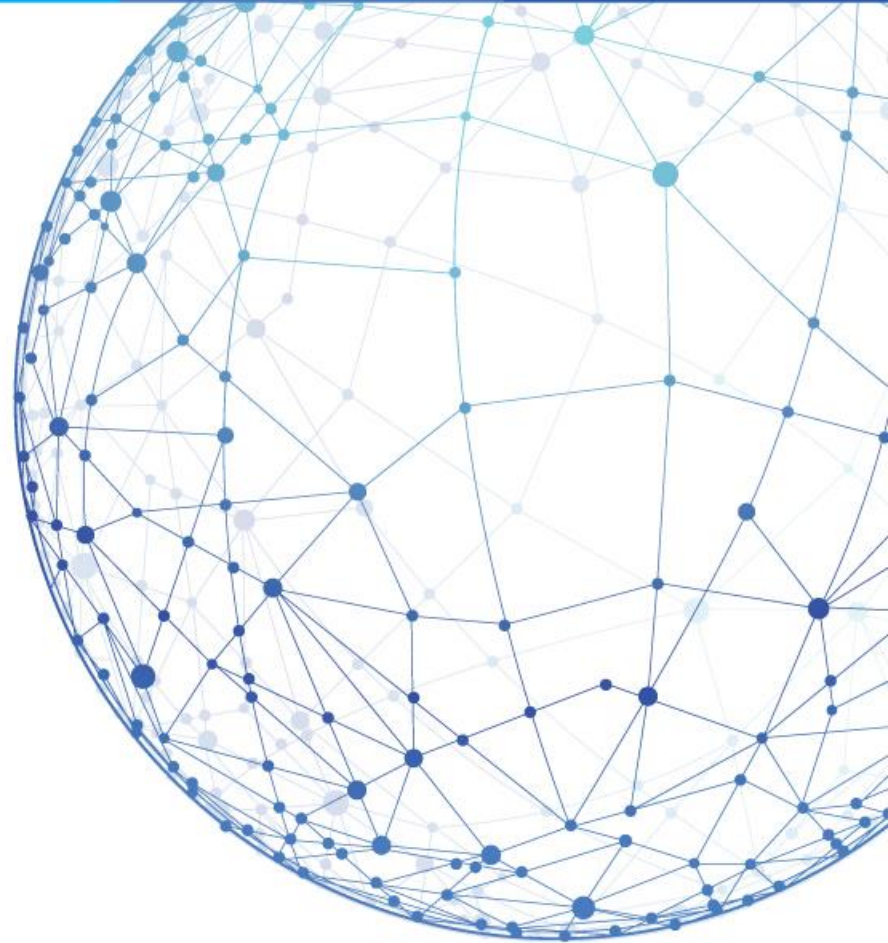


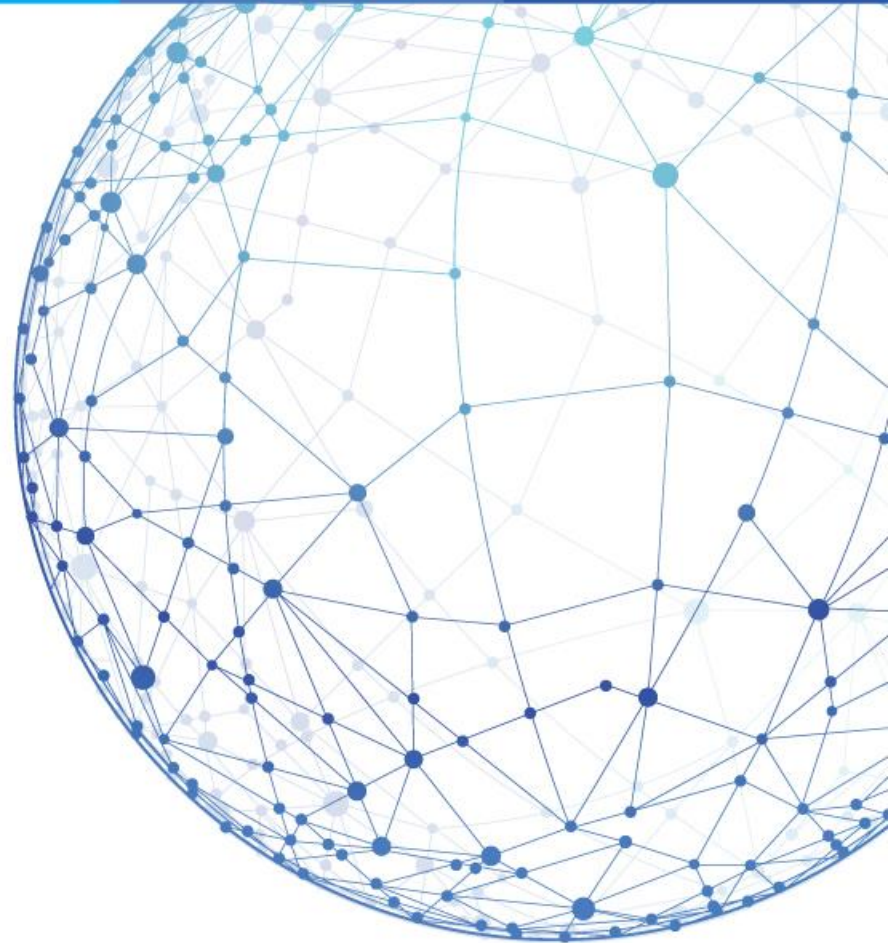
Global Industry Practices Committee (GIPC)

June 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:

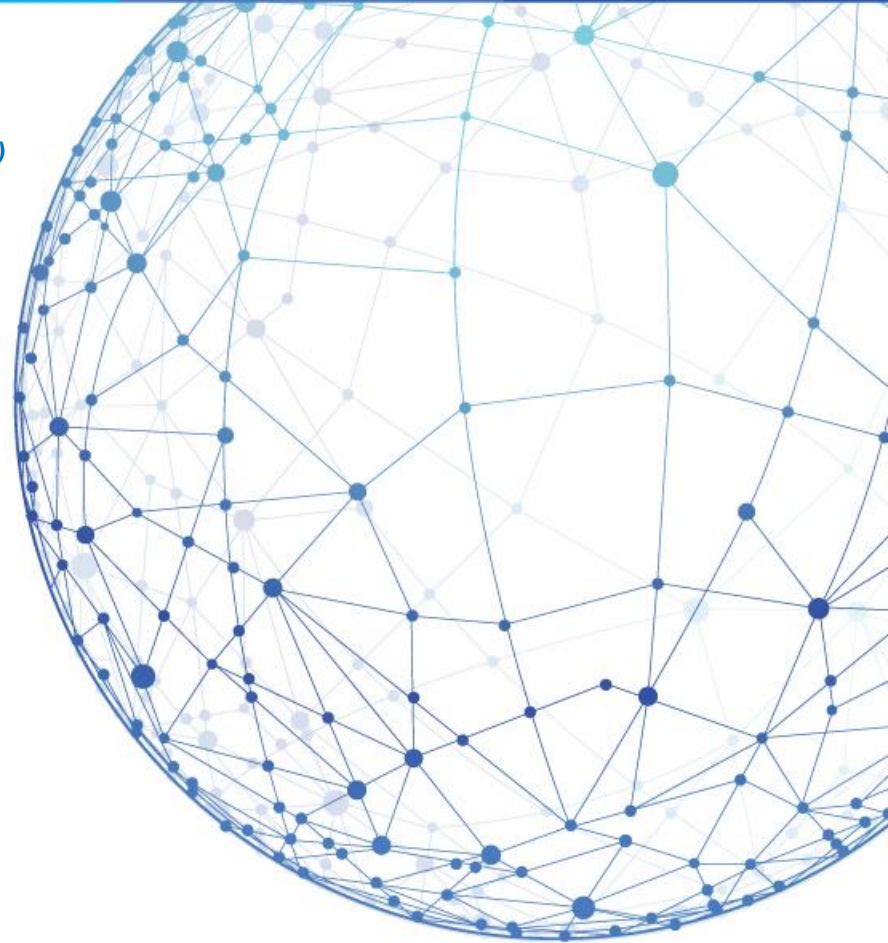
GIPC Members are to: Lead-communicate-influence within the committee and their company; have knowledge of industry issues and current best practices; have access to industry data and information with global reach; be able to share and extend industry relationships; assist and contribute to recruiting 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



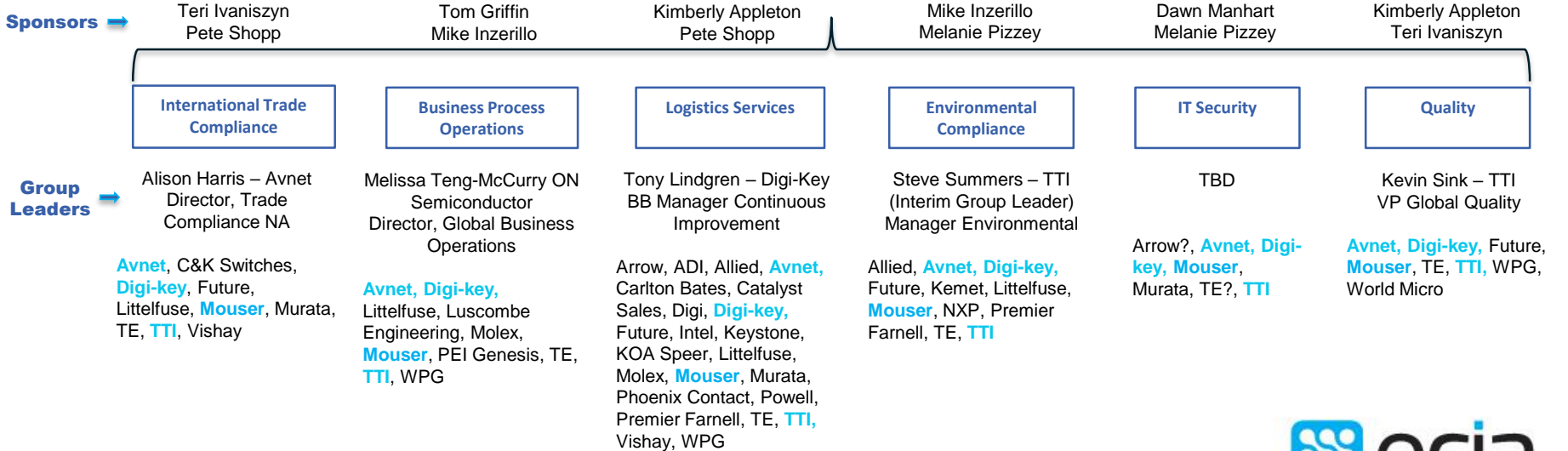
“GIPC members and SMEG leaders have the visibility to lead and influence”

“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
 Mike Inzerillo – Commodity Product Director, Avnet
 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



Global Industry Practices Committee (GIPC)

Assignment	Description	Timeline	Actions	Status
International Trade Compliance: Tariff - HTS Codes	Section 301 China Tariffs– Challenges with using HTS codes	Q4'18 – Q1'19	<ol style="list-style-type: none"> 1. Identify HTS code challenges 2. Draft scope document for review 	<ol style="list-style-type: none"> 1. Data collection complete 2. Data consolidation/filtering underway
Business Process Operations: 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.	1H-2019	<ol style="list-style-type: none"> 1. Organize SMEs from Manufacture's and Distributor's 2. Build a "checklist", BP process flows of areas and issues for consideration when tariffs are removed 	<ol style="list-style-type: none"> 1. Kick off March 22nd 2. 3 Sub-groups underway with a target completion date of July 1 3. Preparing update for BOD
Business Process Operations: 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"> 1. Obtain guidance/input from the Board Councils 2. Manufacture / Distributor Councils to review POS document 	<ol style="list-style-type: none"> 1. Manufacturer Council review of POS document complete April 30 2. Submitted to Distributor Council on May 1 for their review
Business Process Operations: 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"> 1. Organize working group from BPO 2. Include ETL SME working with Alan Ahern 	<ol style="list-style-type: none"> 1. Initial GIPC vetting summary completed in May 2. Additional survey TBC June 3. Additional options reviewed June
Blockchain Technology: 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"> 1. Obtain guidance from the BOD/Councils 2. Research BC companies 3. Build relationships w/BC experts 4. Explore authorized channel opportunities 	<ol style="list-style-type: none"> 1. BOD approval to move forward with SME team to research opportunities 2. Attending IBM workshop – June 3. Added Digi-Key to working group
Logistics Services: 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"> 1. Recruit 2 Distributors, 2 Manufacture's, 2 Customers 2. Establish working groups 3. Design industry standard 	<ol style="list-style-type: none"> 1. Work through POC / Pilot with ADI and Mouser in May-June
Logistics Services: "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"> 1. Digi-key to select a Manufacturer to work with on this project 	<ol style="list-style-type: none"> 1. New Manufacturer being identified 2. Follow up required

Assignment	Description	Timeline	Actions	Comments
International Trade Compliance: 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
Business Process Operation: 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.
Business Process Operation: 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.
Business Process Operations: 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
Logistics Services: 2D Adoption – All Regions	New sub-group to develop Phase III adoption campaign to reach all regions.	2H-2019	1. Scoping assignment with SMEG	
Environmental Compliance: 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.
Quality: 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	

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International Trade Compliance: 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"> 1. Vetting through areas of concern 2. Project charter completed 3. Feasibility research to create a consolidated Custom/Watch list pilot, July 	<ol style="list-style-type: none"> 1. Reviewed “areas of concern” document with various legal groups 2. Recommendation was to not proceed; to much risk 3. Closed August 2018
International Trade Compliance: 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"> 1. Align on needs with carriers 2. Draft position letter for carriers 3. Circulate letters to ECIA members 4. Send letter from ECIA to carriers 	<ol style="list-style-type: none"> 1. Letter complete and approved by the BOD 2. Letter released to Distr. on April 16 3. PR issued on April 17 2019
Business Process Operations: 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"> 1. Organize SMEs from Distributors 2. 5 Distributors participated: Arrow, Avnet, Digi-Key, TTI, WPG 	<ol style="list-style-type: none"> 1. January 15 submission to Distributor Council 2. Approved by Distr/Mfr Councils 3. Published April 22 2019
Business Process Operation/IT Security: 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"> 1. Organized cross-functional group with Europe representation 2. What is considered GDPR compliant? 	<ol style="list-style-type: none"> 1. New CA regulation announced 2. Recommend broader scale POS working group – August 2018
Business Process Operation: 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"> 1. BOD did not approve on 3/7/19 2. No interest to pursue from manufacture’s 	<ol style="list-style-type: none"> 1. BOD did not approve March 2019
Environmental Compliance: 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"> 1. Prop-65 labeling research-Apr, May, June 2. Prop-65 manufacture survey-May, June, July 	<ol style="list-style-type: none"> 1. Deliverables released – Aug 2018 2. Attended industry webinar 10/16 3. Next step – determine if 6 month follow up is needed

Assignment	Description	Timeline	Actions	Status
Environmental Compliance: 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"> 1. Draft awareness / information article to all member companies. 2. Including guideline of what steps need to be taken to be compliant. 	<ol style="list-style-type: none"> 1. Article and recommended next steps were completed 2. PR issued on April 16 2019
Quality: 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"> 1. GIPC influenced committee to stay in scope with AS6496 standard 2. AC7403 published in August 2018 3. Mouser completed first PRI audit 	<ol style="list-style-type: none"> 1. P-R-I audits to begin in Q4'18 2. Audit review with PRI CAAP committee in October 3. Assignment complete – Q4 2018
Customer Experience: 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"> 1. Setting up pilot with pre-determined customer questions, publish with media sources for survey information 	<ol style="list-style-type: none"> 1. Survey results in review – Nov 2. Initial pilot complete with marginal success
Logistics Services: 2D Barcode Labeling	2D Barcode labeling specification for product packaging and shipments in the electronics industry.	2H-2018	<ol style="list-style-type: none"> 1. Group review of EIGP114.1 2D Labeling Specification 2. Global reach to increase supplier adoption 	<ol style="list-style-type: none"> 1. EIGP114.2018 review complete 2. Published in January 2019

