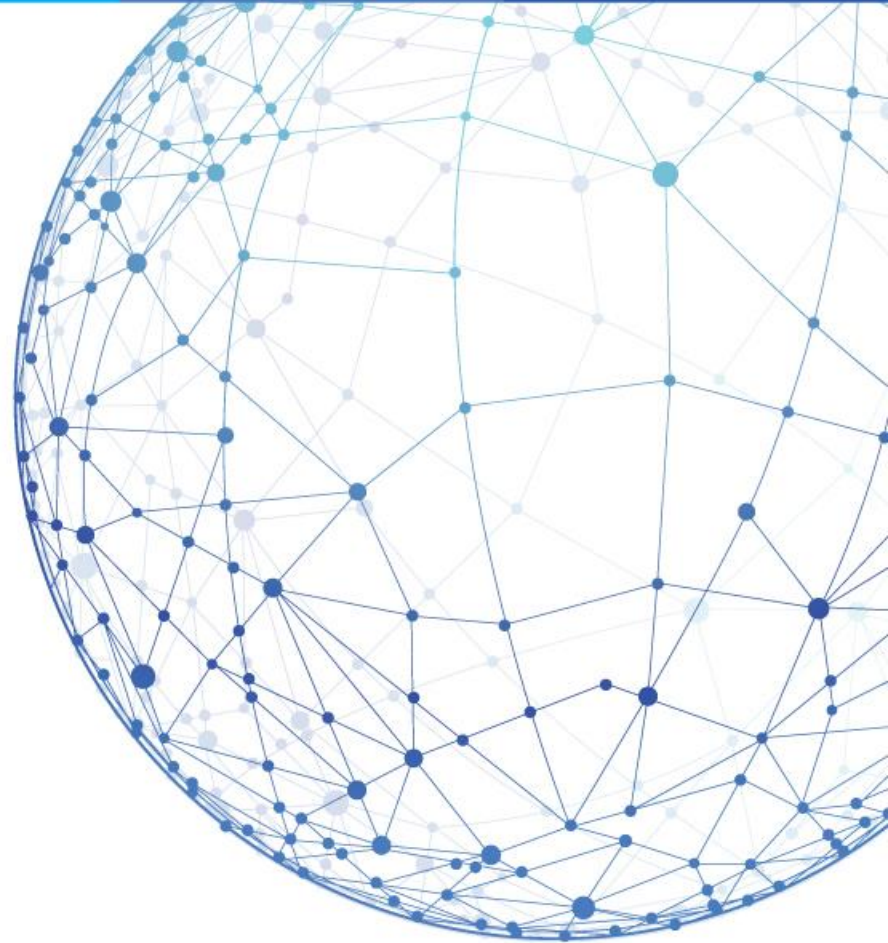


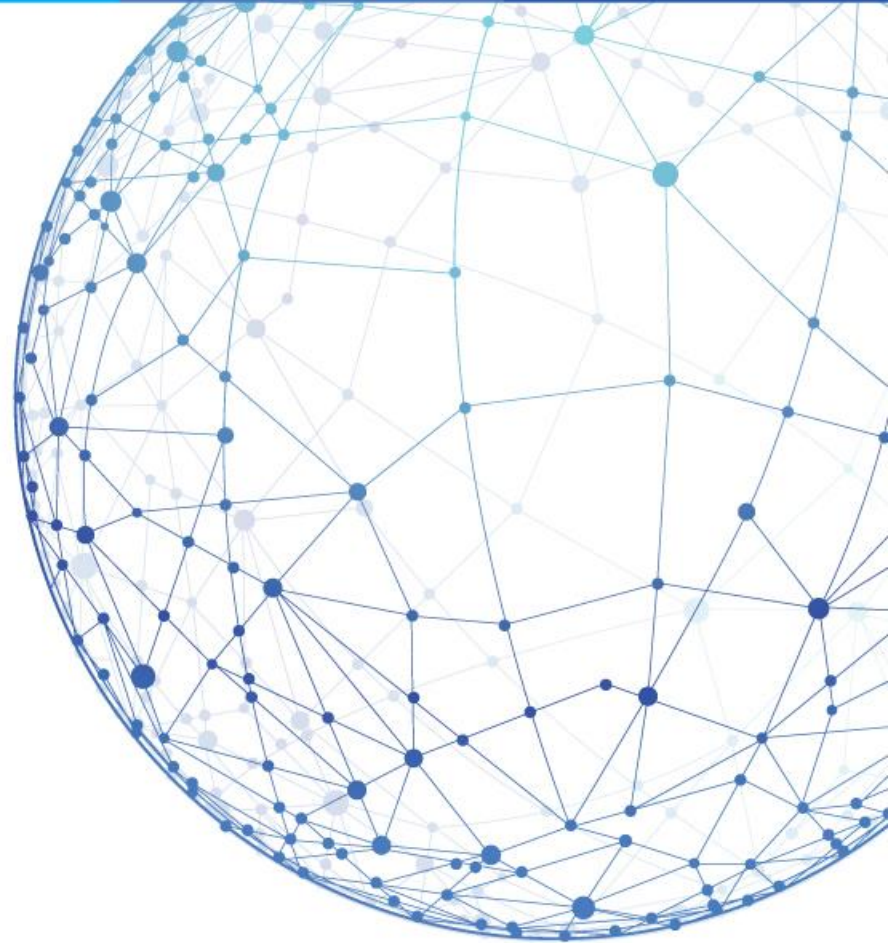
# Global Industry Practices Committee (GIPC)

August 2019



# Vision

- Advance Customer Experience in the Global Supply Chain
- Drive Efficiencies and Standardization through Best Practice Awareness
- Coordinate Resources to Benefit ECIA Members
- Advocate Solutions to Common Problems in the Electronic Component Authorized Channel



## Mission:

Through a non-competitive, collaborative effort, the GIPC and SMEG's will work to recognize common, global problems and issues and formally organize to discover, leverage and guide with best practices while pursuing operational efficiencies throughout the electronic components global authorized channel.

## Roles:

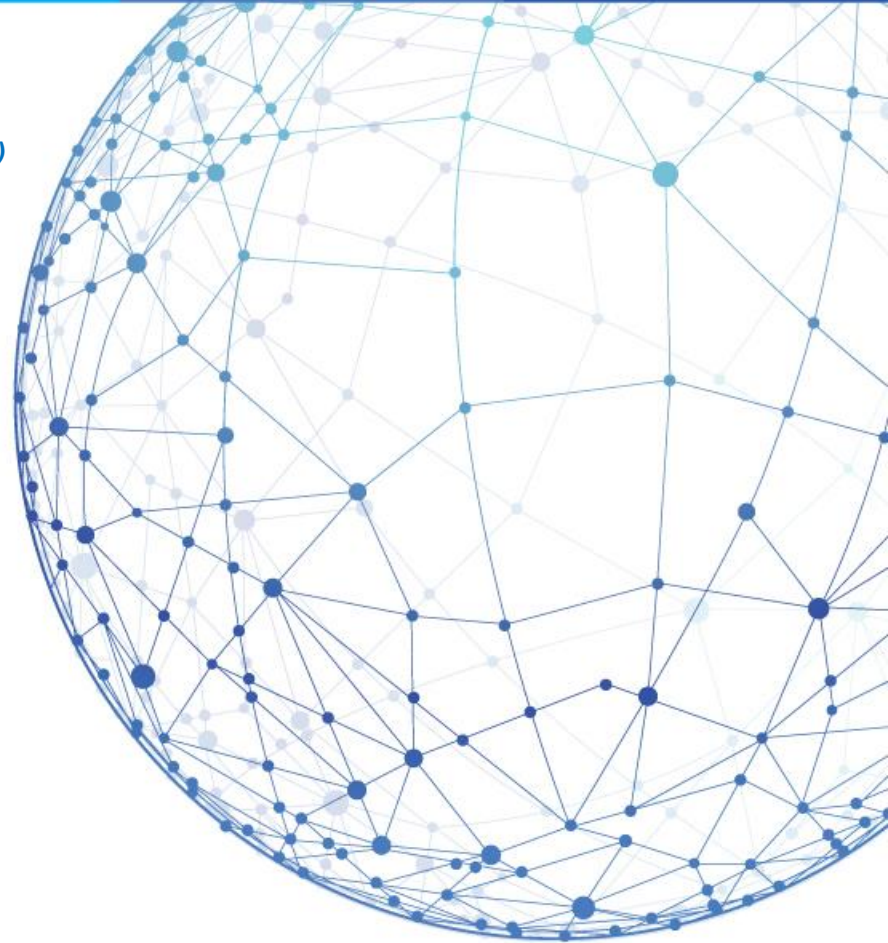
**GIPC Members** are to: Lead-communicate-influence within the committee and their company; have knowledge of industry issues and current best practices; have access to industry data and information with global reach; be able to share and extend industry relationships; assist and contribute to recruiting efforts; sponsor SME groups, attend their meetings and support their assignments; participate in special assignments; assist in meeting deadlines and deliverables.

**SME Group Leaders** are to: Lead-communicate-organize their SME group; be an SME (*Subject Matter Expert*) in their field; be proficient in project management; be able to build a professional presentation; have research capability and a passion to learn; execute delegation effectively within their group; have access to industry data with global reach; have knowledge of industry issues and current best practices; proven ability to meet deadlines.

**SME Group Members** are to: Participate-communicate-contribute within their SME group; be an SME (*Subject Matter Expert*) in their field; support the building of a professional presentation; have research capability and a passion to learn; on-time completion of their assignments; have access to industry data with global reach; have some knowledge of industry issues and current best practices.

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

- Opportunity to Influence
- Impact Your Companies Efficiencies and Standardization through Best Practice Awareness
- Industry Networking
- Collaborate on Common Challenges and Obstacles in Your Area of Expertise
- Take Advantage of this Talent Development Platform



*"GIPC members and SMEG leaders have the visibility to lead and influence"*

*"Each group is made up of subject matter experts"*

### Global Industry Practices Committee

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

### Subject Matter Expert Groups

**Sponsors** →

Teri Ivaniszyn  
Pete Shopp

Tom Griffin  
Russ Dzielak

Kimberly Appleton  
Pete Shopp

Russ Dzielak  
Melanie Pizzey

Dawn Manhart  
Melanie Pizzey

Kimberly Appleton  
Teri Ivaniszyn

International Trade  
Compliance

Business Process  
Operations

Logistics Services

Environmental  
Compliance

IT Security

Quality

**Group Leaders** →

TBD

Melissa Teng-McCurry ON  
Semiconductor  
Director, Global Business  
Operations

Tony Lindgren – Digi-Key  
BB Manager Continuous  
Improvement

Steve Summers – TTI  
(Interim Group Leader)  
Manager Environmental

TBD

Kevin Sink – TTI  
VP Global Quality

C&K Switches, **Digi-key**,  
Future, Littelfuse, **Mouser**,  
Murata, TE, **TTI**, Vishay

**Digi-key**, Littelfuse,  
Luscombe Engineering,  
Molex, **Mouser**, TE, **TTI**,  
WPG

ADI, Carlton Bates,  
Catalyst Sales, Digi, **Digi-**  
**key**, Future, Intel,  
Keystone, KOA Speer,  
Littelfuse, Molex, **Mouser**,  
Murata, Phoenix Contact,  
Powell, TE, **TTI**, Vishay,  
WPG

**Digi-key**, Future, Kemet,  
Littelfuse, **Mouser**, NXP,  
TE, **TTI**

**Digi-key**, **Mouser**,  
Murata, TE?, **TTI**

**Digi-key**, Future,  
**Mouser**, TE, **TTI**, WPG,  
World Micro

# Global Industry Practices Committee (GIPC)

Assignment	Description	Timeline	Actions	Status
<b>International Trade Compliance:</b> Tariff - HTS Codes	Section 301 China Tariffs– Challenges with using HTS codes	Q3-2019	<ol style="list-style-type: none"> <li>1. Identify HTS code challenges</li> <li>2. Draft scope document for review</li> </ol>	<ol style="list-style-type: none"> <li>1. Data collection complete</li> <li>2. Data consolidation/filtering underway</li> </ol>
<b>Business Process Operations:</b> Tariff – Removal Planning	Board of Directors: Unwinding / untangling inventory issues inflicted by the tariffs. Identify a checklist of areas and issues for consideration and guidelines for when tariffs are removed.	Q3-2019	<ol style="list-style-type: none"> <li>1. Organize SMEs from Manufacture's and Distributor's</li> <li>2. Build a "checklist", BP process flows of areas and issues for consideration when tariffs are removed</li> </ol>	<ol style="list-style-type: none"> <li>1. Kick off March 22<sup>nd</sup></li> <li>2. 3 Sub-groups underway with a target completion date of Q3</li> <li>3. Update for BOD in August to confirm alignment</li> </ol>
<b>Business Process Operations:</b> POS Reporting	Manufacture's and Distributor's Councils: Modernization review of POS reporting to meet the global challenges in the current business environment.	1H-2019	<ol style="list-style-type: none"> <li>1. Obtain guidance/input from the Board Councils</li> <li>2. Manufacture / Distributor Councils to review POS document</li> </ol>	<ol style="list-style-type: none"> <li>1. Manufacturer Council review of POS document complete April 30</li> <li>2. Submitted to Distributor Council on May 1 for their review</li> </ol>
<b>Business Process Operations:</b> ETL Reporting	Manufacture Reps have submitted proposal for an ETL program to report NBOs. BOD would like GIPC to vet the proposal.	Q2'19	<ol style="list-style-type: none"> <li>1. Organize working group from BPO</li> <li>2. Include ETL SME working with Alan Ahern</li> </ol>	<ol style="list-style-type: none"> <li>1. Initial GIPC vetting summary completed in May</li> <li>2. Additional survey completed June</li> <li>3. Additional options under review July</li> </ol>
<b>Blockchain Technology:</b> Special Working Group	Monitor blockchain technology developments and opportunities for potential use cases for the electronic component authorized channel.	2019	<ol style="list-style-type: none"> <li>1. Obtain guidance from the BOD/Councils</li> <li>2. Research BC companies</li> <li>3. Build relationships w/BC experts</li> <li>4. Explore authorized channel opportunities</li> </ol>	<ol style="list-style-type: none"> <li>1. BOD approval to move forward with SME team to research opportunities</li> <li>2. Attended IBM workshop June</li> <li>3. Next work group review August</li> </ol>
<b>Logistics Services:</b> Embedded COC w/2D Labeling	Working with 2D labeling and/or other technologies, discover how to embed the manufacture's Certificate of Conformance and other compliance documentation.	Q4'18 – 1H19	<ol style="list-style-type: none"> <li>1. Recruit 2 Distributors, 2 Manufacture's, 2 Customers</li> <li>2. Establish working groups</li> <li>3. Design industry standard</li> </ol>	<ol style="list-style-type: none"> <li>1. Work through POC / Pilot with ADI and Mouser in May-June-July</li> <li>2. Pilot update with work group August</li> </ol>
<b>Logistics Services:</b> "Plan for every part"	To establish collaboration between Distributors and Manufacture's on future product design cycles for handling and packaging.	2019	<ol style="list-style-type: none"> <li>1. Digi-key to select a Manufacturer to work with on this project</li> </ol>	<ol style="list-style-type: none"> <li>1. New Manufacturer being identified</li> <li>2. GIPC to review assignment...</li> </ol>

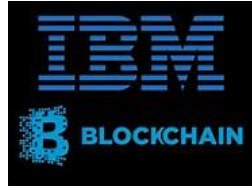
Assignment	Description	Timeline	Actions	Comments
<b>International Trade Compliance:</b> Standardization of Part Classification and Coding	It doesn't seem reasonable for everyone in the industry to compete on the basis of, or duplicate effort to ensure, proper part classification for government taxing authorities (i.e.: importing).		Can ECIA develop guidelines to benefit the authorized channel?	GIPC review in August at joint meeting
<b>Business Process Operation:</b> Inventory Management Process	Opportunity for Manufacture's and Distributor's to improve the inventory management process; managing market dynamics, bond levels, available for turns business, etc..		1. Recommend the BPO SMEG form a small team of SMEs to brainstorm and define scope.	GIPC review in August at joint meeting.
<b>Business Process Operation:</b> Customer Opportunity Tracking	Tracking a customer opportunity through the lifecycle of the opportunity		1. Discovery on how information is exchanged and in what formats 2. Monitor in parallel with Blockchain research.	Monitoring progress with Blockchain efforts and ETL proposed solution.
<b>Business Process Operations:</b> Design Registration BP	Identify industry best practices; publish and educate for awareness and standardization		1. Organize SMEs from Manufacture's, Distributor's and Manufacture's Rep	Assignment on hold as of 3/7/19
<b>Logistics Services:</b> 2D Adoption – All Regions	New sub-group to develop Phase III adoption campaign to reach all regions.	2H-2019	1. Scoping assignment with SMEG	
<b>Environmental Compliance:</b> REACH Non-compliance Consequences	Per FBDI in EU, REACH regulations are tightening; per recent directives there is a risk of consequences by Jan 2020.		1. SMEG examining upcoming changes	Acquiring additional information.
<b>Quality:</b> PPAP Process Update	SME group to review PPAP position paper published in 2016 for needed updates and re-publication.	2H-2019	1. Scoping assignment with SMEG	

Assignment	Description	Timeline	Actions	Status
<b>International Trade Compliance:</b> Custom/Watch List for Export Control	Exploring the ability to share a consolidated Custom/Watch list for export control while working with National Security Agencies to protect illegal technology exports	2H-2018	<ol style="list-style-type: none"> <li>1. Vetting through areas of concern</li> <li>2. Project charter completed</li> <li>3. Feasibility research to create a consolidated Custom/Watch list pilot, July</li> </ol>	<ol style="list-style-type: none"> <li>1. Reviewed “areas of concern” document with various legal groups</li> <li>2. <b>Recommendation was to not proceed; to much risk</b></li> <li>3. <b>Closed August 2018</b></li> </ol>
<b>International Trade Compliance:</b> Exporting Small Parcels In-bond Capabilities	Provide an industry position on the need for small parcel carriers to enable shippers to move small parcel shipments in-bond.	Q2’19	<ol style="list-style-type: none"> <li>1. Align on needs with carriers</li> <li>2. Draft position letter for carriers</li> <li>3. Circulate letters to ECIA members</li> <li>4. Send letter from ECIA to carriers</li> </ol>	<ol style="list-style-type: none"> <li>1. Letter complete and approved by the BOD</li> <li>2. Letter released to Distr. on April 16</li> <li>3. <b>PR issued on April 17 2019</b></li> </ol>
<b>Business Process Operations:</b> Tariff – Exchange of Information BP	Distributor Council: Identify best practice options for the transfer and/or exchange of information handling tariffs.	Q4’18 – Q1’19	<ol style="list-style-type: none"> <li>1. Organize SMEs from Distributors</li> <li>2. 5 Distributors participated: Arrow, Avnet, Digi-Key, TTI, WPG</li> </ol>	<ol style="list-style-type: none"> <li>1. January 15 submission to Distributor Council</li> <li>2. Approved by Distr/Mfr Councils</li> <li>3. <b>Published April 22 2019</b></li> </ol>
<b>Business Process Operation/IT Security:</b> GDPR – POS	Issues with blocking buyers name in POS reporting; researching other potential issues with new privacy policies	2H-2018	<ol style="list-style-type: none"> <li>1. Organized cross-functional group with Europe representation</li> <li>2. What is considered GDPR compliant?</li> </ol>	<ol style="list-style-type: none"> <li>1. New CA regulation announced</li> <li>2. <b>Recommend broader scale POS working group – August 2018</b></li> </ol>
<b>Business Process Operation:</b> BP for Manufacture’s selection process for Distributor	What are the best practices used by Manufacture’s to select authorized / franchised Distributors?	Submit for BOD Approval	<ol style="list-style-type: none"> <li>1. BOD did not approve on 3/7/19</li> <li>2. No interest to pursue from manufacture’s</li> </ol>	<ol style="list-style-type: none"> <li>1. <b>BOD did not approve March 2019</b></li> </ol>
<b>Environmental Compliance:</b> Reporting & Guidance Proposition 65 (CA)	New California Proposition 65 regulation went into effect in August 2018. Organize information and considerations for Manufacture’s and Distributors.	1H-2018	<ol style="list-style-type: none"> <li>1. Prop-65 labeling research-Apr, May, June</li> <li>2. Prop-65 manufacture survey-May, June, July</li> </ol>	<ol style="list-style-type: none"> <li>1. <b>Deliverables released – Aug 2018</b></li> <li>2. Attended industry webinar 10/16</li> <li>3. Next step – determine if 6 month follow up is needed</li> </ol>



Assignment	Description	Timeline	Actions	Status
<b>Environmental Compliance:</b> RoHS (EU) 2015/863	New RoHS (EU) 2015/863 which goes into effect on July 22, 2019 adds 4 additional substances (phthalates). List is now 10.	Q2'19	<ol style="list-style-type: none"> <li>1. Draft awareness / information article to all member companies.</li> <li>2. Including guideline of what steps need to be taken to be compliant.</li> </ol>	<ol style="list-style-type: none"> <li>1. Article and recommended next steps were completed</li> <li>2. <b>PR issued on April 16 2019</b></li> </ol>
<b>Quality:</b> AS6496 Audit Checklist	Aerospace Primes chartered SAE / P-R-I to develop an audit checklist for certification to AC7403.	1H-2018	<ol style="list-style-type: none"> <li>1. GIPC influenced committee to stay in scope with AS6496 standard</li> <li>2. AC7403 published in August 2018</li> <li>3. Mouser completed first PRI audit</li> </ol>	<ol style="list-style-type: none"> <li>1. P-R-I audits to begin in Q4'18</li> <li>2. Audit review with PRI CAAP committee in October</li> <li>3. <b>Assignment complete – Q4 2018</b></li> </ol>
<b>Customer Experience:</b> Connecting with VOC	Establishing an end customer group of companies willing to assist SMEGs when required; plus survey a program for input on industry issues and concerns	2H-2018	<ol style="list-style-type: none"> <li>1. Setting up pilot with pre-determined customer questions, publish with media sources for survey information</li> </ol>	<ol style="list-style-type: none"> <li>1. Survey results in review – Nov</li> <li>2. <b>Initial pilot complete with marginal success</b></li> </ol>
<b>Logistics Services:</b> 2D Barcode Labeling	2D Barcode labeling specification for product packaging and shipments in the electronics industry.	2H-2018	<ol style="list-style-type: none"> <li>1. Group review of EIGP114.1 2D Labeling Specification</li> <li>2. Global reach to increase supplier adoption</li> </ol>	<ol style="list-style-type: none"> <li>1. EIGP114.2018 review complete</li> <li>2. <b>Published in January 2019</b></li> </ol>

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