

Component and Assembly Commodity

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» Organization Chart



» Component and Assembly Commodities

| | | |
|---|---------------------------------|---------------------|
| Capacitors | Flex circuits & flex assemblies | Inductors |
| Electronic Manufacturing Services - CCA/PCBA | FPGA boards | LED |
| Printed Circuit Boards | Resistors | Microcircuits |
| Coil Forms | Semiconductors | Transformers |
| Contract Manufacturing - Box Build and other Assembly | Substrate | Discrete Components |
| Filters | Tuners | Resistors |

» 2019 YTD Spend

» Team spend of \$148M as of 10/15/10

» Major Drivers

» Electronic Manufacturing Services - CCA/PCBA - \$68M

» ASICs, FPGAs, Microcircuits and Semiconductors - \$54M

» Modules - \$10M

» Commodity Needs

- › Competition
- › Strong Market Knowledge
- › Reliability & Quality
 - » Products must meet spec first and everytime.
- › On time Deliveries
 - » Per supplier commitment
- › Timely Quotes
 - » Per buyer request, list any exceptions
- › Shorter Lead time
- › Correct Invoices and Packing lists
 - » Include purchase order number and line item(s)

Focused Areas

- › Market Trends and Component Roadmaps
- › Cyber Security
- › Counterfeit Material Avoidance
- › Partnerships
- › Emerging Technologies and Materials
- › Tariffs
- › Labor Market
- › Knowledge Transfer

Questions

For questions please contact:

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