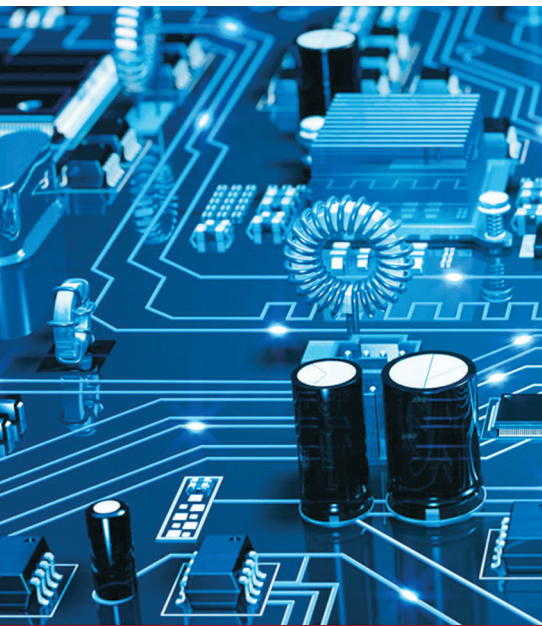




Data Driven Supply Chain Solutions.



COMPONENTS



OBSOLESCENCE



COMPUTING

Data-Driven Supply Chain Solutions

Converge, a subsidiary of Arrow Electronics, is a full-service global supply chain partner providing proactive, analytical data-based solutions for components, obsolescence and computing services. Our strategic solutions help source electronic components in times of shortage, manage and plan for obsolescence, and provide customers with full lifecycle component coverage and process management plans after production.

Our sourcing, inventory management and supply chain expertise extends across all vertical markets, including but not limited to:

- Aerospace and defense
- Computing
- Consumer
- Home energy
- Industrial and embedded
- Medical
- Telecommunications
- Transportation
- And more

Why We're Different

Our data-driven, customer-centric solutions are customized to fit an organization's goals and future needs. Strategic plans are based on product data, proprietary market intelligence, innovative analytics and over 35 years of technology experience.



Global Distribution Network

Increase speed-to-market and maximize value without sacrificing quality as we support you with the most complete and comprehensive network in the industry.



Market Intelligence (icon)

Over 35 years of unrivaled global market insights delivering sourcing and supply chain intelligence in an increasingly complex and demanding marketplace.



Integrated Systems

Globally networked proprietary sourcing and inventory analytics, providing faster and more accurate information than from any other source.



Our Team

A global staff of insightful, international experts, combining deep experience with a broad range of full product lifecycle and supply chain expertise, ready to resolve your current and future needs.

One Source for Integrated Supply

Converge has evolved from an independent distributor to a full-service global supply chain

Components



Sourcing

Converge has the market knowledge and sourcing expertise to quickly resolve electronic component shortages. With established original equipment manufacturer (OEM) and electronics manufacturing services (EMS) relationships, we reduce extended lead times by securely sourcing allocated, obsolete, end-of-life (EOL) electronic components and other hard-to-find parts.

Our dynamic, data-based approach helps us identify and find components before an electronic component shortage situation adversely affects your production line and market prices.

Converge Offers:

- Data analytics
- Global reach
- Competitive pricing
- Diverse product offering
- Q360 quality inspection process
- Vendor management



Inventory Management

Converge can design and implement a solution to quickly maximize value recovery while adhering to all global environmental compliance standards. Depending upon your specific needs, Converge provides:

- Outright Buy Programs – Purchasing excess/obsolete inventory and remarketing it through our global sales channels.
- Consignment Programs – Partnering with your organization, we take consignment of excess inventory. Materials are then remarketed through our global sales channels with proceeds returned through a mutually agreed-upon shared revenue program.
- Demand Opportunity – Providing the quickest time to market while

you maintain possession of your inventory throughout the sales process. Features include a global infrastructure, marketing expertise and demand creation through our established end-user customer network.

Our targeted marketing approach to electronic components surplus enables us to match supply and demand by utilizing data-analytics tools and taking various parameters into account, such as product condition, origin and forecasted demand.

Utilizing this approach, we define target market segments that have a demand for your product and then consult with your team on market options available, to quickly maximize your total asset value recovery while minimizing overall risk.

Obsolescence

The Future of Obsolescence Management (FOM) is a proactive, data-driven strategic approach designed to give our customers the ability to control the access of critical components for their supply chains.

Obsolescence management is a key strategic concern. Today's everchanging and complex market forces are increasing the impact of component obsolescence.

To help our customers stay one step ahead of these escalating challenges, we have invested heavily in our global FOM specialists, data services, equipment and events, ensuring unrivaled market knowledge and service.



FOM Services

A global, collaborative initiative that gives you control over your electronic components supply chain. We listen to

your challenges and work with you to create an obsolescence management strategy. We connect your product sourcing and customer support goals with our unmatched global network of component access, market intelligence and strategic insights. We turn data into actionable information so you can understand, plan for and control events

Chain Planning and Management

partner providing proactive, data-driven solutions for the most demanding supply chain needs.

Computing

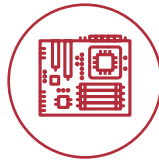
Converge's customer-centric solutions are customized to provide original equipment manufacturers (OEMs) with data-based strategic component lifecycle plans and process management that meet demanding inventory and supply chain needs. Our experienced staff drives this process. You can depend on a team of insightful international experts who understand your business needs and future plans. They will work to reduce disruptions and increase your bottom line.



Vendor-Managed Inventory Solutions

Your needs change daily, which makes inventory management a challenge. We integrate our global commodity access expertise with a deep understanding of supply chain requirements to ensure your inventory efficiently and economically supplies your production line. To minimize risk, cost and time, inventory is distributed across multiple sites to provide best-in-class value.

We research and prequalify vendors to ensure all products are procured from trusted, reputable sources. Vendors are also subject to periodic reviews to ensure peak performance.



Shortage Fulfillment

Our proactive, data-driven approach and international supply network enable us to identify concerns before they become problems. We quickly secure hard-to-find components, and our Q360 management process guarantees that all components are of the highest quality.



Excess and Obsolete Recovery

Excess inventory along with obsolete and end-of-life (EOL) products can rapidly lose recovery value sitting in your inventory. We offer OEMs, service providers, white-box/data center equipment manufacturers and value-added resellers (VARs) data-driven solutions and processes to help reduce costs, increase returns and drive recovery revenue.



FOM Analytics

Taking existing information from your inventory and bill of materials, we apply our data-analytics tools and market expertise to provide a deeper analysis of what, when and how much is purchased, empowering you to make better-informed decisions.



FOM Community

Share knowledge and experience through international FOM events, quarterly publications, blogs, interviews and updates on the latest events and news related to obsolescence that may impact your electronic components supply chain. Opt in for updates at www.converge.com/community.



Perfection is the standard.

Q360 Quality Management Program

Perfection is the standard.

Converge continuously meets and exceeds industry demands because we understand that quality is more than a collection of certifications and affiliations.

With the Q360 quality management program, we have implemented safeguards to protect the supply-and-demand chain at our global distribution service centers for electronic parts around the world. Q360 is a multifaceted, fully structured, global quality process with zero tolerance for errors and an unwavering focus on continual improvement.

Our team of experienced and certified component engineers, inspectors and logistics specialists is dedicated to helping protect the supply chain and focused on meeting customers' needs and schedules.

Vendor-Management Program

Quality starts with the secure sourcing of your product through our network of global, trusted and established vendors. We thoroughly screen and continuously monitor based on our performance scorecard, which includes product quality history, performance and service fulfillment, stock supply/demand, and order history information. We also run Dun & Bradstreet financial reports and ERAI screenings for independent third-party verification.

Q360 Quality Inspection Process

All products must pass through our extensive Q360 quality inspection process, based on the industry-leading IDEA 1010 standard. The inspection process is rigorous, with products passing through two levels of qualified inspectors before distribution to the customer.

The step-by-step inspection process includes:

- Visual Inspection of Electronic Components – Our experienced inspectors conduct a visual inspection and authenticity verification of all incoming materials based upon the IDEA 1010.
- Electronic Components Q360 Engineering Inspection – Our trained and certified engineers receive the components for evaluation at a microscopic level to ensure consistency and quality. Any discrepancies are further investigated to enable us to make a determination as to whether the parts can be verified as authentic or should be rejected.

Outbound/Shipping Electronic Components Inspection

Our inspections also involve preparing parts for resale or inventory. Products deemed ready for resale are inspected once again, photographed and weighed before being packaged, while proper shipping documentation is prepared. Delivery address and labeling are also verified.

Testing Services

To virtually eliminate risk, we provide expert product testing for incoming and outgoing products, utilizing state-of-the-art in-house testing equipment in our secure and networked global facilities.

Value-Added Services

There are instances where an extra level of inspection may be required due to the nature of parts or if additional certifications are determined by customers. In these cases, Converge provides a full suite of value-added services through advanced component testing that may be done either in-house or by a certified service partner to verify product authenticity. Our value-added services are flexible, customizable and designed to fit your organization's specific needs.

Continual Training

Component quality engineers and inspectors are trained and certified to the rigorous IDEA-ICE 3000 inspector's certification program and are skilled in our industry-leading Q360 inspection process, which includes the IDEA 1010 standard. We also provide continual training to keep our inspectors and component quality engineers up to date on the latest manufacturing trends, industry best practices and new counterfeiting techniques.

Certified Quality

Converge facilities are compliant with international standards ensuring our commitment to continuous quality process improvement.

Our portfolio of industry certifications and affiliations includes:

REGISTRATIONS

- AS9120: Quality management system standards for aerospace and defense industries
- AS6081: Fraudulent/Counterfeit Electronic Parts: Avoidance, Detection, Mitigation and Disposition
- ISO 9001: Quality management system standard
- ISO 14001: Environmental management system standard
- OHSAS 18001: Occupational health and safety management system specification
- ANSI ESD S20.20: Electrostatic discharge control program standard
- Defense Logistics Agency (DLA) land and maritime Qualified Suppliers List of Distributors (QSLD)
- ITAR: International Traffic in Arms Regulations
- TAPA: Transport Asset Protection Association

AFFILIATIONS

- C-TPAT: Customs – Trade Partnership Against Terrorism
- ERAI: Membership
- GIDEP: Government Industry Data Exchange Program
- COG: Component Obsolescence Group (Deutschland e.V.)
- Commercial and Government Entity Code: CAGE Code#: 3WQZ6
- IDEA: Independent Distributors of Electronics Association
- IPC Membership: Association Connecting Electronics Industries

Because of our experience and commitment to quality global electronic parts distribution, technology-driven companies continue to choose Converge as their full-service, industry-leading, global supply chain partner.

To learn more about Converge, contact us.



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