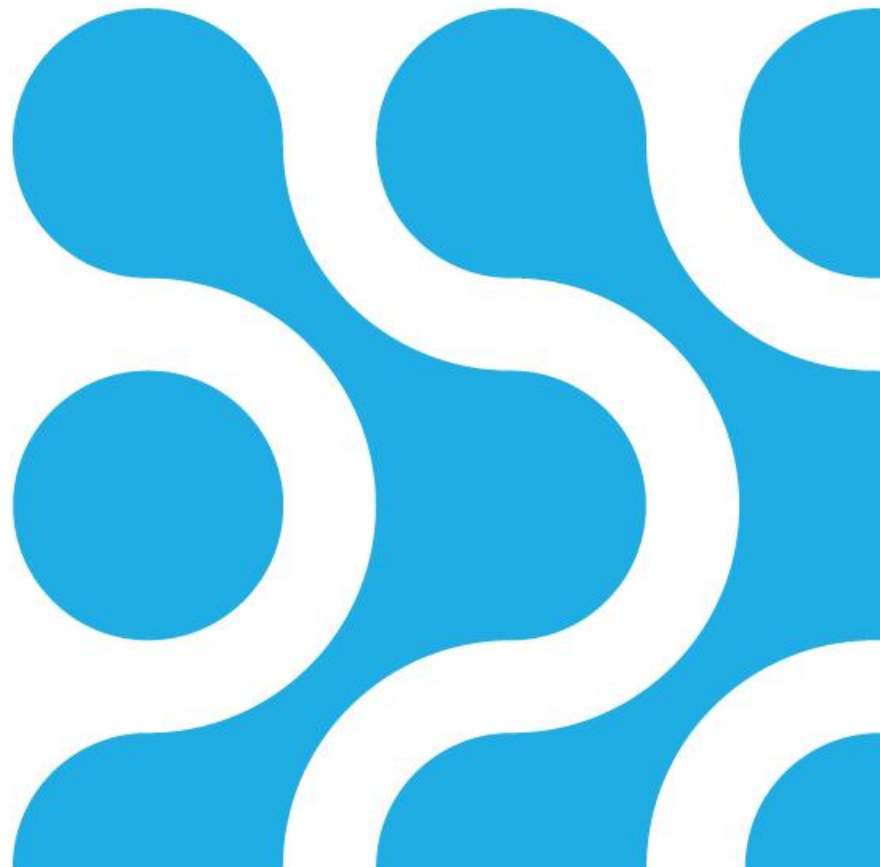


Electronic Components Industry Association



Electronic Components Industry Association



ECIA – Over 100 Years of Industry Leadership!

1920

2022



1924

Associated Radio
Manufactures

1957

Electronic Industries
Association

2007

Electronic Components
Association

2011

ECIA – Electronic Components
Industry Association

1937

National Radio
Parts Distributor
Organization

1942

National Electronic
Distributor
Association

Connect. Influence. Optimize.



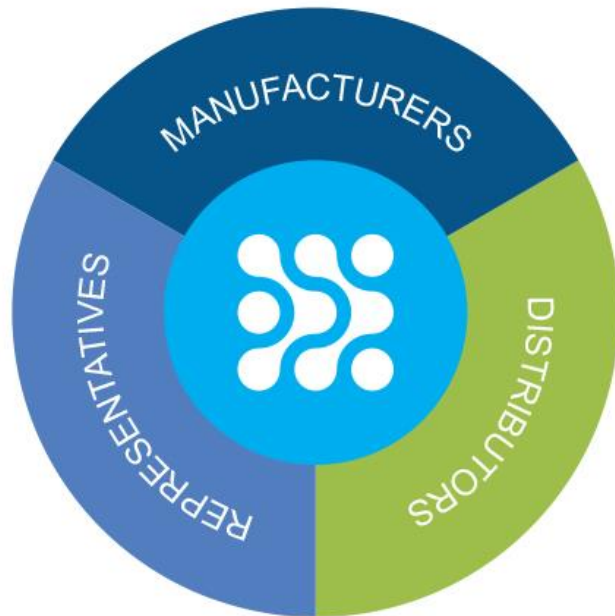
ECIA Members

Nearly 300 member companies
representing over \$300B in sales of
electronic components

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

Connect. Influence. Optimize.



Leadership Structure

ECIA Board

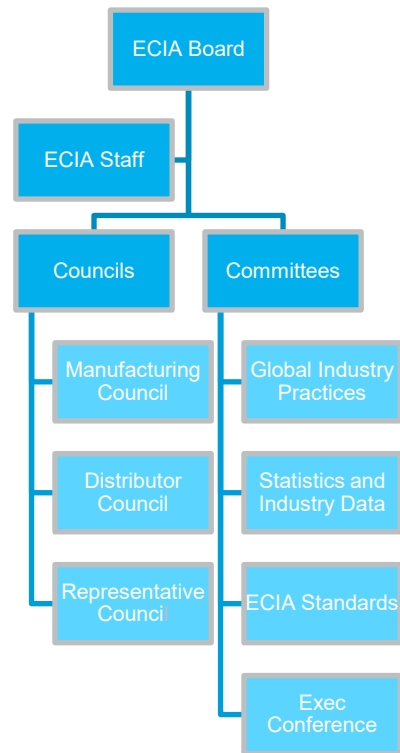
- 9 manufacturers, distributors, manufacturer representative
- Approve and prioritize projects and investments

3 Councils representing major constituents

- Up to 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

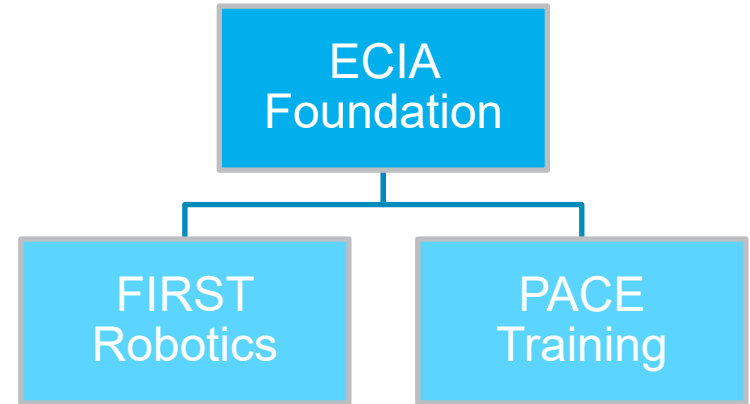


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ECIA Foundation

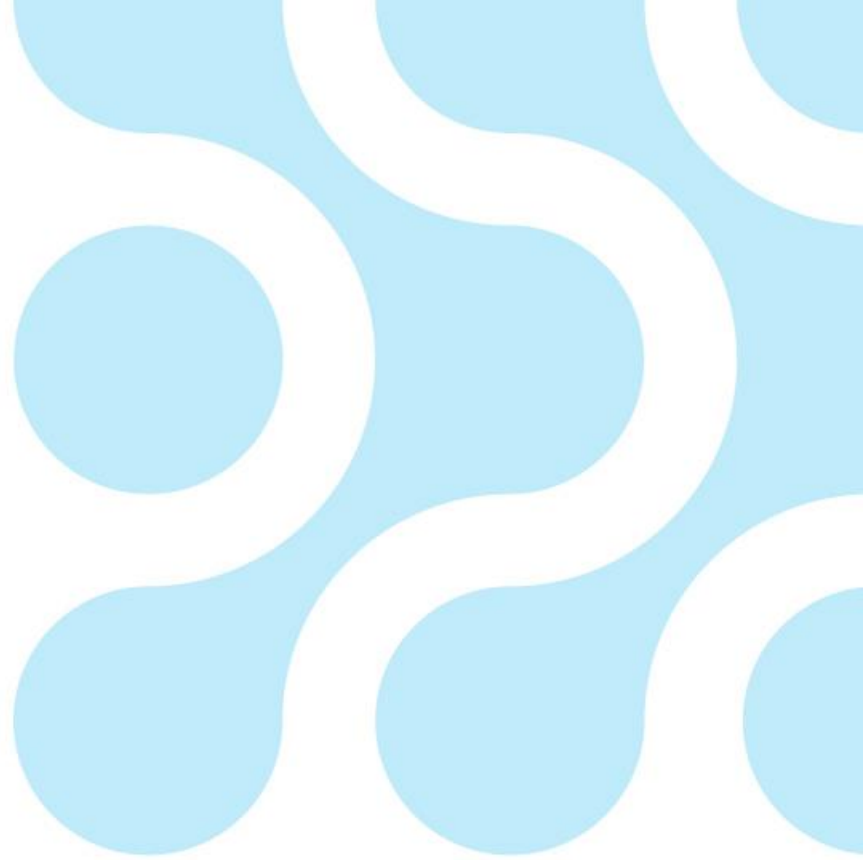
Mission

- The ECIA Foundation promotes the value of the electronics components industry through developing, leveraging, and deploying educational and awareness-based initiatives
- ECIA Foundation and members strongly support FIRST Robotics, donating \$millions annually to promote STEM education to over 700,000 students worldwide
- PACE (Paul Andrews Continuous Education) program offers introductory courses explaining key concepts about the industry to new 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. Influence. Optimize.

Connect

WEBINARS/ PODCASTS

- Top Economists
- Industry Leaders
- Experts on Industry Issues



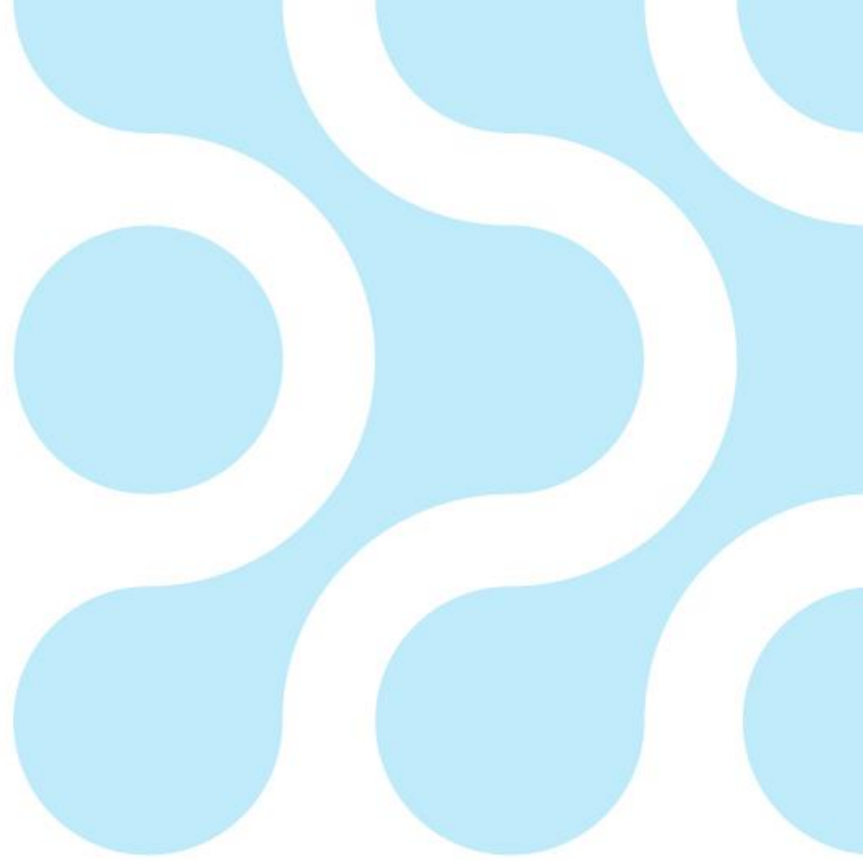
ALLIANCES

- NAM
- SAE
- ANSI
- FIRST Robotics
- ERA
- Women in Electronics

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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

Connect. Influence. Optimize.

RECENT EXAMPLES

- Anti-Counterfeiting
- Design Registration
- Automated Data Transfer
- Digital Manufacturer COC
- Value of Distribution
- Distribution Training and Business Reviews Best Practices
- Cybersecurity

GIPC – 40 Years of Industry Influence!

Provides a forum to develop and discuss processes in the authorized channel that drive best practices within our industry.

1980s – 1990s

NEDA Roundtable

Semiconductor Packaging-Handling
Standards and Guidelines

- Rails
- Trays
- Reels
- ESD Bags
- Labels
- Labeling
- Barcode

2000 – 2017

SCC (Supply Chain Council)

Passive, Electro-Mechanical, Connector,
Semiconductor Participation...

- ISO Standards
- RoHS, REACH
- AS9100 & 9120
- AS6496A Counterfeit
- 1D, 2D Barcode Labelling

2017 – 2024

GIPC (Global Industry Practices Committee)

Manufacturers, Distributors and
Manufacturer Reps 7 Areas of Focus

- Tariffs
- Trade Compliance
- Cyber Security
- Environmental (ESG)
- Business Operations
- Logistics
- Quality

Connect. Influence. Optimize.

Influence – EIA Technical Standards

- Global product standardization through ECIA-administered US Technical Advisory Groups
- Joint activities with ANSI, US DoD, NIST, and industry-targeted markets
- 215 Standards in progress
 - 36 Domestic, 179 International
 - 226 Participating companies
 - 23 standards groups
 - 342 Participating individuals



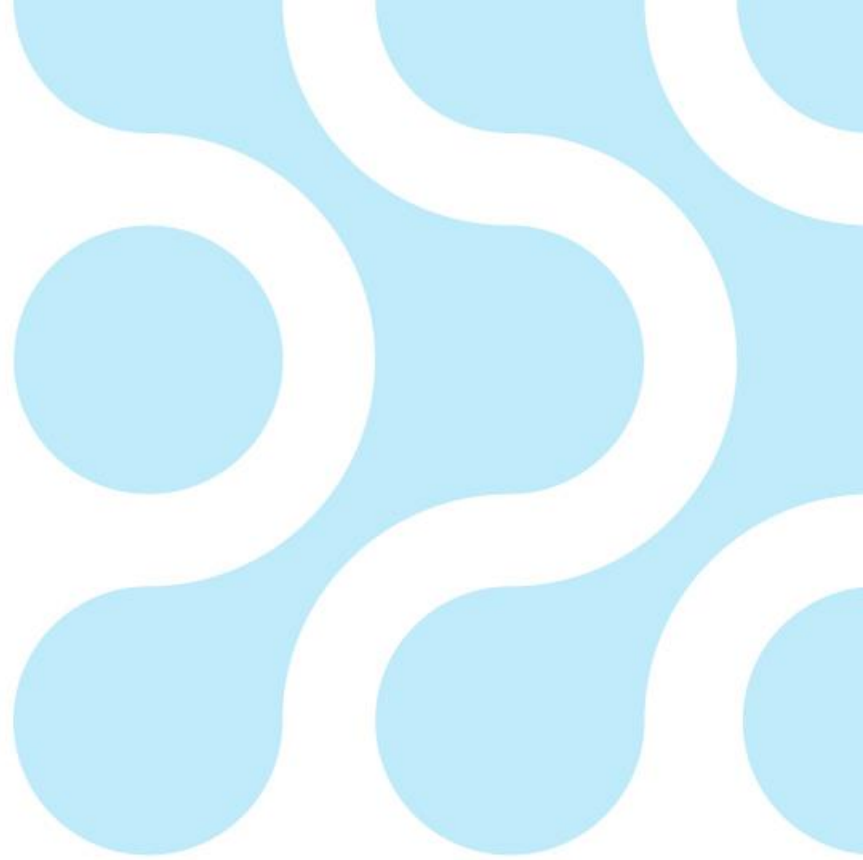
* ECIA's VP of Standards Ed Mikoski serves as ANSI Vice Chair

Connect. Influence. Optimize.



Optimize...

operations strategies to increase
profitability through exclusive
access to tools, market
intelligence, standards and
training



Optimize

ECIA Programs and Services

- Inventory Website: [TrustedParts.com](https://www.TrustedParts.com)
- Market Research & Industry Statistics
- Resources for Addressing Industry Issues, Workplace Disruption, etc.
- Webinars & Podcasts with Subject Matter Experts
- Service Partners
- PACE Training for those new to industry

Connect. Influence. Optimize.

Optimize - TrustedParts.com



The **trusted source** for searching the **authorized channel** for electronic components

Connect. Influence. Optimize.



Optimize – TrustedParts.com



TrustedParts.com

54B+
PARTS
IN STOCK

25M+
UNIQUE PART
NUMBERS

Start your search today

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**

Connect. Influence. Optimize.

Optimize – TrustedParts.com

Key Benefits for Distributors

- Access to **2.3M** users/year performing **120M** searches
- Share in **750K** clicks per month
- Your brand recognized as an **authorized** distributor
- Monthly analytics and more in **Distributor Portal**

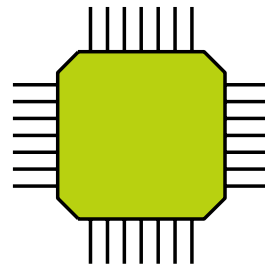
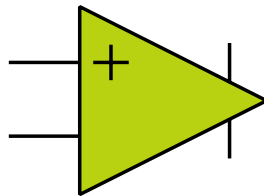
Key Benefits for Manufacturers

- **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

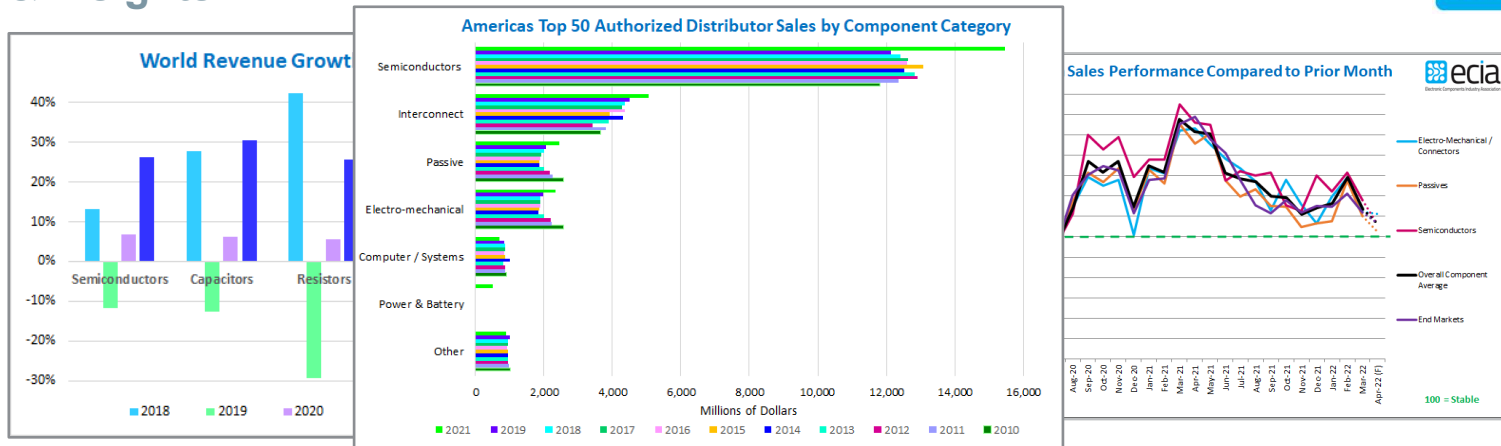
- **DSS widget** to allow searches on your site

Connect. Influence. Optimize.



Optimize

Stats & Insights



- Economic & Industry Market Trends
- Component Revenues & Lead Times
- DTAM Reports
- Component Sales Trends Survey

Connect. Influence. Optimize.

Optimize - PACE

Key Features

- New training program for member employees, especially those who are new to the industry
- **Exclusively for members** and program supporters
- 50 generous donors
- Named PACE (Paul Andrews Continuous Education) training after the founder of distributor TTI who passed away early in 2021
- Log in and access PACE at www.ecianow.org/PACE



Your Purchasing Journey

Throughout this course, you'll be placing yourself into the shoes of both an OEM and a component manufacturer. As an OEM, we'll be exploring why and how you go about purchasing components needed to complete your design. As a supplier, we'll be discussing your distribution strategy.

Connect. Influence. Optimize.

Member Feedback on the Value of ECIA

Feedback

- Disti: "ECIA helps give us access and understanding of larger trends affecting our industry. Many relationships formed have come through ECIA events."
- Disti: "I get to learn about best practices and solutions that my competitors and industry peers are addressing and/or adopting."
- Manufacturer: "ECIA provides a trusted forum across like markets to assist in making better business decisions for our own companies."
- Rep: "ECIA provides exposure and input on important topics that shape the industry and participants. It gives us a voice in matters that concern all players as well as exposure to input from other constituents, so we see all sides of the industry."

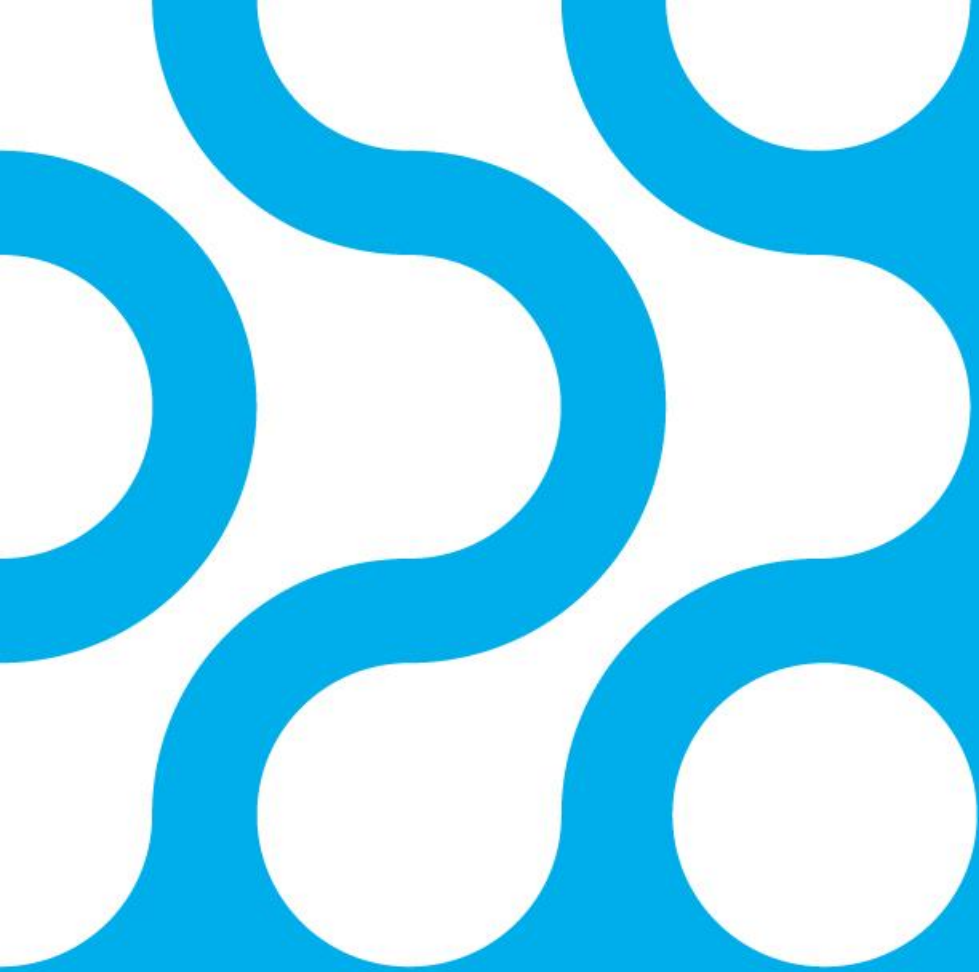
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ECIA membership magnifies your voice in the industry.



- 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

Connect. Influence. Optimize.



Connect.
Influence.
Optimize.

Influence

EIA Technical Standards

ECIA Domestic and Global Technical Standards Activities		
Capacitors	Connectors & Interconnects	Racks & Panels
Resistors	Electronic Displays	Rigid RF & Waveguides
Inductors	Dependability	Printed Electronics
Magnetics	Soldering Technology	Environmental Condition Tests
Piezoelectric	Automated Component Handling	Switches for Appliances
All-or-Nothing Electrical Relays	Active Devices (Through MoU w/ JEDEC)	Conformity Assessment
With sufficient interest, additional categories to be considered		

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Membership

Distributor membership is open to those business entities that:

1. Are primarily engaged* in the authorized distribution* of electronic components, equipment, and supplies; and
2. Clearly disclose on all published line cards, web pages, and other electronic or printed media which manufacturers, product, or part numbers are not authorized for resale by the product's manufacturer.

***Primarily engaged** as used in this section is defined as deriving more than a majority (51%+) of the organization's revenue from the authorized sale of electronic components and not from manufacturing, contract manufacturing and/or value-added distribution.*

***Authorized distribution** as used in this section is defined as stocking and reselling electronic components, equipment, and supplies pursuant to a written contract with the manufacturer of those products. For purposes of this definition, a bill of sale, authorized to sell letters, or similar documents, are not considered written contracts.*

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.

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Membership Dues

The ECIA dues structure for **manufacturer and distributor members** is based on total annual sales (dollars) of electronic components in North America.

Manufacturers and Distributors	
NA Sales	Dues
< \$50M	\$2,000
\$50-99M	\$5,000
\$100-200M	\$7,500
\$200-400M	\$10,000
\$400-800M	\$20,000
\$800M-\$1.5B	\$35,000
> \$1.5B	\$50,000

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

Manufacturers Representatives	
# Employees	Dues
< 10	\$1,000
10 - 19	\$2,000
> 20	\$3,000

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