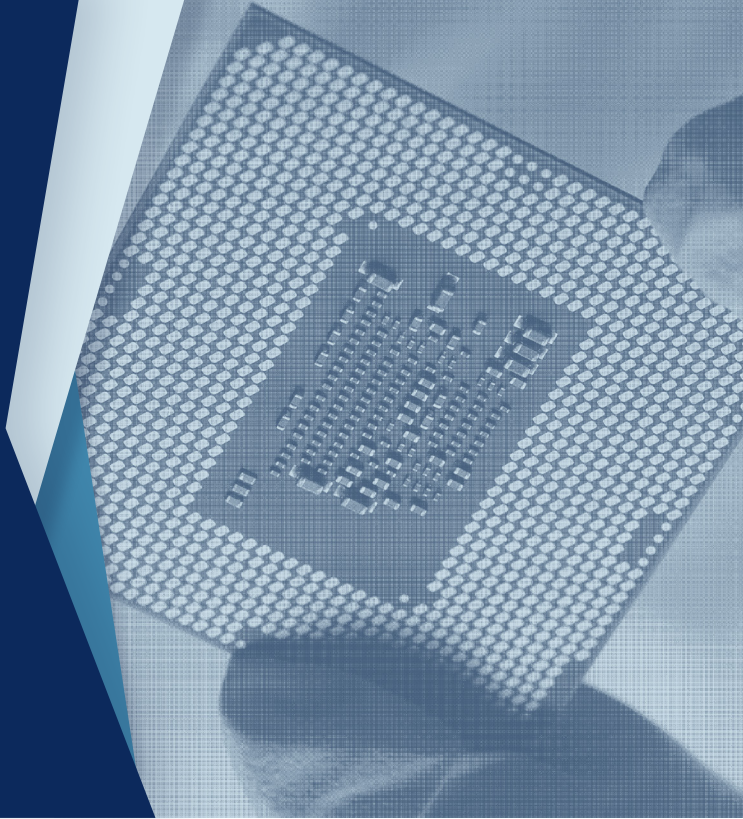


COMPONENT SOURCING WITH CONFIDENCE

Customer Case Study

How a global leader in advanced technology solutions sustains component quality and counterfeit avoidance while cutting component test lead time in half



OVERVIEW

For years, the electronic components manufacturing life cycle has led to short-term shortages that have forced companies to scramble outside of their normal channel for available inventory. In addition, the most recent extended cycle of component shortages exacerbated and severely lengthened the inherent cyclical problems. This extreme scarcity of available inventory further surfaced ongoing issues around counterfeit components and the lack of a reliable verification process for component authenticity.

The customer sought to partner with a vendor they could trust to source, test, and verify components in a timely manner for their defense and aerospace applications.

CHALLENGE

As a worldwide leader in advanced technology solutions for aerospace, defense, security, industrial, energy and transportation industries, A2 Global's customer was challenged with acquiring and testing components in a timely fashion for its defense and aerospace division.

Many component suppliers do not have the rigorous processes in place necessary to address the issues of component testing and verification. Moreover, some vendors are not fully transparent about the level of control they have over their processes, which causes follow-on issues within the supply chain.

The customer was introduced to A2 Global's highly detailed business practices already in place. During an international multi-day onsite facility audit, the customer met with A2 Global's quality and engineering teams and closely evaluated its end-to-end processes. From vendor verification to customer delivery, A2 Global's commitment to quality was evident throughout every step of its operation.

SOLUTION

Working closely with the customer's internal teams, A2 Global adapted in-house processes to meet their specific needs. With deep knowledge and experience in the defense and aerospace market, A2 Global understands time lags that can occur for processing procurement orders in the military, and proactively secured and authenticated hard-to-find inventory to mitigate disruption to its customer's production schedule.

In addition to preemptively sourcing components for its customer, A2 Global provides comprehensive verification through its state-of-the-art facilities.

With its own streamlined in-house testing processes, A2 Global significantly reduced the customer's lead time for component testing and delivery. In addition, A2 Global worked with the customer to implement its component test processes throughout multiple divisions in the customer's organization.

RESULTS

Working with the quality team and component engineers at the corporate level, A2 Global helped the customer implement the same test requirements across their entire organization as well as data flow down to the customer's outsourced manufacturing partners to ensure end-to-end quality control.



Testing lab lead times were reduced from 8 weeks to 4-5 weeks.

A2 Global continues to be a strategic partner in sourcing, verifying, and delivering hard-to-find components and in boosting quality and test processes across the customer's organization.

A2 Global continually expands its certification portfolio to enhance its testing capabilities and further improve lead times, resulting in a more robust set of qualifications and ultimately superior products for their customer.



“ Our relationship started and continues with trust built on collaboration, communication, and reliability in sourcing, verifying, and delivering quality components. ”

– Kevin Berre, Regional Sales Manager, A2 Global

These are the key qualities A2 Global delivers:



TRANSPARENCY.

Clear and consistent communication with internal and customer teams throughout the entire process



RESPONSIVENESS.

Proactive engagement and insight across the supply chain for agile decision-making



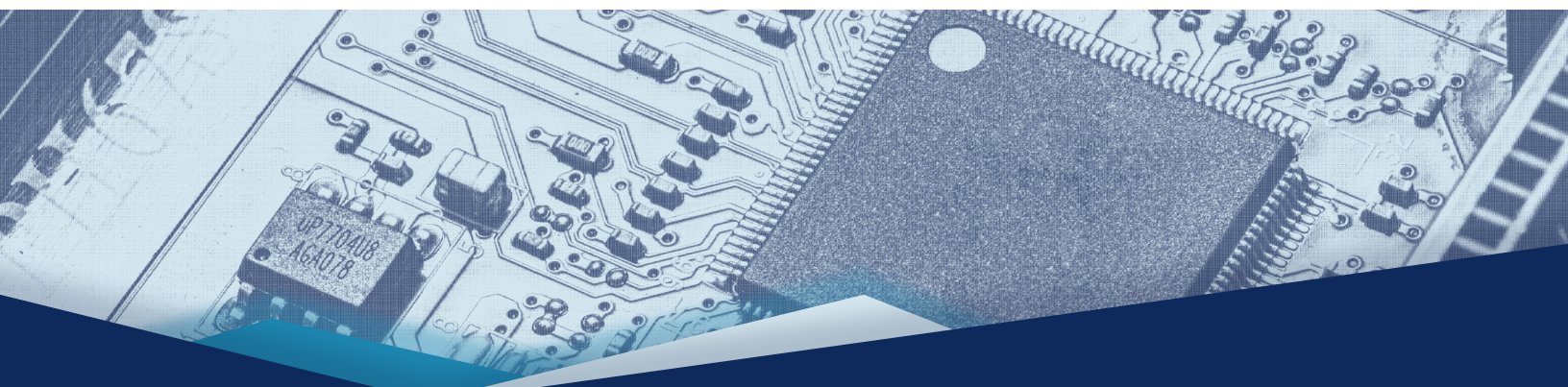
RELIABILITY.

Commitment to delivering responsibly sourced components and comprehensive supply chain solutions

ABOUT A2 GLOBAL

With over four decades of experience in component sourcing, A2 Global Electronics is a trusted distributor of electronic components and supply chain solutions with operations throughout North America, Europe, Japan, and Asia. Leveraging its extensive international supply network and industry-leading quality assurance and controls, A2 Global quickly and efficiently sources electronic components for customers in a wide variety of industries including defense, aerospace, automotive, consumer, and more.

A2 Global proactively sources, tests, and delivers quality electronic components for mission-critical systems. With an extensive vendor network, real-time data-driven insights into global inventory, multi-step QC inspection, comprehensive in-house lab and test capabilities, inventory tracking, and timely component distribution, A2 Global is a trusted partner for component sourcing solutions.



A2 GLOBAL[®]
electronics + solutions



For more information about our solutions
and services, visit a2globalelectronics.com