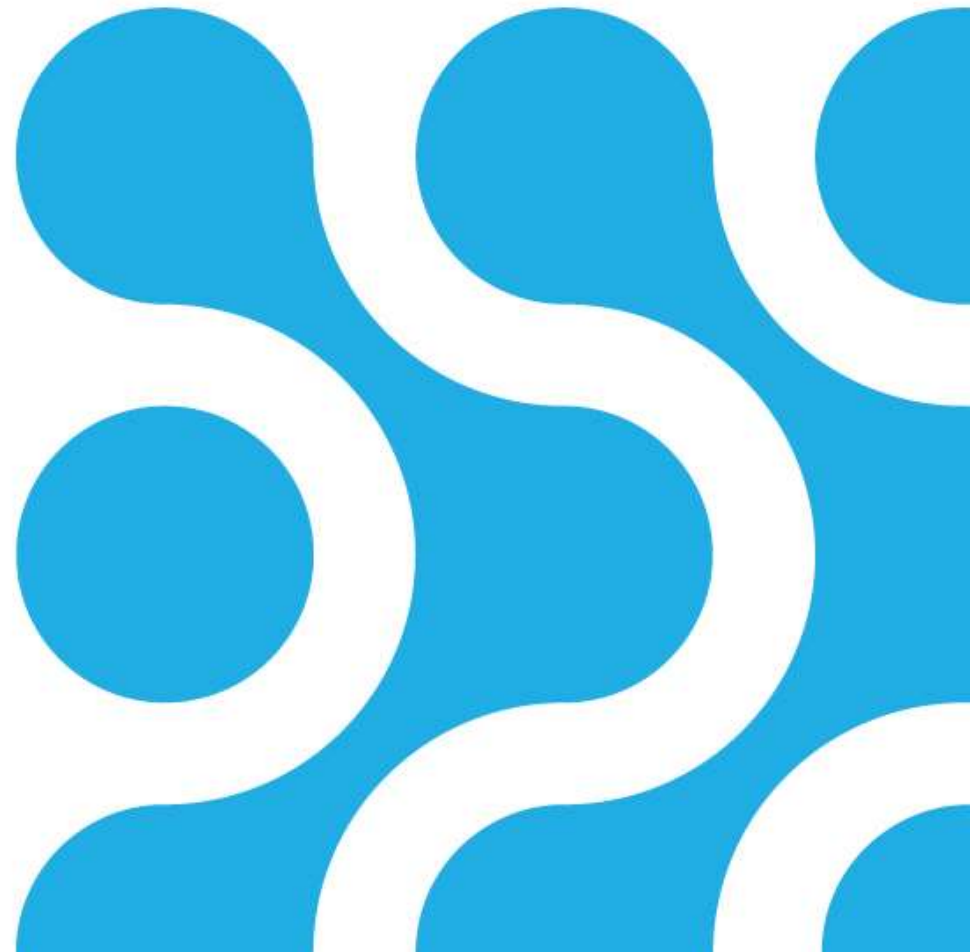


Electronic Components Industry Association



ECIA – 100 Years of Industry Leadership!



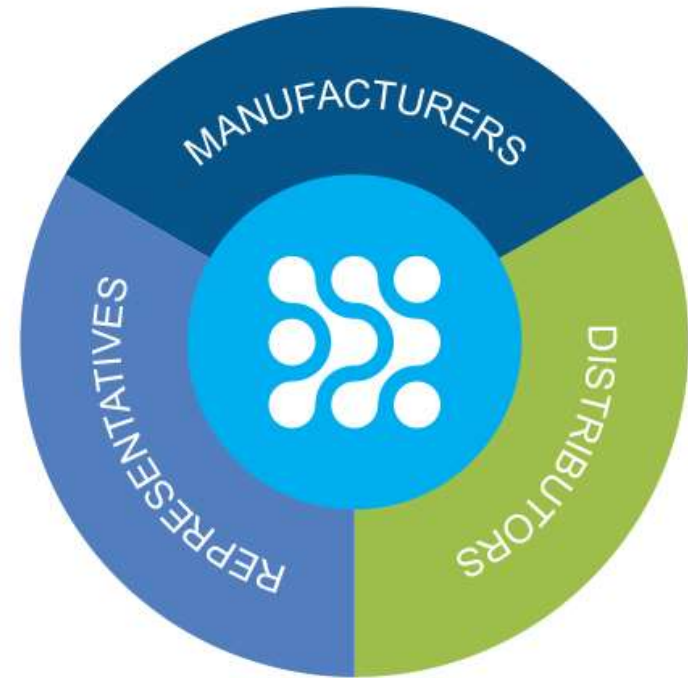
Connect. Influence. Optimize.



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

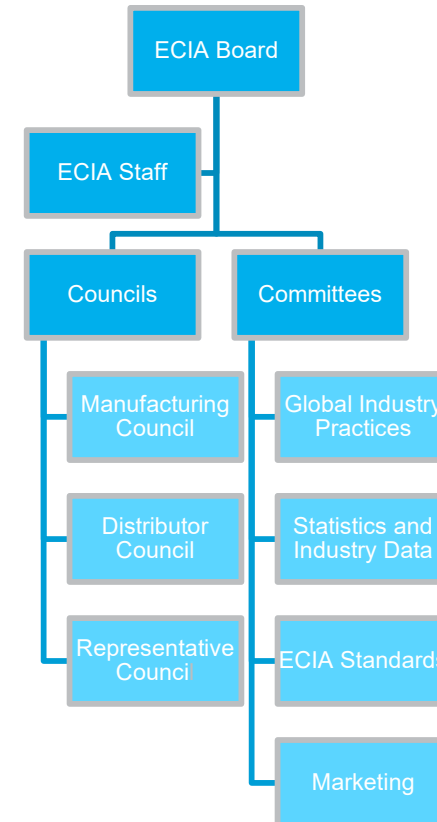
- 4 manufacturers, 4 distributors, 1 manufacturer representative
- Approve and prioritize projects and investments

3 Councils representing major constituents

- 12-15 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

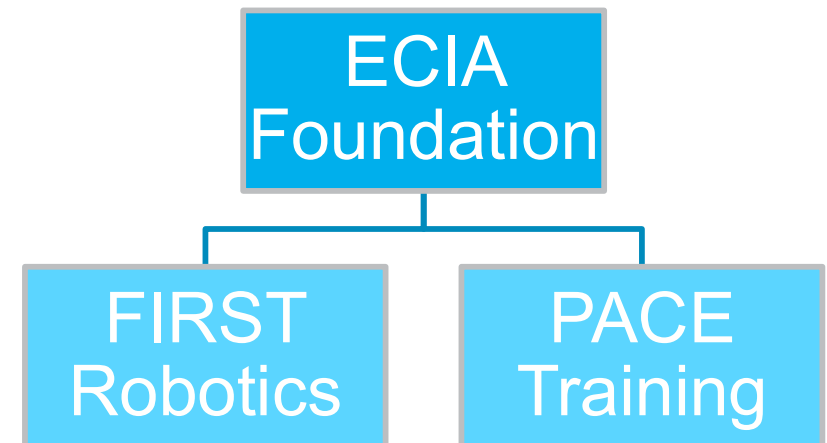


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ECIA Foundation

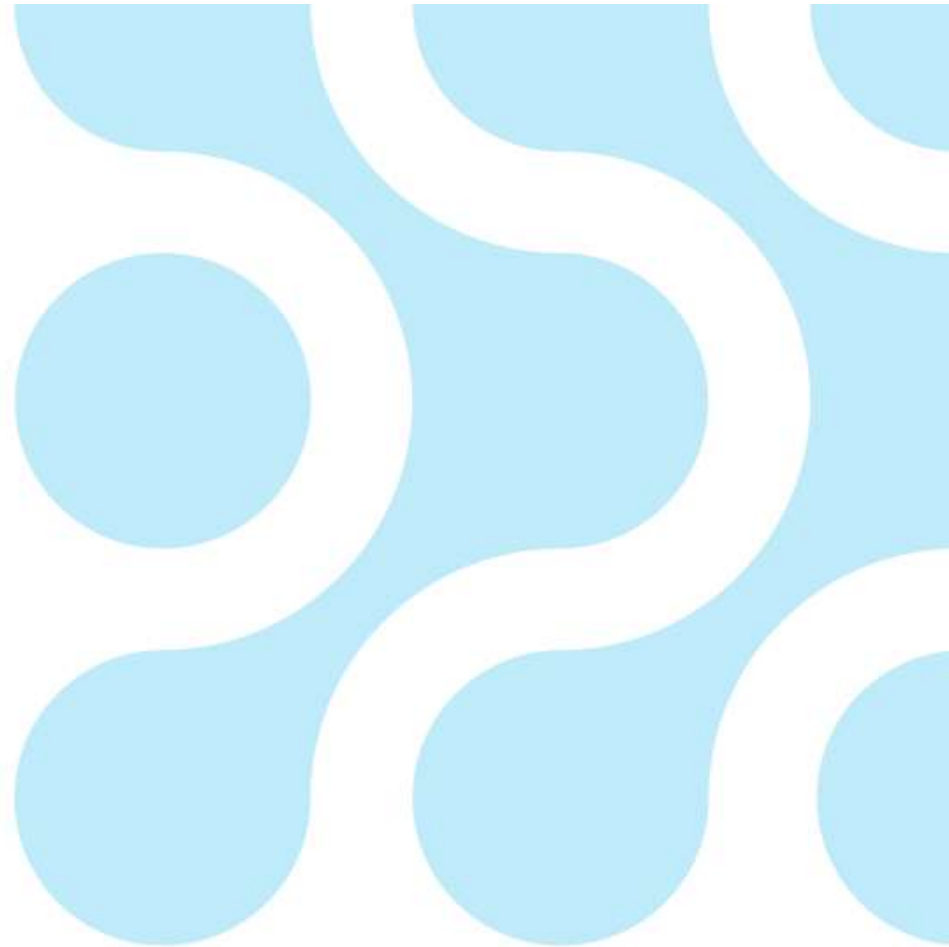
Mission

- The ECIA Foundation promotes the value of the electronics components industry through developing, leveraging, and deploying educational and awareness-based initiatives
- The ECIA Foundation supports organizations that influence and promote STEM careers and the hiring of U.S. veterans
- 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



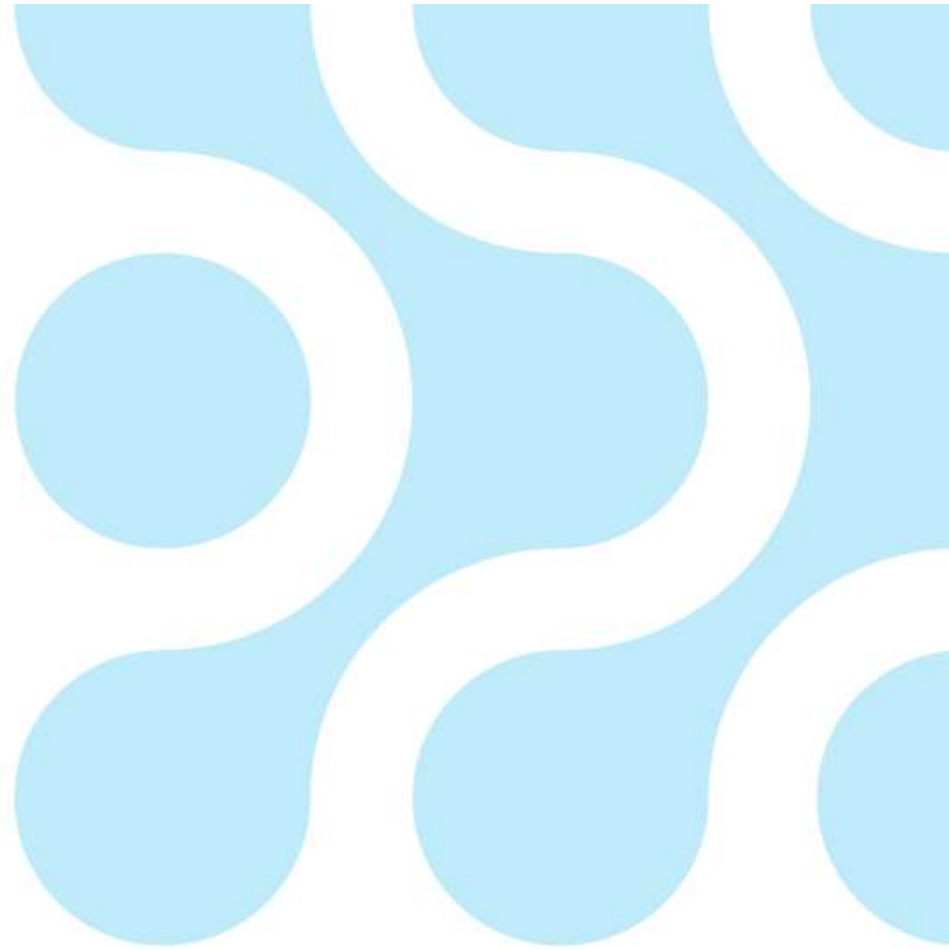
ALLIANCES

- NAM
- SAE
- FIRST Robotics
- Association Education Alliance

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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
- Best Practices for Business Reviews
- Design Registration
- ETL
- Training Best Practices
- Digital Manufacturer COC
- Value of Distribution

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. [View more.](#)

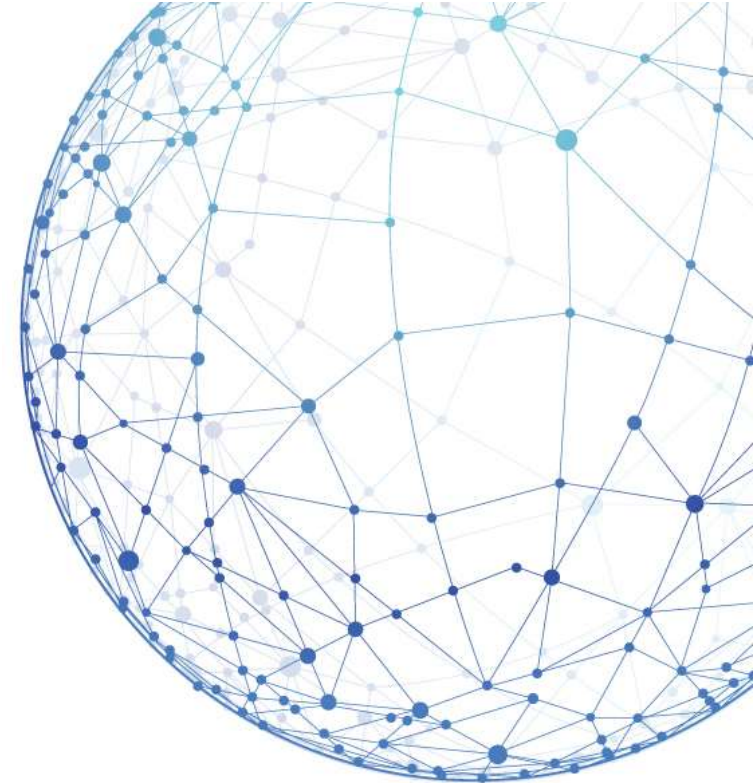
COMMITTEE PROJECT EXAMPLES

- Digital Manufacturer COC
- Design Registration
- Cyber Security
- Workplace Disruption

ACCESS TO INDUSTRY ISSUES EXPERTS

- IBM Blockchain
- The Trust Bridge – Global Data Privacy
- Compliance & Risks – Global Regulation Review

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Influence

EIA Technical Standards

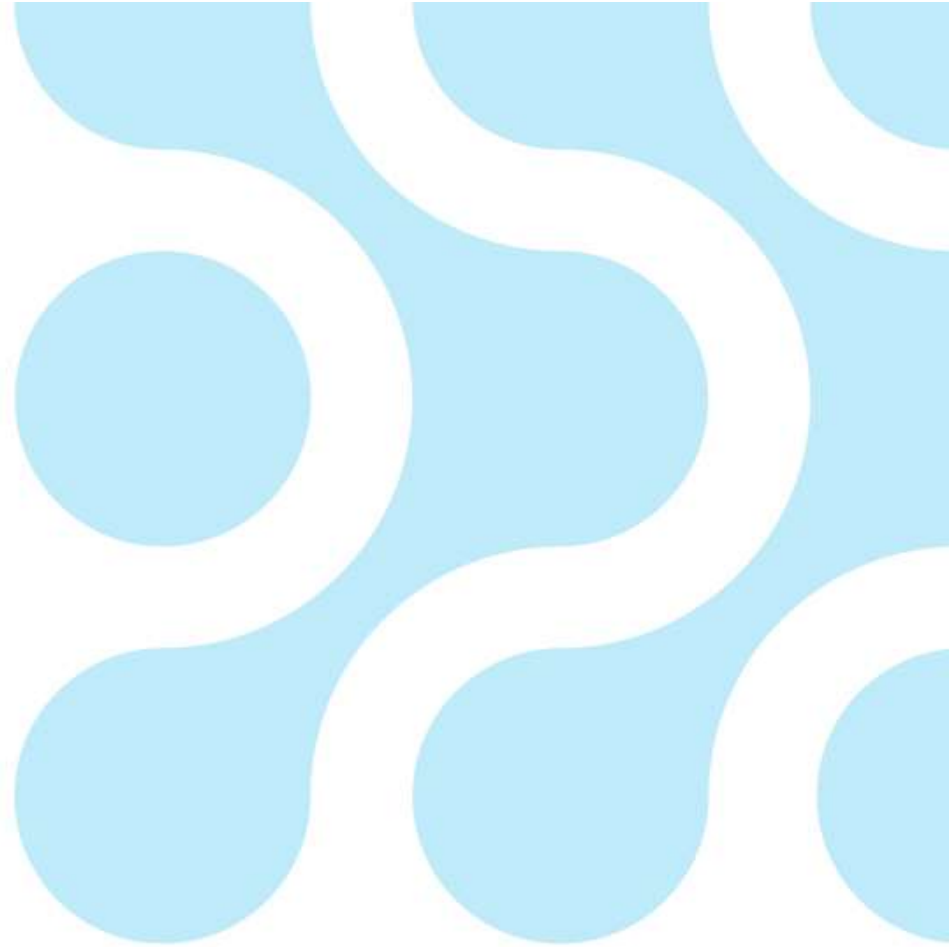
PROMOTE	Your company as an industry leader – participate in industry standards opportunities
LEVERAGE	ECIA standards for new product development
DEVELOP	Employee leadership skills through engagement in the ECIA technical standards committees
NETWORK	Extensive industry networking at the engineering level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

Connect. Influence. Optimize.



Optimize...

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



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

Connect. Influence. Optimize.



Optimize – TrustedParts.com



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**

Connect. Influence. Optimize.

Optimize – TrustedParts.com

Key Benefits for Distributors

- Access to **160K** users/month performing **3.5M** searches
- Share in **460K** clicks per month
- Your brand recognized as an **authorized** distributor
- Monthly analytics and more in **Distributor Portal**

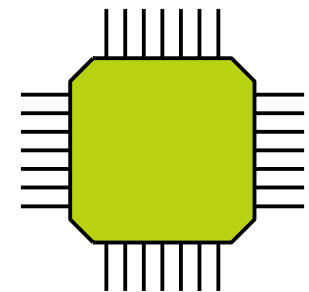
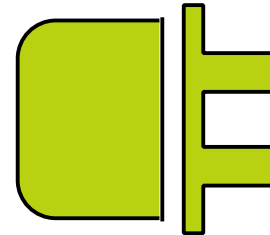
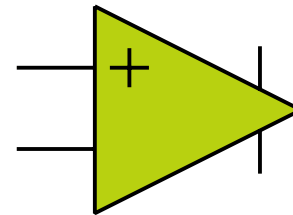
Key Benefits for Manufacturers

- **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

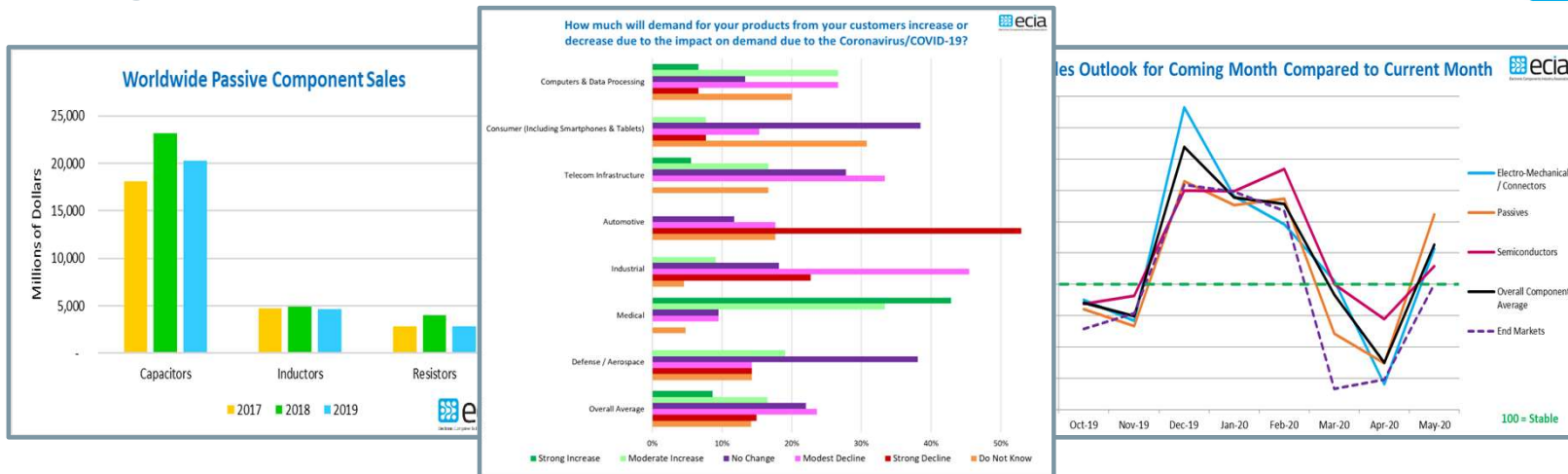
- **DSS widget** to allow searches on your site

Connect. Influence. Optimize.



Optimize

Stats & Insights



- Economic & Industry Market Trends
- Component 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 Paul Andrews Continuous Education (PACE) training after the founder of distributor TTI who passed away early in 2021.
- Log in and access PACE at www.ecianow.org/PACE.

Connect. Influence. Optimize.



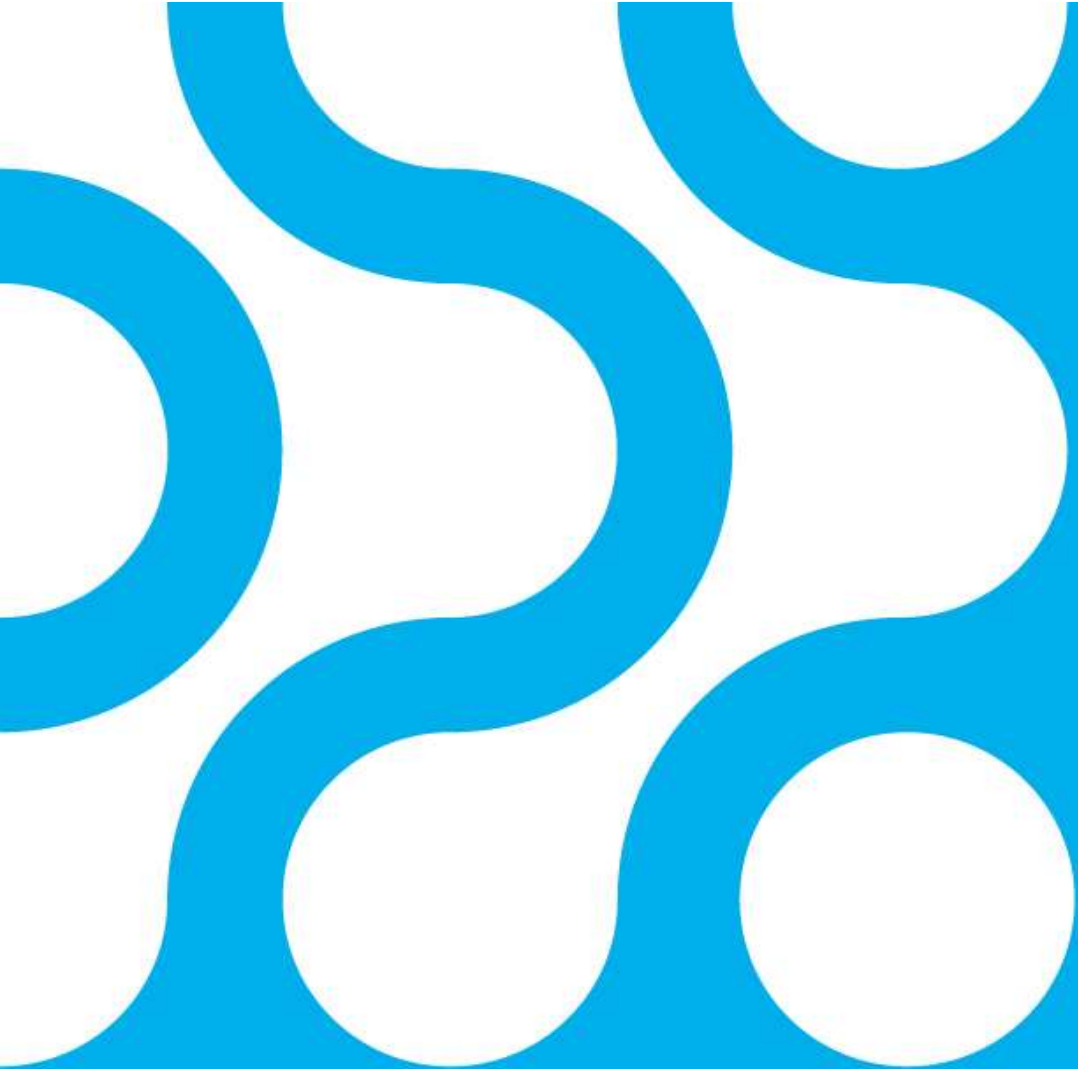
ECIA membership magnifies your voice in the industry.



- 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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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		

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Membership

Distributor membership is open to those business entities that:

1. Are engaged in the authorized distribution of electronic components, equipment, and supplies; and
2. derive more than a majority of the organization's revenues from the sale of electronic components for which they are contractually authorized by the manufacturer to stock and resell; and
3. all their published line cards are one hundred (100) percent contractually authorized for resale by their listed manufacturers.

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 Distis	
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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