

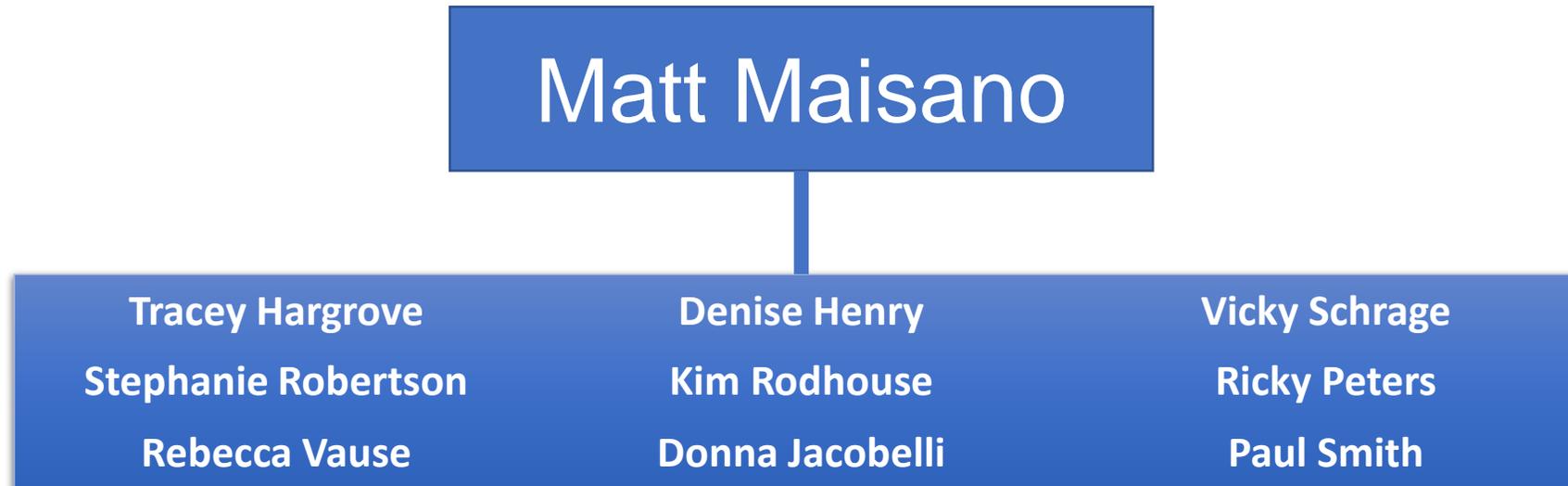
Component and Assembly Commodity

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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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