

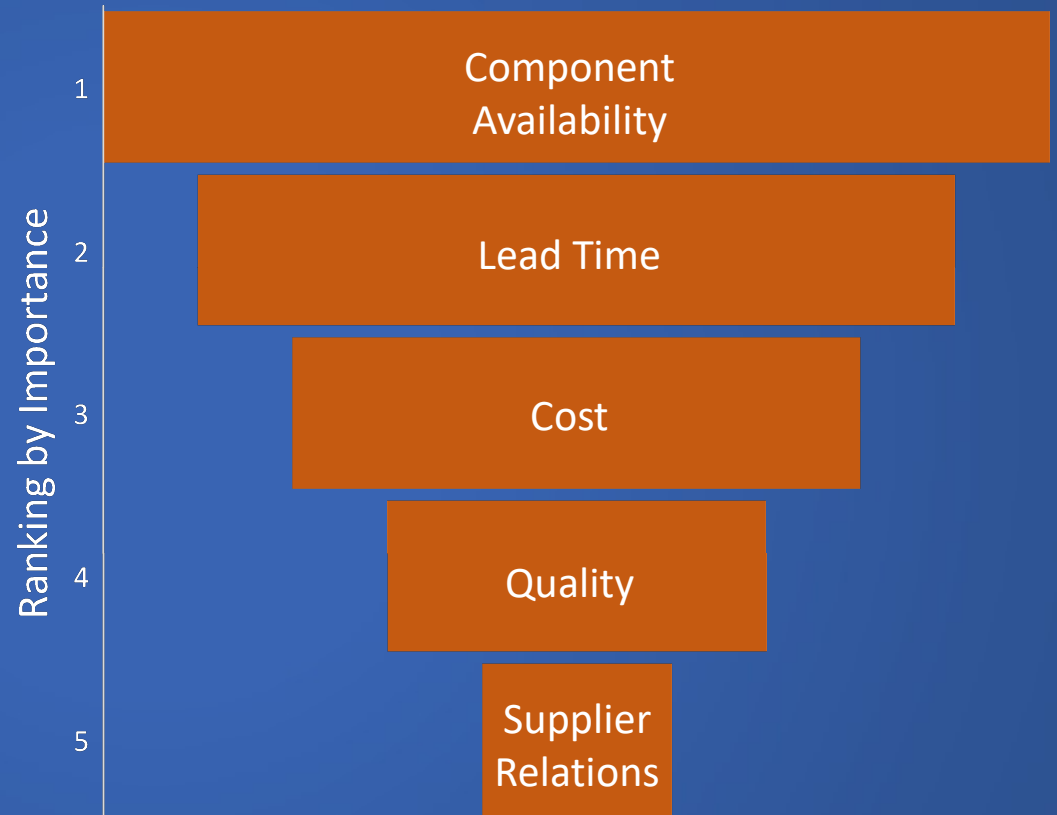
# AEM Group Survey: Voice of the Customer

“Supply Chain”

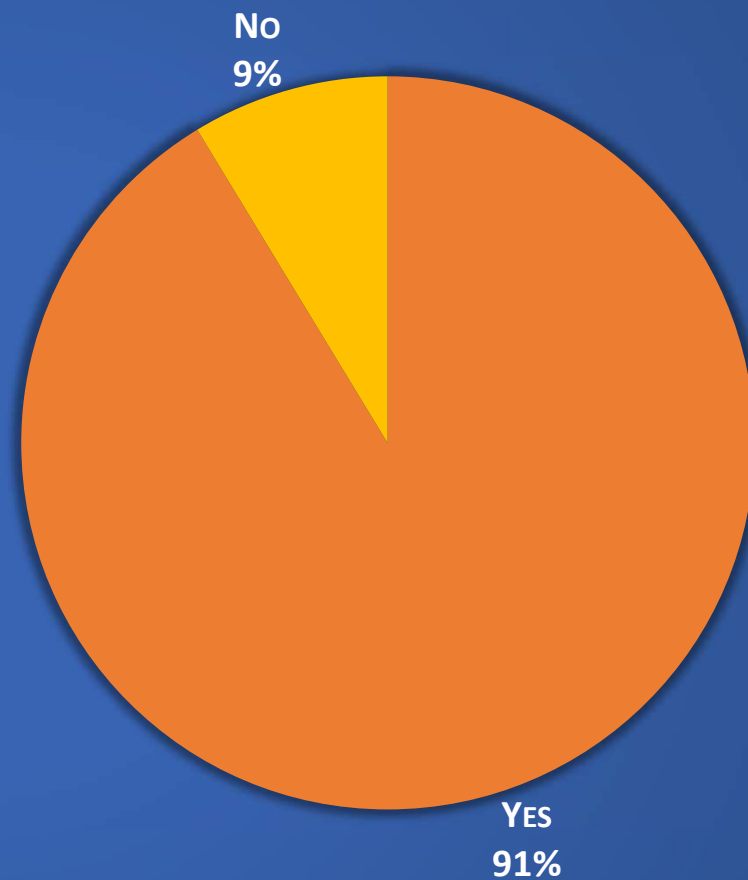
7-2022



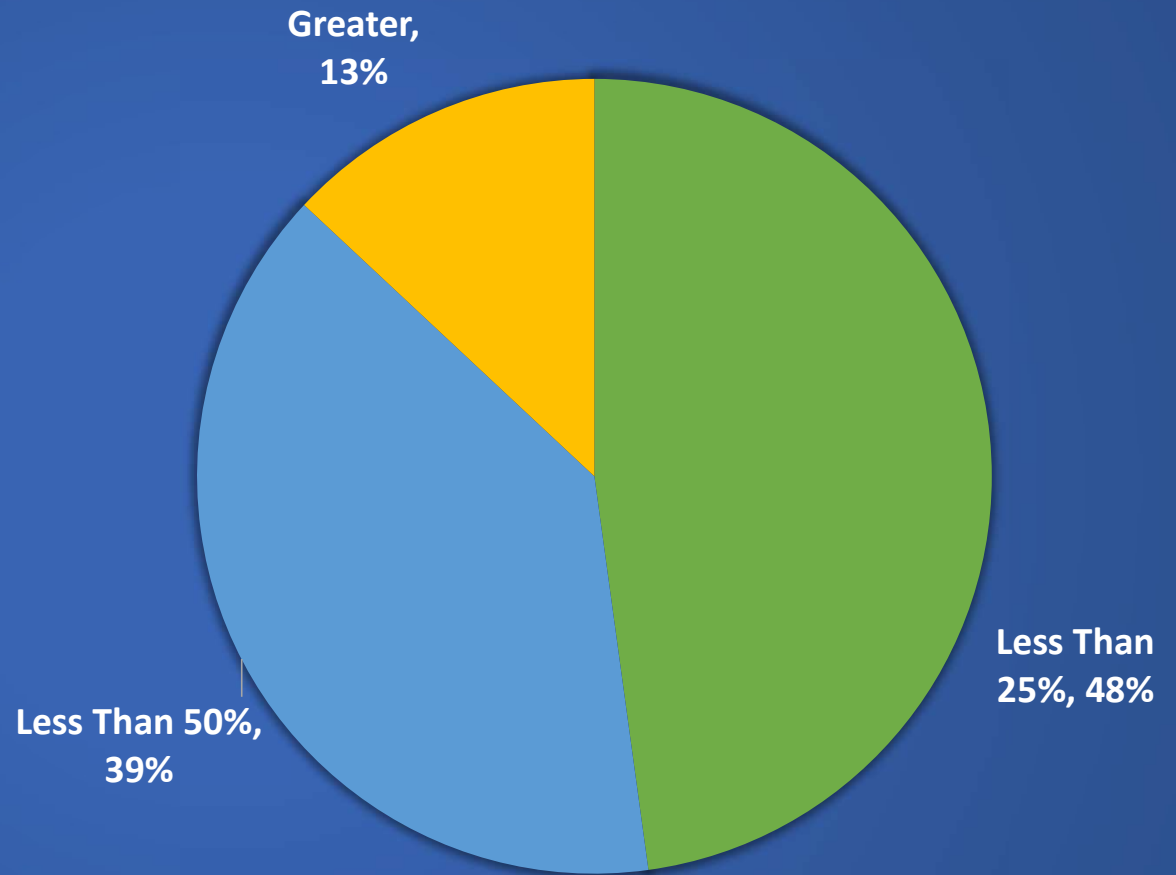
In the current market conditions, how does your company's scoring metrics line up?



Has the supply chain crisis caused your company to focus resources more on sustainment engineering over new project design engineering?



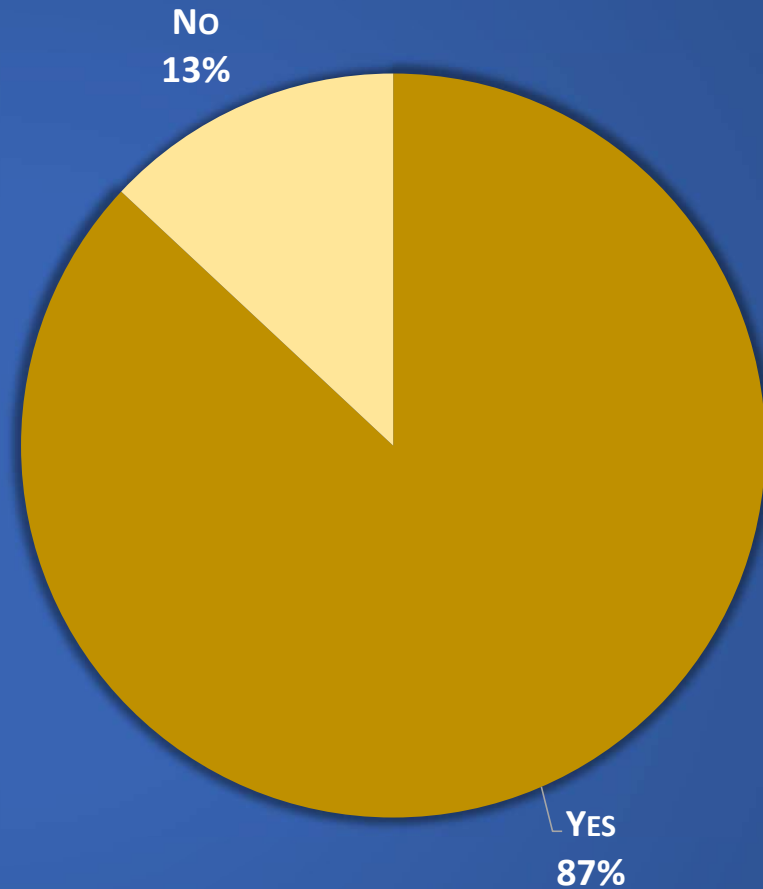
How much of  
your engineering  
time is spent  
working on  
sustaining  
activities?



Have your  
company's product  
development cycles  
or new product  
launches been  
affected by supply  
chain disruptions?

If yes, in what way?

*(Continued)*



## LEADTIME AND COMPONENT AVAILABILITY HAVE BEEN THE MAIN CAUSE OF DISRUPTION...

- Leadtime extensions have made prototype spins difficult to accomplish
- Component availability - have to rely on alternates that don't perform same way requiring additional Engineering time / work.
- Key components have excessive lead times having necessitated design changes and/or reduced functionality, delaying product launches.
- We've had to move to alternative suppliers.
- Designs are based on component availability
- Everything is being delayed by the supply chain shortages. We have products that should have been released a year ago.

## ADDITIONAL COMMENTS YOU MAY FIND INTERESTING...

- Aluminum castings from offshore
- Designs change more often than before, and sometimes at very unusual points in the product design / life cycle.
- Sourcing of unique new parts
- Cost has been a major issue.
- Resources & Meeting customer demands
- Have been forced to order samples before designs are frozen creating excess inventory and risk of not getting final BOM components, PCN changes and samples to validate have created
- PV builds nearly impossible, engineering resources are strapped but being challenged with NRND component life cycles

# Other than MCUs, what are the leading types of components your company is struggling to locate?

NO SURPRISE... IT'S EVERYTHING 😊

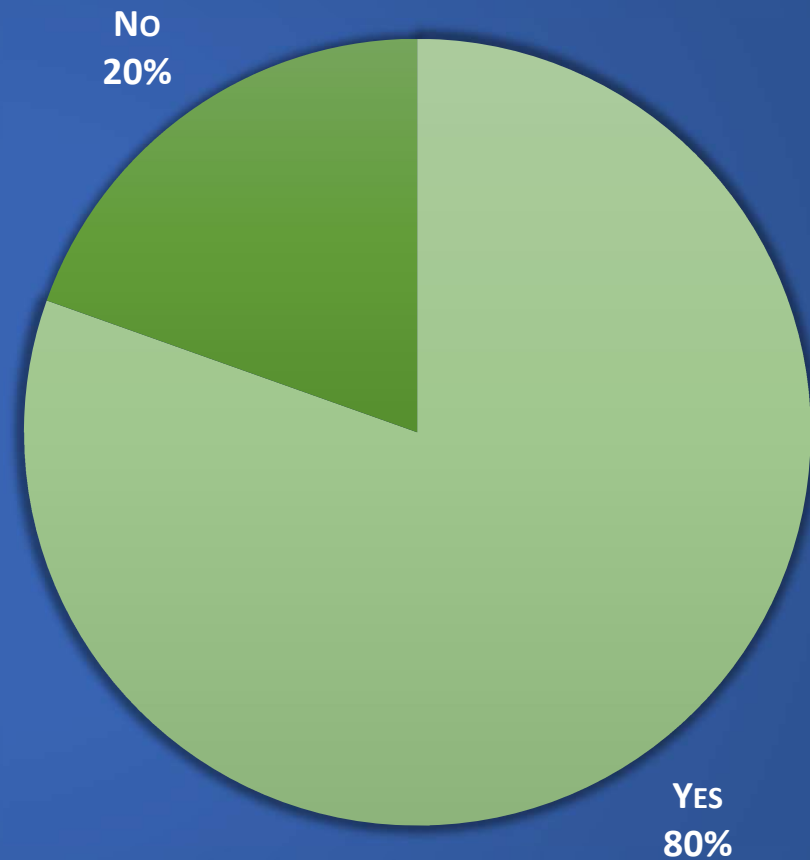
- IMU, LED
- EEPROM, Motor Drivers, MEMS
- Crystals, oscillators, broad range of IC's
- Voltage regulators, accelerometers, temperature sensors, radio modules
- Power supply controllers, I2C, UART type communication devices, magnetics
- Transistors
- MOSFETS, DIODES
- Capacitors
- Mainly other ICs, DC-DC converters, current amplifiers, battery chargers, battery fuel gauges, even some connectors
- Power ICs
- Pump Motor components
- gate drivers, power supplies
- Wi-Fi modules
- aluminum and ductile iron foundries
- LED Driver Ics
- Wi-Fi SoC's
- Telephony SLICs, DDR3 memory



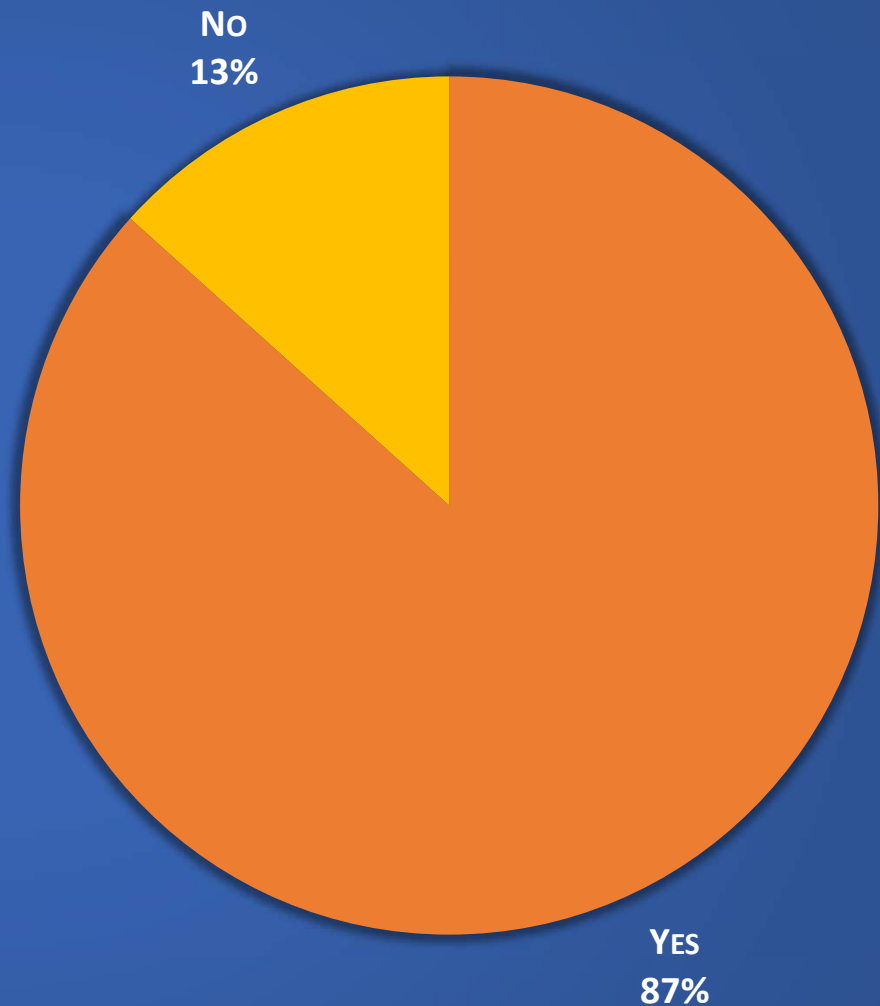
## *(Continued)*

- Regulators
- Different day different devices, tuner uP, logic gate devices... Etc
- TVS's, power modules, in fact almost everything we use is now very long lead.
- Materials, motors, batteries, computers, etc.
- Connectors
- Xilinx FPGAs
- Logic and memory devices RF devices , crystals , and now resistors are getting difficult for medical applications
- Chassis, raid cards, misc. cables
- Delays have been across the board.
- USB high speed protection IC's, PMICs, serial flash Memory, large value ceramic capacitors
- Almost all semi-conductors, especially TI parts.

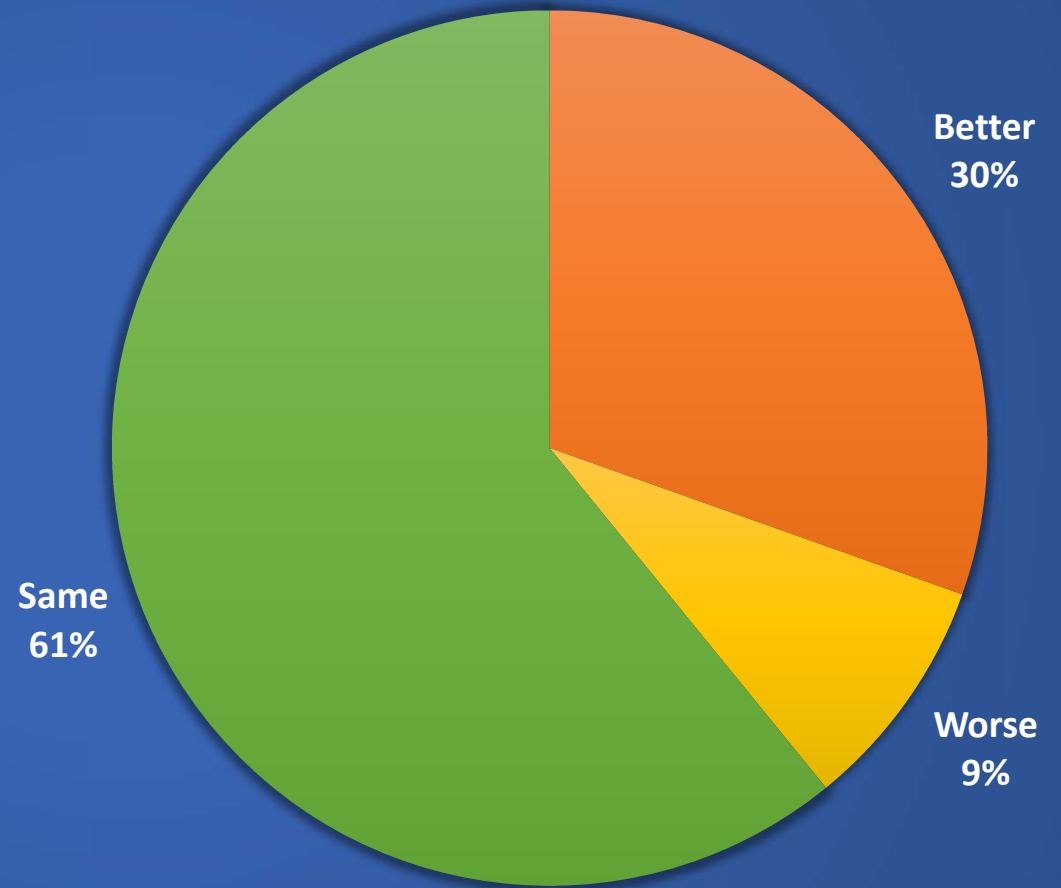
Is your  
company using  
third party  
brokers to  
meet your  
customers  
demand?



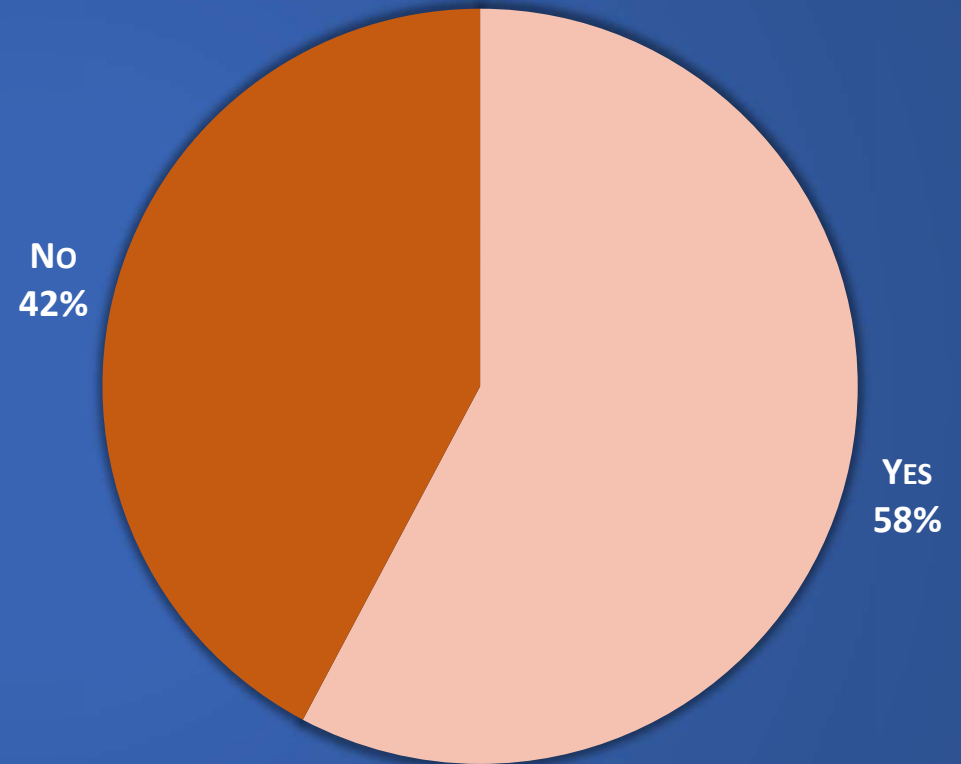
Have you used the support of your local manufacturer's rep to identify suitable component replacements or alternates to address supply chain constraints?



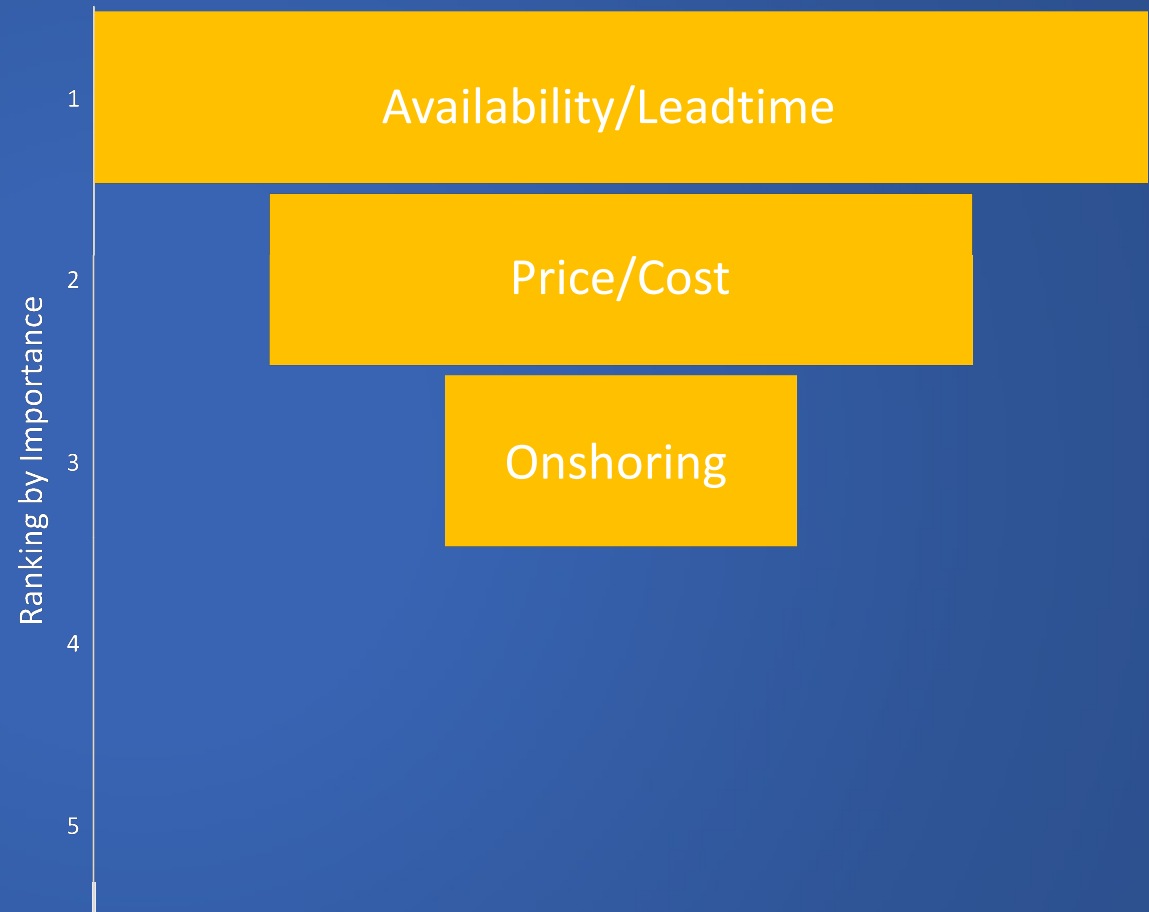
Over the next 18 months, do you see lead times being....



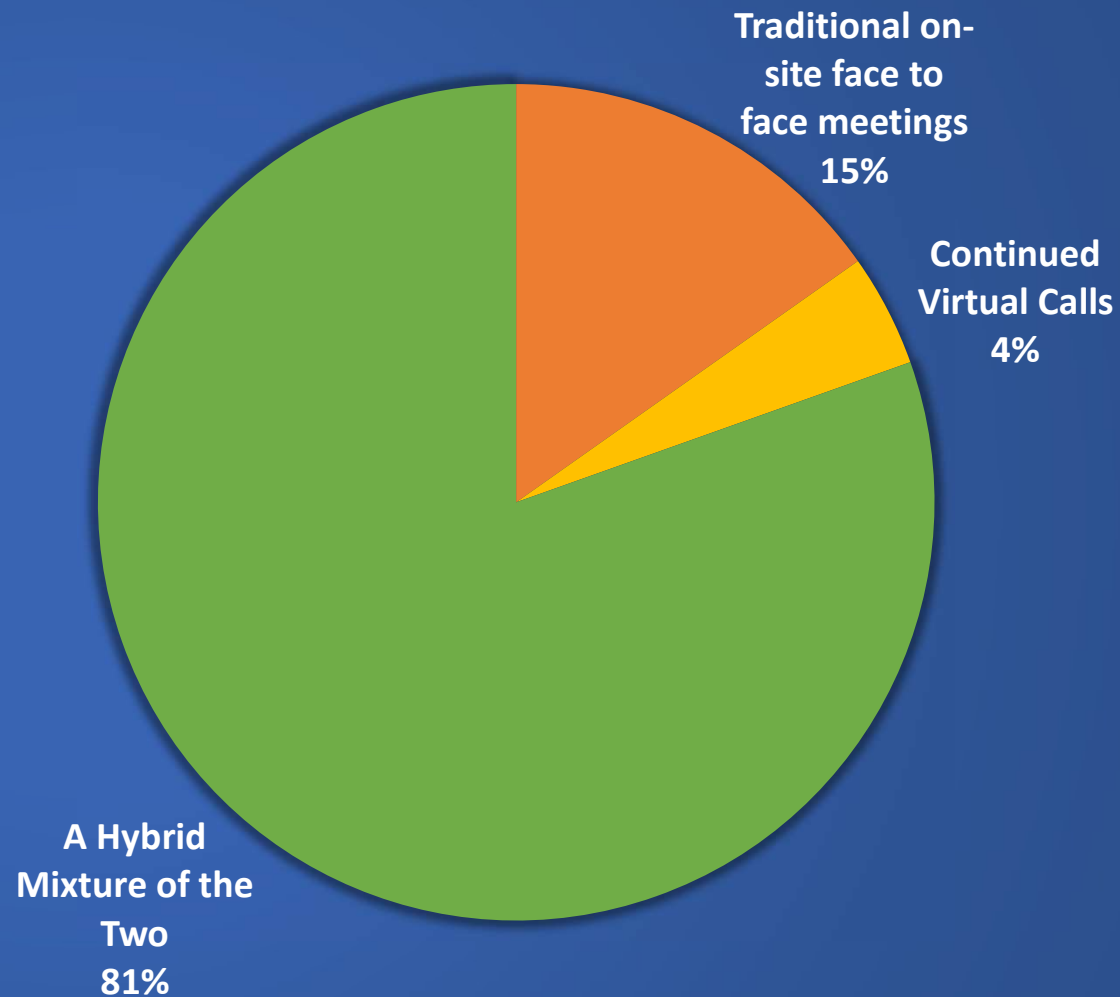
Is your company  
willing to place  
orders on NCNR  
products with  
lead times greater  
than 50 weeks?



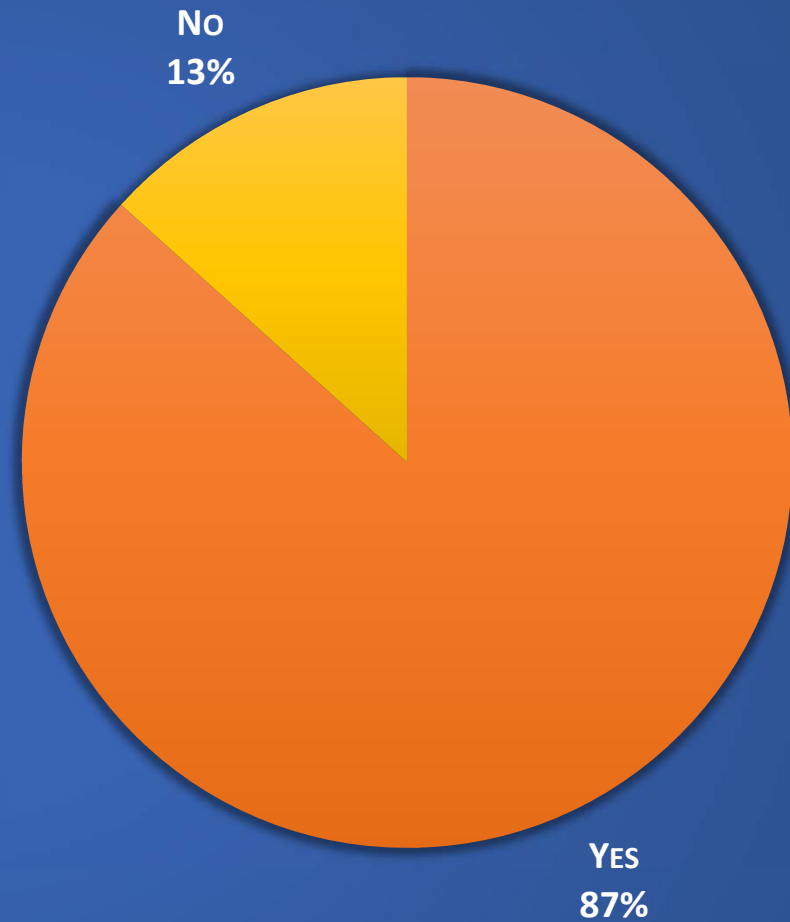
Please rank in order of importance.



As we continue navigating out of the pandemic, what do you expect the preferred approach for supplier engagements to be?

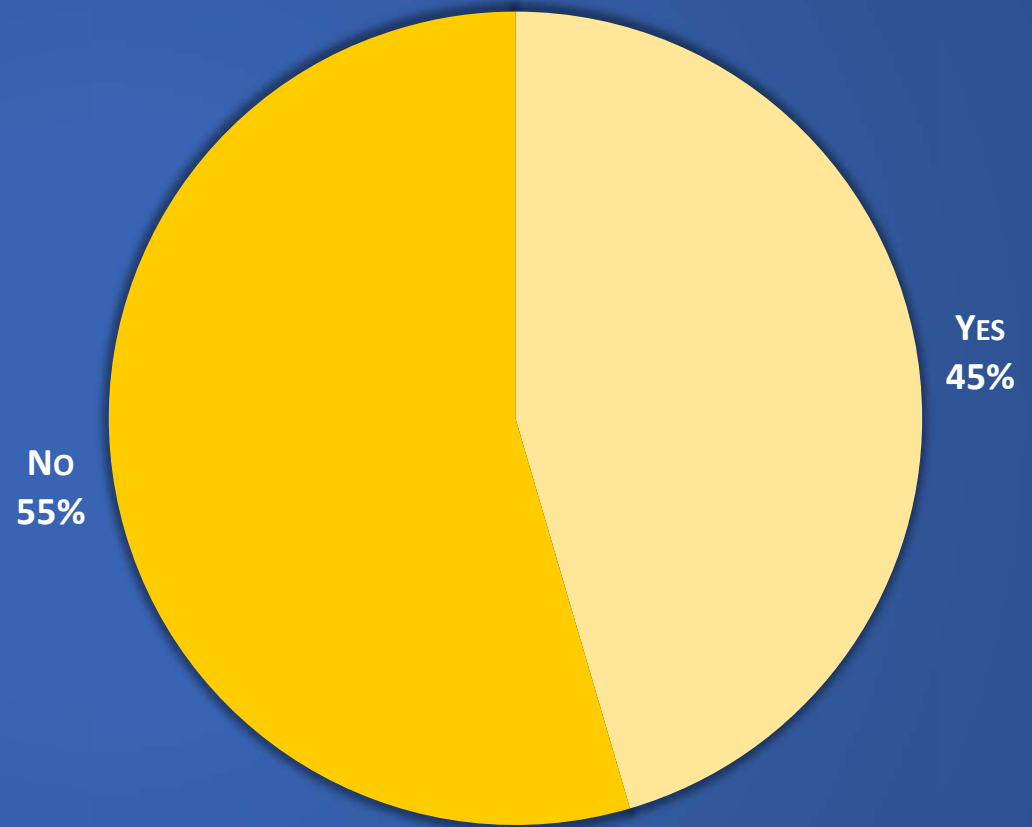


Is your company  
active on social  
media i.e.  
LinkedIn?





Does your  
company use  
LinkedIn as a tool  
for finding  
technology,  
suppliers,  
contacts, etc.?



Please rank what  
you would prefer  
to see more of on  
our social media  
i.e. LinkedIn and  
YouTube.

