A WORLD OF BEST PRACTICES
FOR THE ELECTRONIC COMPONENTS INDUSTRY
2021
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
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

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

Technology Solutions  | Business Operations  | Environmental Compliance  | International Trade Compliance  | IT Security Privacy Standards  | Logistics Services  | Quality

7 Areas of Focus

Global Industry Practices Committee (GIPC)
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

**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
NA Electronic Component Sales Trends and COVID-19 with Dale Ford, ECIA Chief Analyst
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
6. Podcasts with Trust Bridge and Compliance & Risks
7. Compliance & Risks, Global Regulatory and Compliance Webinar
8. Competitive Insights, Supply Chain Risk Management Webinar
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..

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**GIPC 2021 Goals**
Business Process Review
with

Dale Ford
ECIA Chief Analyst
### Introduction
Manufacturing Council Discussions
Council Task Team
Scoping Document

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

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

### Phase 1 End
Part-2 Survey
Deliverables:
- Master Index – Survey Results
- Current State Assessment
- Executive Summary

### Phase 2 Start
Deliverable Review, Publication
Adjustments to SME Work Group
Desired – Future State Document

### Research
Possible Solutions with Trending Technologies

### Research Cont’d
Possible Solutions with Trending Technologies

### Phase 2 End
Deliverable:
Solutions Document
Identify and demonstrate Desired – Future State options for consideration.
**Paperless Manufacturer Certificate of Compliance**

**2019**
- **Q1**: Concept Proposed by ECIA’s GIPC
- **Q2**: ADI, Littelfuse, Digi-Key, Mouser, Solution Development
- **Q3**: Embed COC in 2D Bar Code
- **Q4**: Digital Transfer of COC with Linkage to Shipment

**2020**
- **Q1**: ADI, Mouser, Process Development
- **Q2**: ADI, Mouser, Testing, Implementation
- **Q3**: ADI, Adds Distributors
- **Q4**: Distributors-to-Customers, Process Development

**2021**
- **Q1**: Additional Manufacturers, Distributors, Continued Industry Implementation
- **Q2**: CPI, Continuous Process Improvement – Next Generation
- **Q3**: Global, Global Industry Implementation
- **Q4**: Best Practices, Benchmark Data

**2022**

Contributions by Bar Code Graphics, Inc.
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.

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
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...

- **Board of Directors**
  - Sets Priorities
  - Approves Projects
  - Member Communication

- **Councils**
  - Manufacturer
  - Manufacturer Representative
  - Distributor
  - Councils work on specific items related to their area
  - Councils work jointly on items with common purpose

- **Global Industry Practices Committee**
  - GIPC works on items approved by the BOD
  - GIPC investigates and submits items for BOD and Council review and approval

- **Subject Matter Expert**
  - Resource Pool

Global Industry Practices Committee (GIPC)
Service Partners and 3rd Party Relationships

RoHS Umbrella Industry Project
Visit ecianow.org to access today’s recording & presentation. Click on the Training & Resources tab.
From the Training & Resources Page – click on Webinars
Thank you!