

A WORLD OF BEST PRACTICES

FOR THE ELECTRONIC
COMPONENTS INDUSTRY

July 20, 2020



Electronic Components Industry Association

A large graphic on the right side of the slide depicting a globe. The globe is composed of a network of blue dots connected by thin blue lines, creating a mesh-like structure that represents global connectivity or a network. The dots vary in size and are distributed across the surface of the sphere.

GIPC

Agenda:

1. ECIA Update – David Loftus, ECIA President and CEO
2. Trusted Parts – Victor Meijers, ECIA Sr. VP
3. Sales Interacting with Business Partners and Customers – Russ Dzielak, Director of Channel & Key Accounts, Phoenix Contact
4. Business Operations Modifications and Reopening Survey Results – Dales Ford, ECIA Chief Analyst
5. Design Registration Project Update – Don Elario
6. Paperless Manufacturer COC Roadmap – Don Elario
7. The Channel Channel Podcasts & Webinars
 1. The Trust Bridge
 2. Compliance & Risks
8. The SME Pool – Update or Set-up Your Profile

ECIA

with

David Loftus

ECIA President and CEO



Global Industry
Practices Committee

ECIA – Trusted Parts

with

Victor Meijers

ECIA Sr. Vice President

A large, stylized graphic of a globe on the right side of the slide. The globe is composed of a network of blue dots connected by thin blue lines, representing a global network or data flow. The dots vary in size and are distributed across the surface of the sphere.

**Global Industry
Practices Committee**

Sales Interacting with Business Partners and Customers

with

Russ Dzielak

Director of Channel & Key Accounts

Phoenix Contact



Electronic Components Industry Association

A large graphic on the right side of the slide depicting a globe. The globe is composed of a network of blue dots of varying sizes connected by thin blue lines, representing a global network or data flow. The background of the slide has a blue gradient at the top.

Global Industry
Practices Committee

CONTACT: Jennifer Read
678-393-9990
jread@ecianow.org

June 9, 2020

FOR IMMEDIATE RELEASE

ECIA Issues Guidelines for Safely Interacting with Customers and Business Partners Post Covid-19

Atlanta, GA – ECIA's Global Industry Practices Committee (GIPC) issued a document to provide areas for consideration and best practices for how manufacturers, distributors and manufacturer's representatives in the electronic component industry can safely and effectively adapt their selling organizations in response to the Covid-19 pandemic. The content in this document is derived from a combination of remote customer engagement policies and strategies along with guidance regarding face to face selling activities and other external stakeholder meetings.

"Over a matter of several weeks our SME (subject matter expert) group held multiple, in depth conversations to help the industry restart those in-person customer engagements suspended during the Covid-19 lockdown," explained Russ Dzielak, Director of Channel & Key Accounts, Phoenix Contact and head of the group. "Our team focused on the needs of organizations to maximize employee and customer health and safety."

The document includes critical issues such as how to reduce face to face interactions, become more productive and effective using remote working tools, as well as a list of safety precautions for when face to face meetings are necessary and appropriate.

"The issues involved with restarting in-person business meetings are significant and changing daily," noted Don Elario, ECIA Vice President of Industry Practices. "We want to stay close to these important interactions and assist the channel for selling components to get back to business safely. Our SME group will review this topic again in July and revise the document if needed based on how things are progressing."

The complete document is available on ECIA's [Coronavirus Resources page](#).

About ECIA

The Electronic Components Industry Association (ECIA) is made up of the leading electronic component manufacturers, their manufacturer representatives and authorized distributors. ECIA members share a common goal of promoting and improving the business environment for the authorized sale of electronic components. Comprised of a broad array of leaders and professionals representing all phases of the electronics components supply chain, ECIA is where business optimization, product authentication and industry advocacy come together. ECIA members develop industry guidelines and technical standards,

Title: COVID-19 – Interacting with Business Partners and Customers

Introduction: The GIPC (*Global Industry Practices Committee*) was assigned to coordinate input from various companies on the safeguarding of sales interacting with business partners and customers as the COVID-19 re-opening process moves forward. We have identified areas for consideration and best practices that have been implemented in a collective sampling of operations.

With the sudden global impact of the COVID-19 pandemic, the electronic components authorized channel partners have been dealing with numerous unexpected challenges associated with the pandemic. Following the peak of infections, a recovery process will begin, and changes will take place across the supply channel and many of the items in this document may become permanent in day-to-day operations.

It is planned to continue to monitor additional areas for consideration and best practices and revise this document as new items are identified.

Global Industry Practices Committee (GIPC)

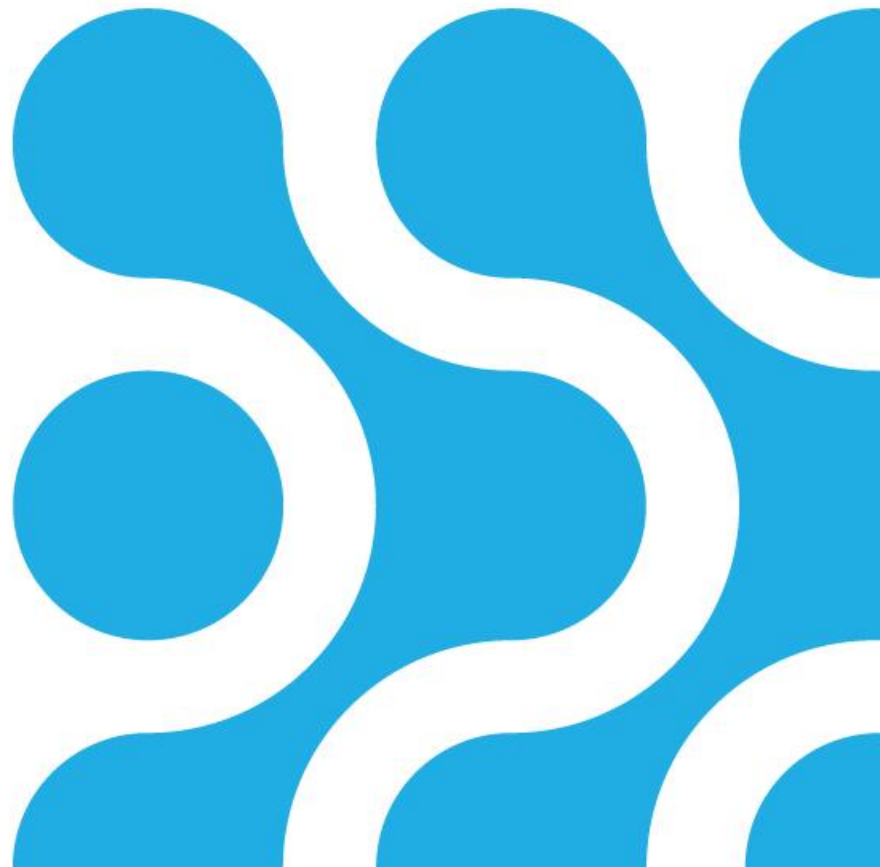
Business Operations Modifications and Reopening

Survey Results

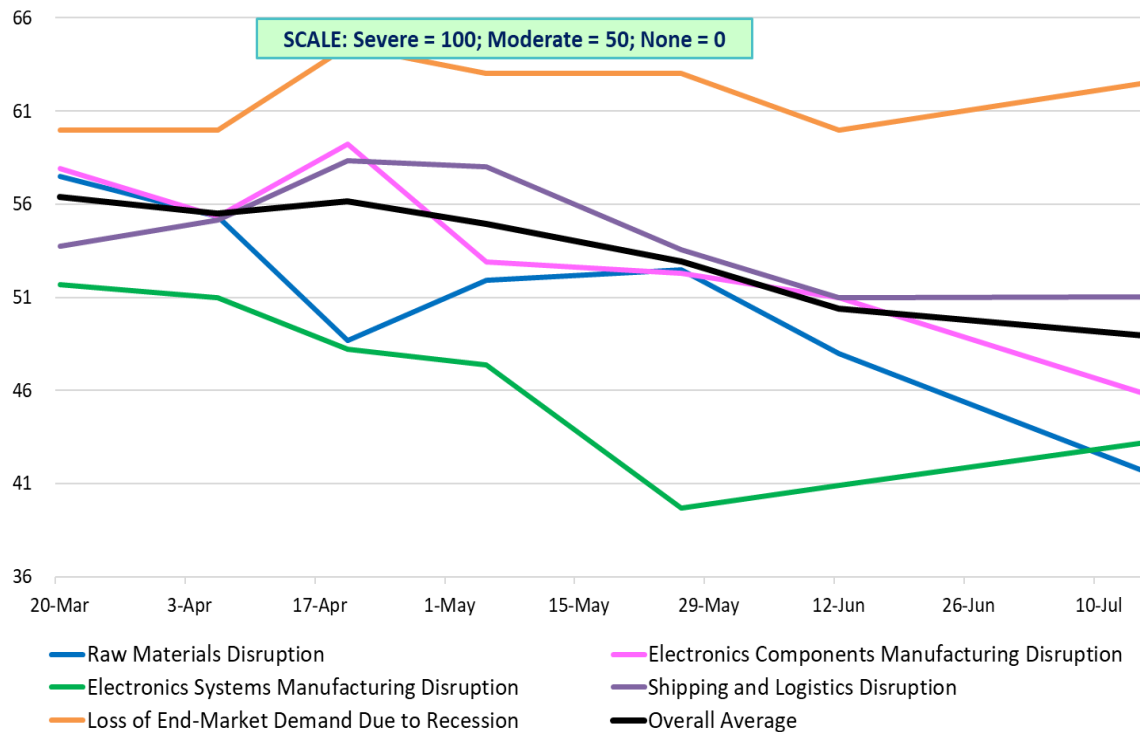
Dale Ford – Chief Analyst
July 20, 2020



Electronic Components Industry Association

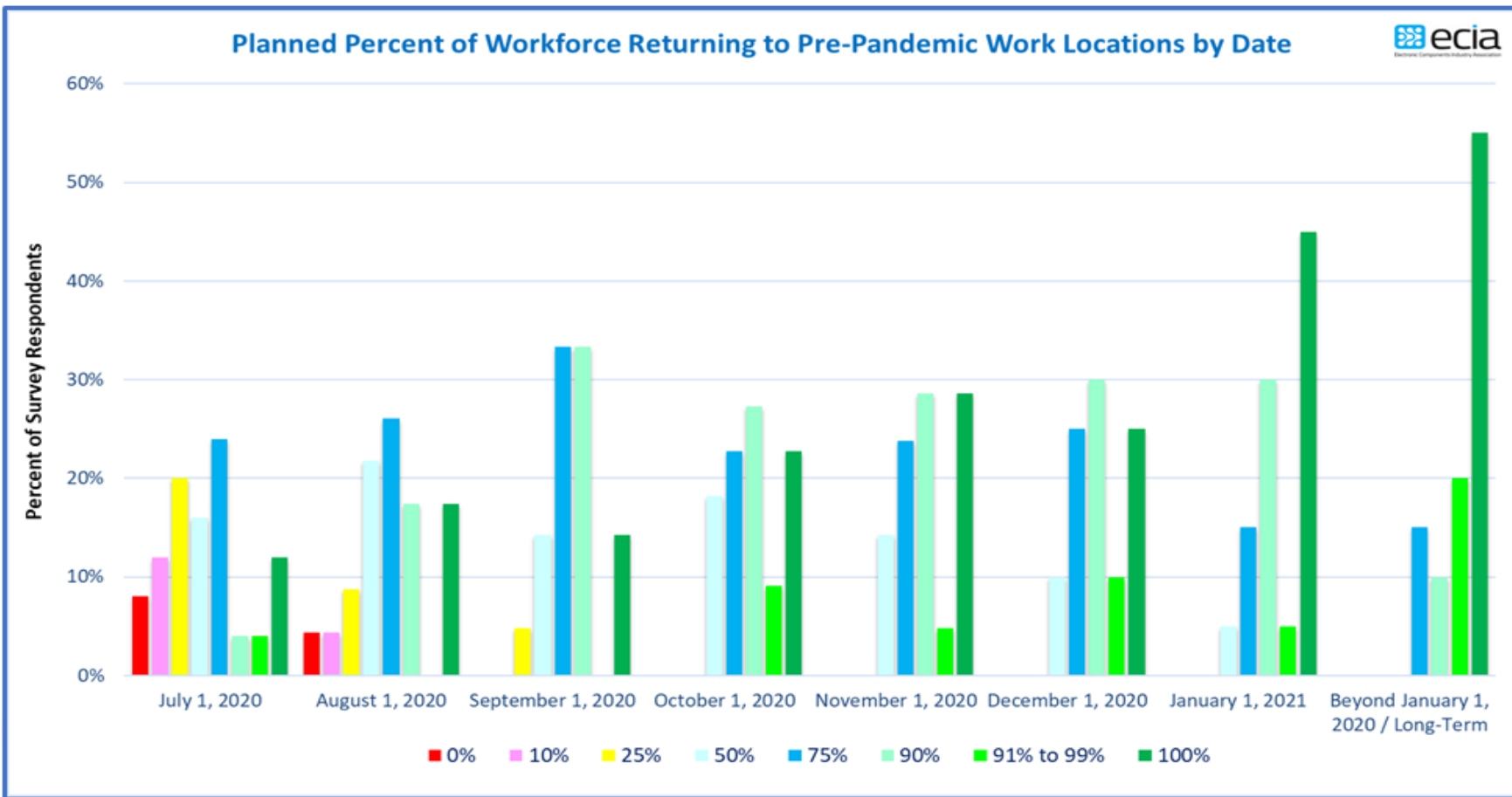


Index of "concern regarding these issues due to the Coronavirus / COVID-19 impact through 2020"

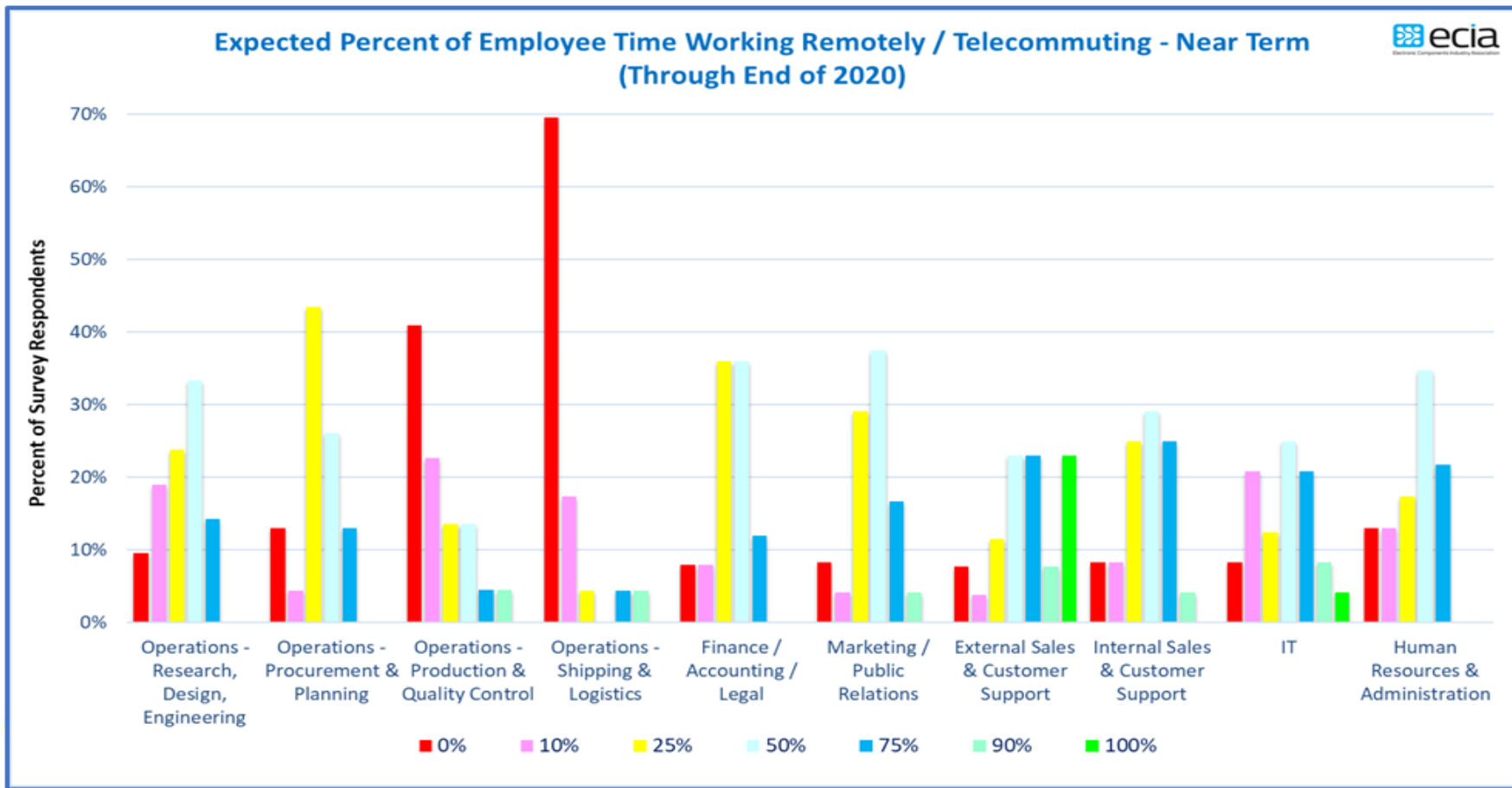


Connect. Influence. Optimize.

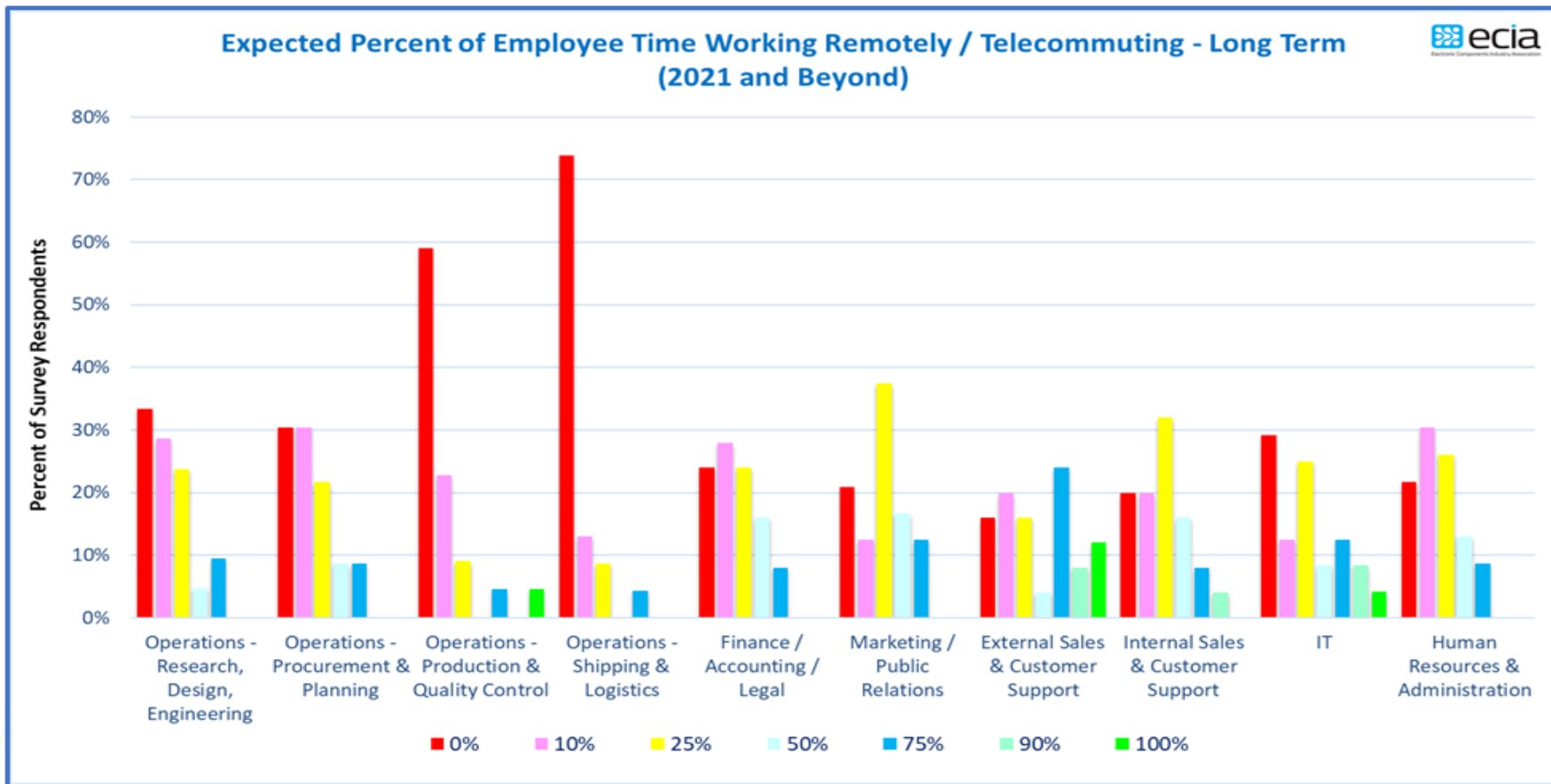
Facility Reopening & Workforce Return Plans



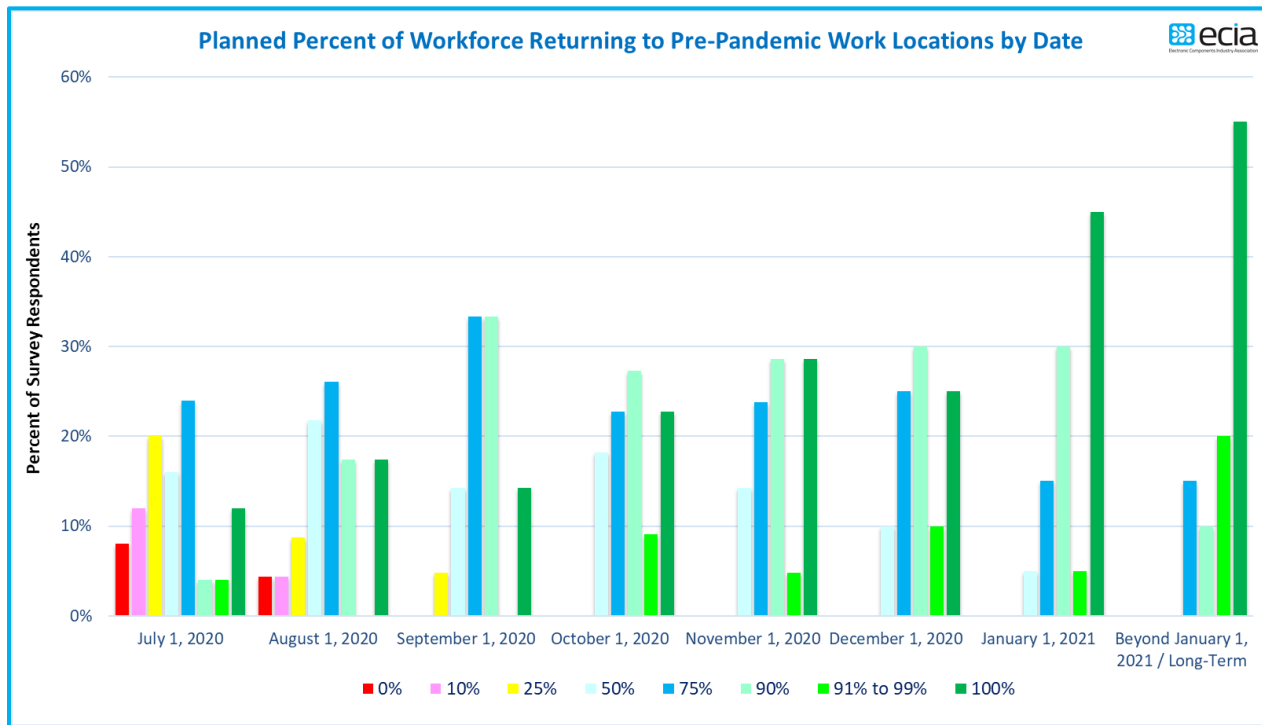
Remote Work / Telecommuting Plans – Near Term



Remote Work / Telecommuting Plans – Long Term



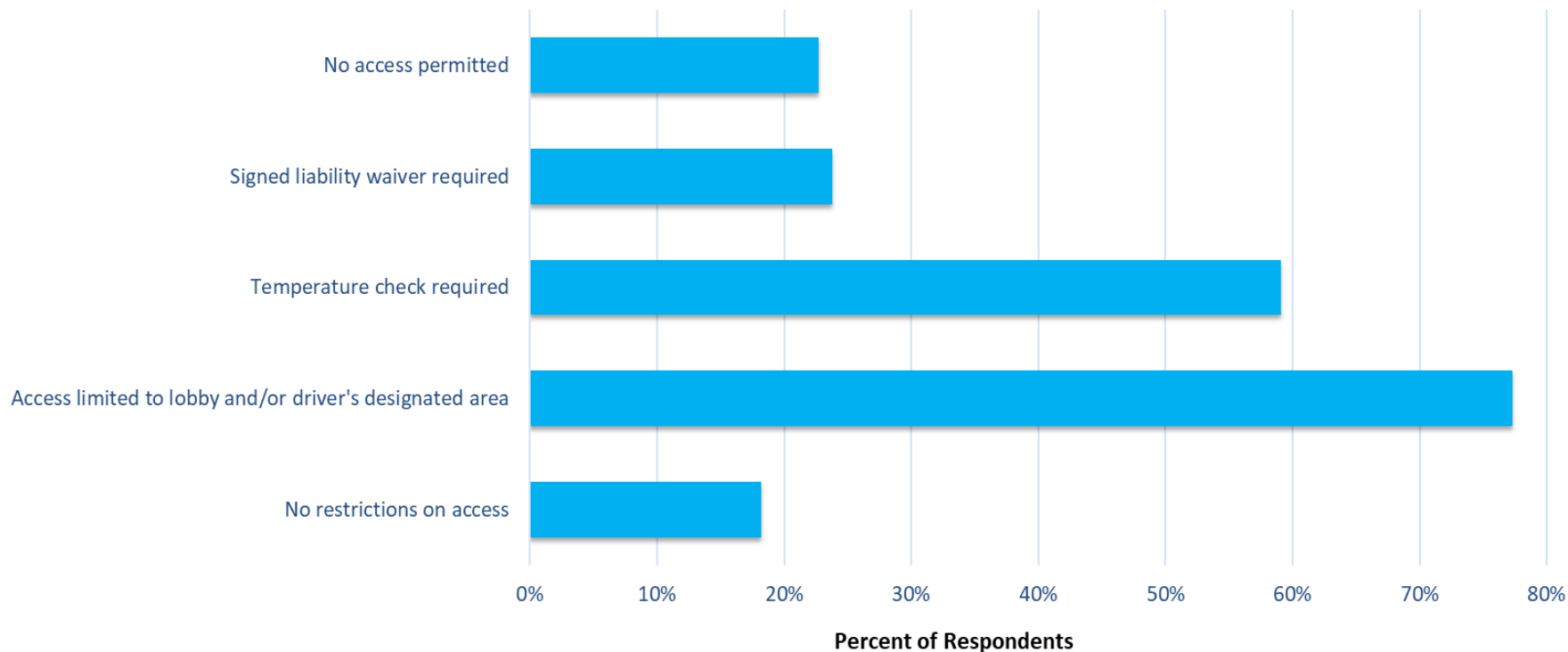
Travel Resumption Plans



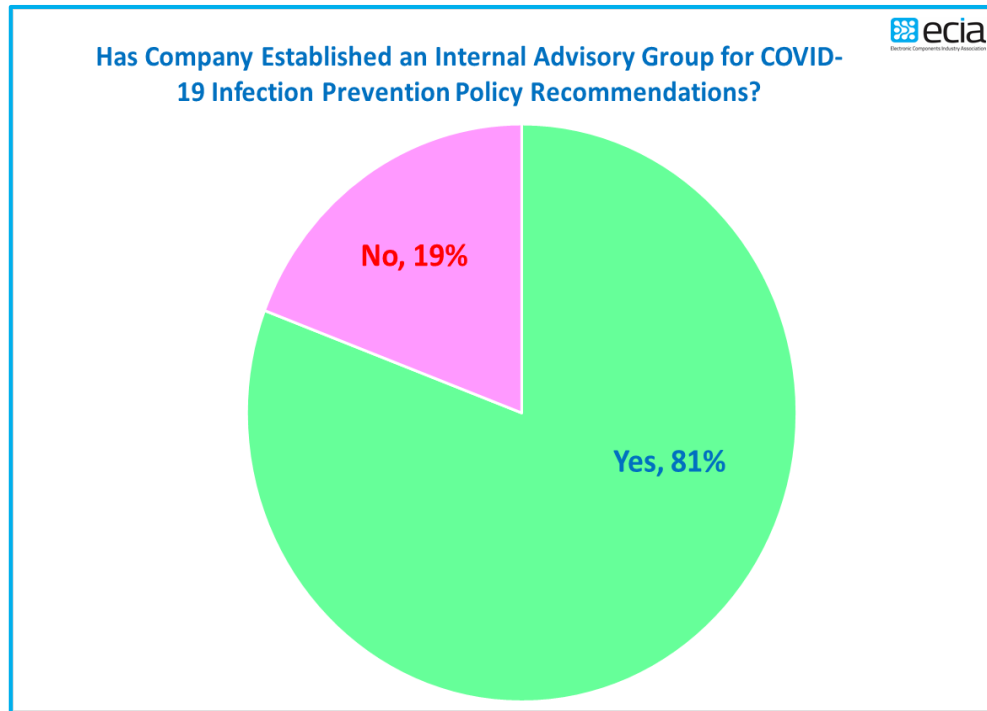
Connect. Influence. Optimize.

Facility Visitor Rules

Facility Visitor Restrictions and Rules

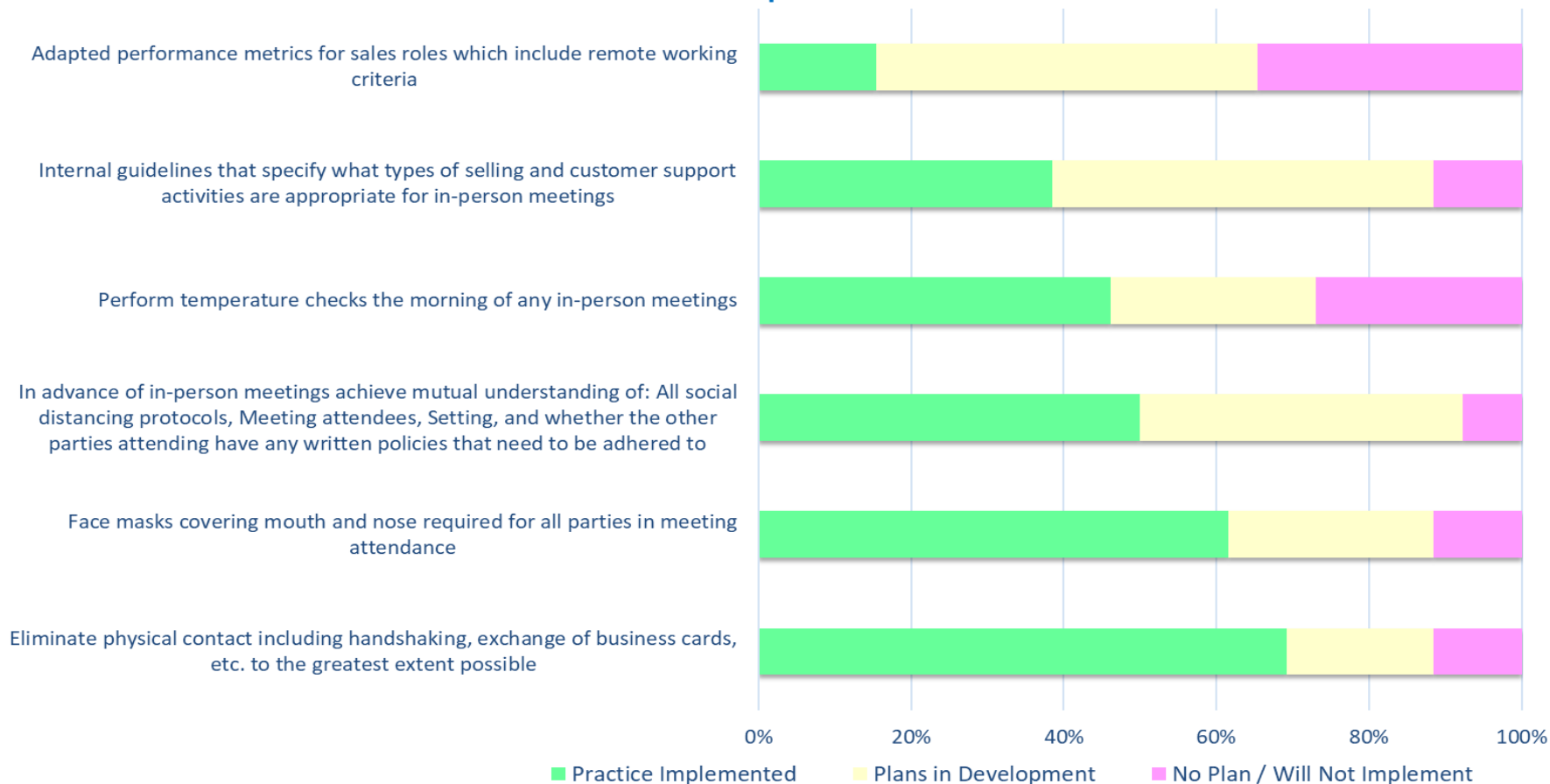


Internal Advisory Groups

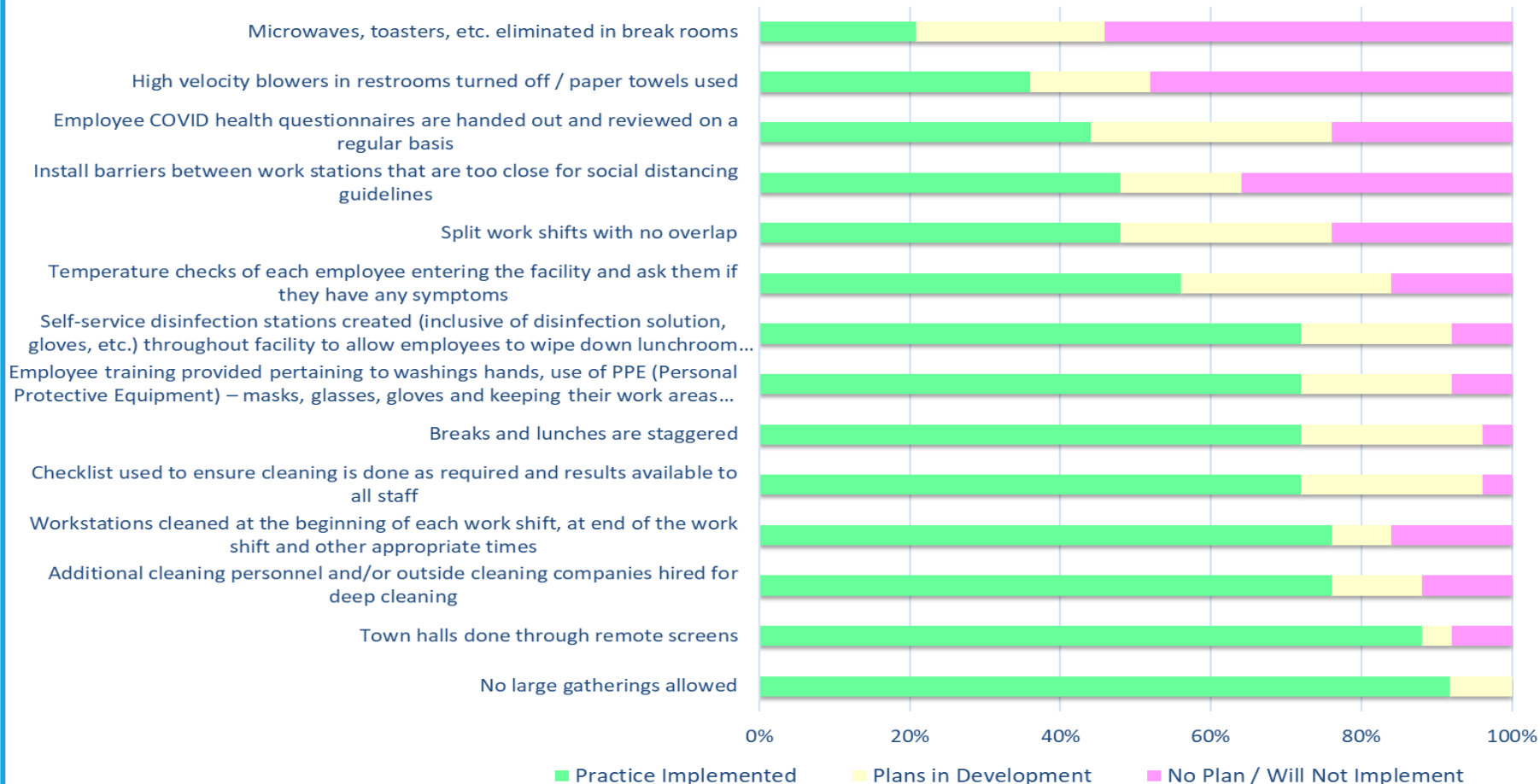


Connect. Influence. Optimize.

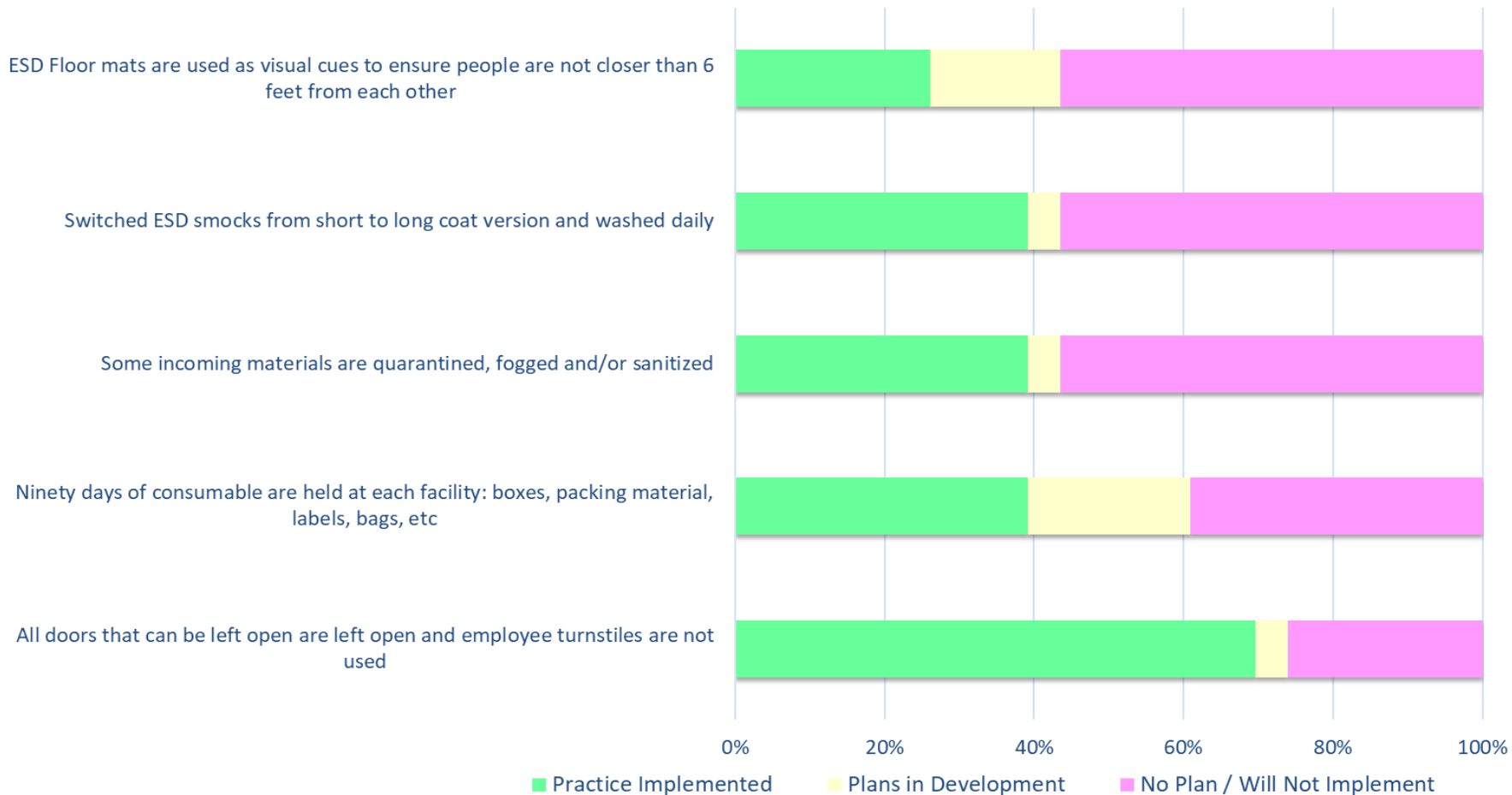
Best Practices Adoption: Sales Activities



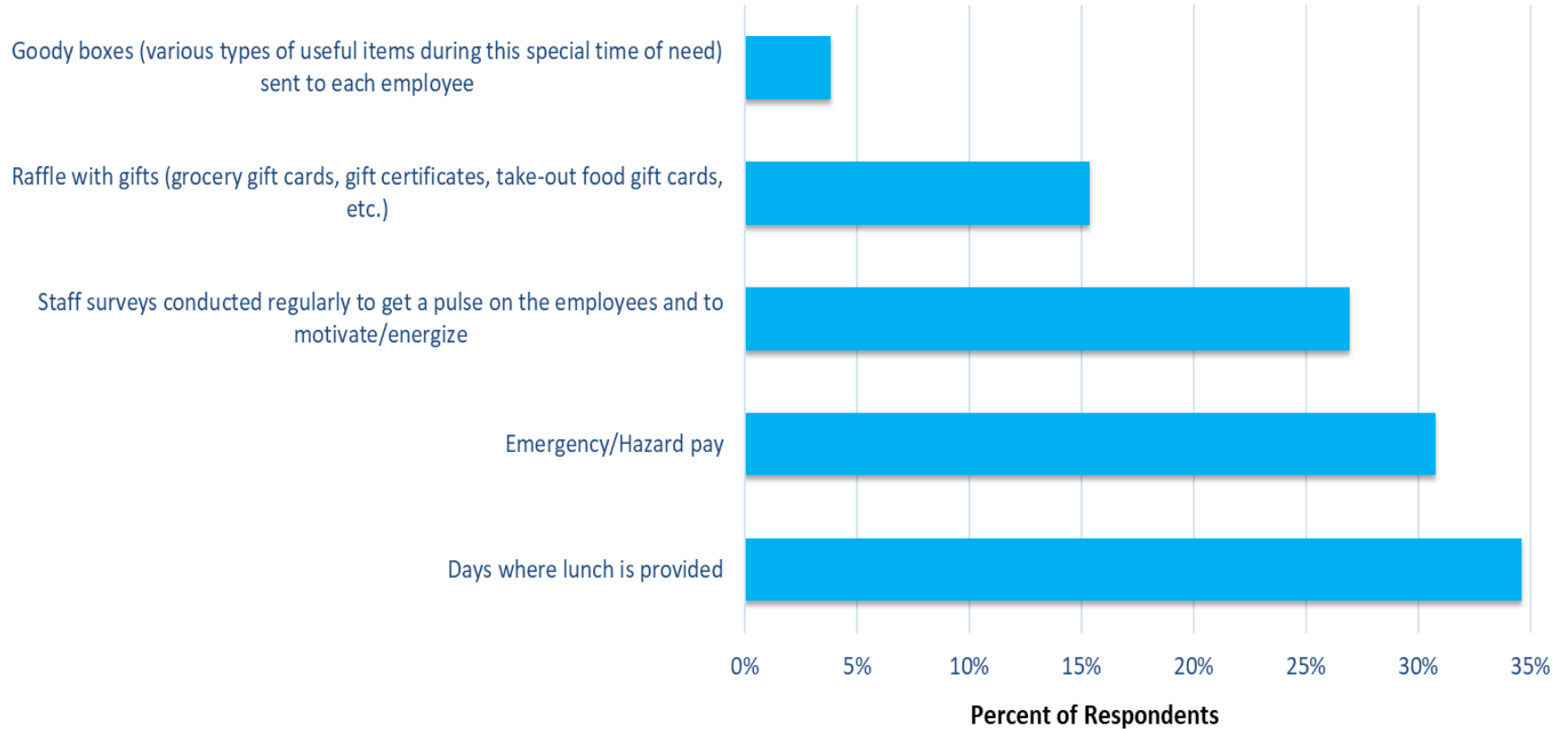
Best Practices Adoption: General Facilities Management



Best Practices Adoption: Factory / Warehouse Management



Employee Morale Support Actions



Design Registration Project

with

Don Elario

ECIA VP Industry Practices

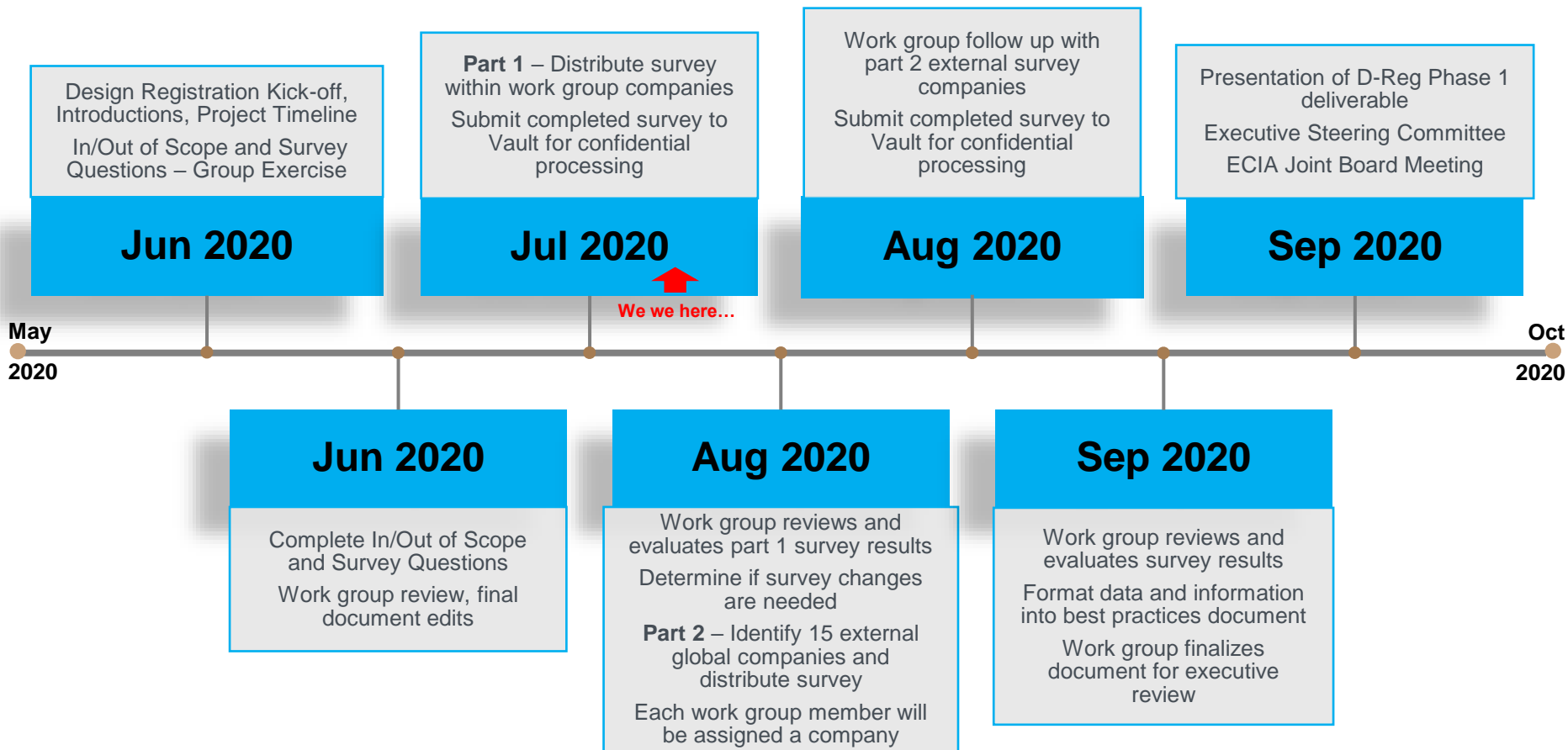


Electronic Components Industry Association

A large, stylized graphic of a globe on the right side of the slide. The globe is composed of a dense network of blue and grey dots connected by thin lines, representing a global network or data flow. The dots vary in size and color, with some being larger and more prominent than others. The lines are thin and grey, creating a complex web of connections across the globe's surface.

Global Industry
Practices Committee

Design Registration Project Timeline



Paperless Manufacturer COC Roadmap

with

Don Elario

ECIA VP Industry Practices



Electronic Components Industry Association

A large, stylized graphic of a globe on the right side of the slide. The globe is composed of a network of blue dots connected by thin blue lines, representing a global network or data flow. The dots vary in size and are distributed across the surface of the sphere.

Global Industry
Practices Committee

Paperless Manufacturer Certificate of Compliance

Contributions by Bar Code Graphics, Inc.

Concept Proposed
by ECIA's GIPC

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

2019

Q1

Q2

Q3

Q4

Embed COC in 2D Bar Code

Digital Transfer of COC with Linkage to Shipment

2020

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
Continued Industry Implementation

We we here...

Industry Document
Released

CPI
Continuous Process Improvement – Next Generation

Q1

Q2

Q3

Q4

2022

Global

Global Industry Implementation

Best Practices

Benchmark Data

CONTACT: Jennifer Read
678-393-9990
jread@ecianow.org

May 14, 2020

FOR IMMEDIATE RELEASE

ECIA Posts Podcast Focused on Data Security with Penny Heyes, The Trust Bridge

Atlanta — ECIA's Vice President of Industry Practices Don Elario interviews Penny Heyes, Chief Operating Officer, from [The Trust Bridge](#) in the latest episode of The Channel Channel podcast. The discussion covers the origin of The Trust Bridge, the current need for a heightened alertness about cyber security with everyone working from home, and a sneak peek at some new offerings from The Trust Bridge.

"Every company is spending time on post pandemic preparation," said Don Elario, VP Industry Practices for ECIA. "They are assessing how it will impact their business right now, during the readjustment period and in the future. The Trust Bridge has valuable resources to enable managers through those transition: and as part of ECIA's Service Partner Program, these resources are available to our members."

"We at TTB do not believe that business will ever completely return to the way things were before COVID-19," states Penny Heyes. "Managers should be working through ways to enable their employees to continue to work remotely, while ensuring their company's data is secure."

The podcast can be downloaded from the [ECIA website](#), or found on iTunes, Google Play, and other podcast platforms.

About ECIA

The Electronic Components Industry Association (ECIA) is made up of the leading electronic component manufacturers, their manufacturer representatives and authorized distributors. ECIA members share a common goal of promoting and improving the business environment for the authorized sale of electronic components. Comprised of a broad array of leaders and professionals representing all phases of the electronics components supply chain, ECIA is where business optimization, product authentication and industry advocacy come together. ECIA members develop industry guidelines and technical standards, as well as generate critical business intelligence. For more information, visit www.ecianow.org or call 678-393-9990.

CONTACT: Jennifer Read
678-393-9990
jread@ecianow.org

June 30, 2020

FOR IMMEDIATE RELEASE

ECIA Releases New Episode of "Channel Channel" Podcast: Louise Forrest of Compliance & Risks

Atlanta, GA — On the latest episode of ECIA's podcast "The Channel Channel", Vice President of Industry Practices Don Elario interviews Louise Forrest, who is with [ECIA's newest Service Partner, Compliance Risks](#). The company is recognized as the end to end global regulatory solutions provider across the technology, consumer goods and retail, industrial goods and life sciences sectors. Louise serves as Senior Content Project Manager and has led the regulatory compliance team for the past five years.

The podcast conversation covers the role the organization plays in helping companies understand and respond to the explosion of global regulations pertaining to the environment and consumer safety. The two talk about how regulatory deadlines are impacted by the Covid-19 crisis, the new SCIP database requirements for the electronics industry; data protection regulations for the billions of connected IoT devices; how Brexit will impact the EU REACH rules and much more.

"With all that's going on in the world right now, our members need the latest information surrounding regulatory and compliance areas," noted Elario. "Ms. Forrest's organization is fully focused on the key global regulations that impact our industry. This podcast provides an update on some of the most pressing deadlines."

The interview can be downloaded from the [ECIA podcast page](#) or other podcast sites.

About ECIA

The Electronic Components Industry Association (ECIA) is made up of the leading electronic component manufacturers, their manufacturer representatives and authorized distributors. ECIA members share a common goal of promoting and improving the business environment for the authorized sale of electronic components. Comprised of a broad array of leaders and professionals representing all phases of the electronics components supply chain, ECIA is where business optimization, product authentication and industry advocacy come together. ECIA members develop industry guidelines and technical standards, as well as generate critical business intelligence. For more information, visit www.ecianow.org or call 678-393-9990.

About Compliance & Risks

Compliance & Risks helps manufacturers, retailers and their supply chain partners monitor and manage requirements, regulations and standards for a cleaner, safer and better world. It creates business



The Trust Bridge
July 31 11:00 a.m. EDT

Resources and Webinar
on Data Protection and
Return to Work

Compliance & Risks
Webinar
Aug or Sep

Regulatory and
Compliance Trends

Global Industry Practices Committee (GIPC)

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

- 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
- When you see a project that is in your area of expertise and interest you...get involved in that working group – 3-to-5 hours/month
- Visit our Website and keep up with industry news and trends



Teri Ivaniszyn – VP Operational Excellence, Digi-Key [Chair](#)
 Dawn Manhart – Director Global Sales Operations, Littelfuse [Past Chair](#)
 Melanie Pizzey – VP Global Business Operations, TTI
 Pete Shopp – SVP Business Operations, Mouser Electronics
 Tom Griffin – President, Catalyst Sales
 Kimberly Appleton – SVP Global Sales Operations, ON Semi
 Russ Dzielak – Director of Channel & Key Accounts, Phoenix Contact
 Victor Meijers – SVP ECIA
 Don Elario – VP Industry Practices ECIA

GIPC

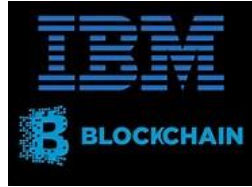
Subject Matter Experts from ECIA Member Companies						
International Trade Compliance	IT Security	Business Operations	Blockchain Solutions	Environmental Compliance	Quality	Logistics Services

Trust Bridge: [IT Security](#) – Podcast on May 14 with Penny Hayes, CCO at The Trust Bridge speaking about data security while working remote
Compliance & Risk: [Environmental Compliance](#), [Quality](#) – Podcast on June 30 with Louise Forrest at C&R speaking about regulatory/compliance trends
Manufacturer COC Paperless Process: [Logistics Services](#) – IT Project – ADI and Mouser Electronics continue on the Roadmap
Design Registration: [Business Operations](#) – SME work group organized, kick-off on June 18, project timeline on target
Sales Interacting with Business Partners and Customer: [GIPC](#) – Published document on June 9, work group ongoing into Q3
SME Resource Pool – Update or set-up you profile and join the SME Pool
GIPC Quarterly Update: scheduled for Monday, July 20, 2020 for GIPC, SME Pool, all ECIA members

*Updated July 2020

Global Industry Practices Committee (GIPC)

BAR CODE
G R A P H I C S



M. NATIONAL ASSOCIATION OF
Manufacturers



 **compliance & risks**

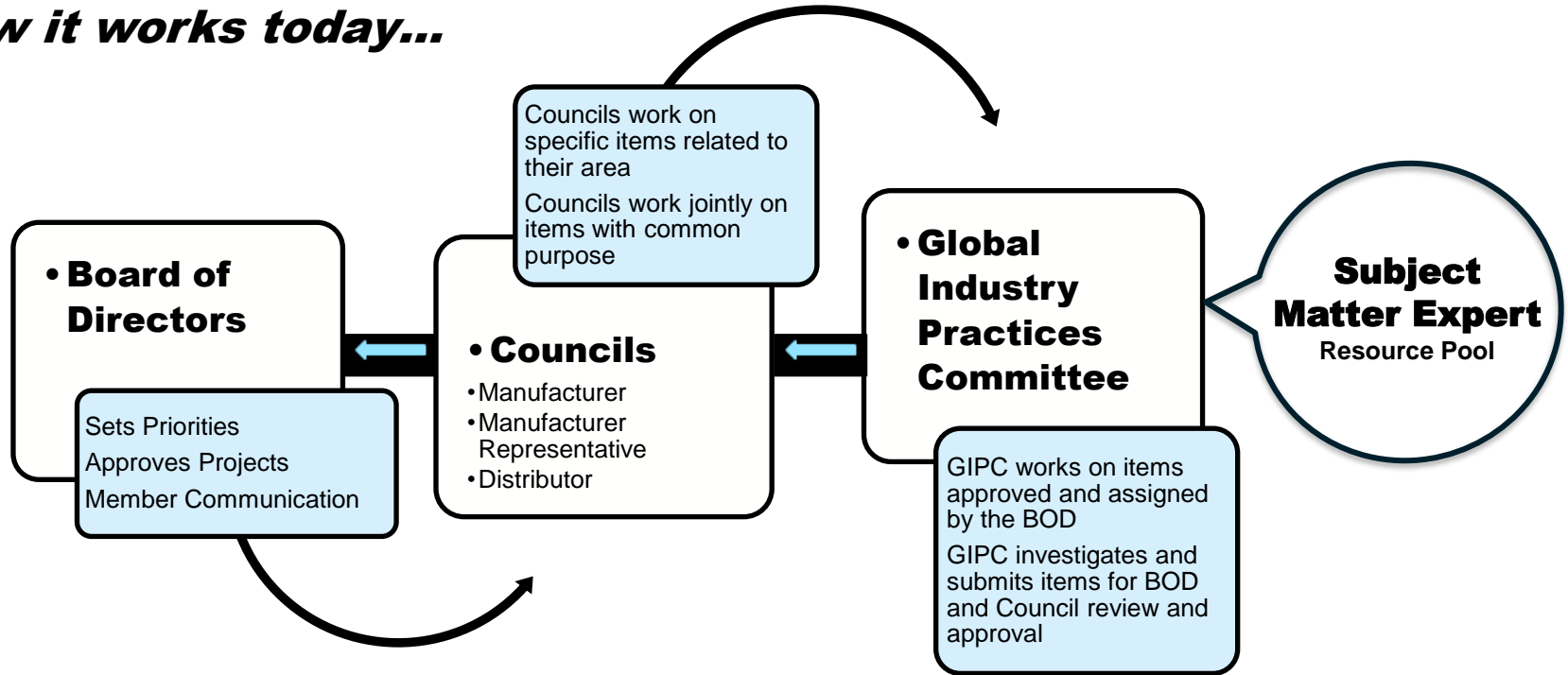
**thetrust
bridge™**

pri
PERFORMANCE
REVIEW INSTITUTE



RoHS Umbrella Industry Project

How it works today...



Global Industry Practices Committee (GIPC)

Thank you!



Electronic Components Industry Association

