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

1924
Associated Radio Manufacturers

1957
Electronic Industries Association

2007
Electronic Components Association

2011
ECIA – Electronic Components Industry Association

1937 → 1942
National Radio Parts Distributor Organization → 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
- 12-15 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.
- 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

Connect

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

ALLIANCES
• NAM
• SAE
• FIRST Robotics
• Association Education Alliance
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
- 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.

<table>
<thead>
<tr>
<th>COMMITTEE PROJECT EXAMPLES</th>
<th>ACCESS TO INDUSTRY ISSUES EXPERTS</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Digital Manufacturer COC</td>
<td>• IBM Blockchain</td>
</tr>
<tr>
<td>• Design Registration</td>
<td>• The Trust Bridge – Global Data Privacy</td>
</tr>
<tr>
<td>• Cyber Security</td>
<td>• Compliance &amp; Risks – Global Regulation Review</td>
</tr>
<tr>
<td>• Workplace Disruption</td>
<td></td>
</tr>
</tbody>
</table>

## Influence

### EIA Technical Standards

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

*Connect. Influence. Optimize.*

[ECIA logo]
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
- 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 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
Optimize

Stats & Insights

• Economic & Industry Market Trends
• Component 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 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.
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

JOIN US
ecianow.org
Influence

EIA Technical Standards

<table>
<thead>
<tr>
<th>ECIA Domestic and Global Technical Standards Activities</th>
</tr>
</thead>
<tbody>
<tr>
<td>Capacitors</td>
</tr>
<tr>
<td>Resistors</td>
</tr>
<tr>
<td>Inductors</td>
</tr>
<tr>
<td>Magnetics</td>
</tr>
<tr>
<td>Piezoelectric</td>
</tr>
<tr>
<td>All-or-Nothing Electrical Relays</td>
</tr>
</tbody>
</table>

With sufficient interest, additional categories to be considered
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.
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>NA Sales</th>
<th>Dues</th>
</tr>
</thead>
<tbody>
<tr>
<td>&lt; $50M</td>
<td>$2,000</td>
</tr>
<tr>
<td>$50-99M</td>
<td>$5,000</td>
</tr>
<tr>
<td>$100-200M</td>
<td>$7,500</td>
</tr>
<tr>
<td>$200-400M</td>
<td>$10,000</td>
</tr>
<tr>
<td>$400-800M</td>
<td>$20,000</td>
</tr>
<tr>
<td>$800M-$1.5B</td>
<td>$35,000</td>
</tr>
<tr>
<td>&gt; $1.5B</td>
<td>$50,000</td>
</tr>
</tbody>
</table>

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

<table>
<thead>
<tr>
<th># Employees</th>
<th>Dues</th>
</tr>
</thead>
<tbody>
<tr>
<td>&lt; 10</td>
<td>$1,000</td>
</tr>
<tr>
<td>10 - 19</td>
<td>$2,000</td>
</tr>
<tr>
<td>&gt; 20</td>
<td>$3,000</td>
</tr>
</tbody>
</table>