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Mark Young
MODERATOR,
EPTAC



Tired of shipping Knockoffs?

Your First Steps Towards Counterfeit Mitigation



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Revisions

Date	Revision	Comments	Author
6-24-2016	A-0	Creation	M Young

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Course description

WEBINAR TITLE: Tired of shipping Knockoffs?

WEBINAR DESCRIPTION: This webinar will address some of the questions that must be asked to prepare an organization for Substandard/Counterfeit Mitigation. By the time this session is completed, you will have begun to make informed decisions about your organization and its preparedness, to mitigate substandard/counterfeit components and to bolster your critical customer relationships.

WHO SHOULD ATTEND: This webinar is critical for all CM's, OEM's, Authorized or Independent distributors and anyone responsible for the quality and reliability of the parts purchased and inspected –including management, purchasing, quality, and supervisors responsible for quality assurance.

WHAT PARTICIPANTS WILL RECEIVE: Certificate of Completion

PREREQUISITES: A basic understanding of the Open and Authorized Markets and an understanding of the English language, both oral and written are all that is required to benefit from EPTAC's eTraining.

CLASS SIZE: Unlimited

WEBINAR OUTLINE:

- Roles and Risks of the Authorized and Open markets
- Why the IDEA Organization - Who are they?
- Customers' Confidences
- Procurement
- Inspection
- Production
- Testing
- Reporting and Disposition



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Agenda



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- Open VS Authorized markets
- Why & Who is IDEA

- Customers Confidences
- Procurement
- Inspection
- Production
- Testing
- Reporting, Disposition

- Review and additional questions



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Are you prepared to Mitigate Counterfeit Electronics?



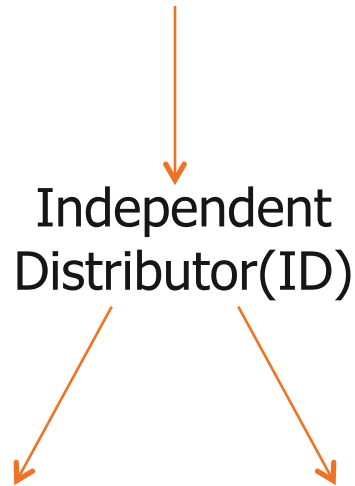
Roles and Risks



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Open Market

Broker

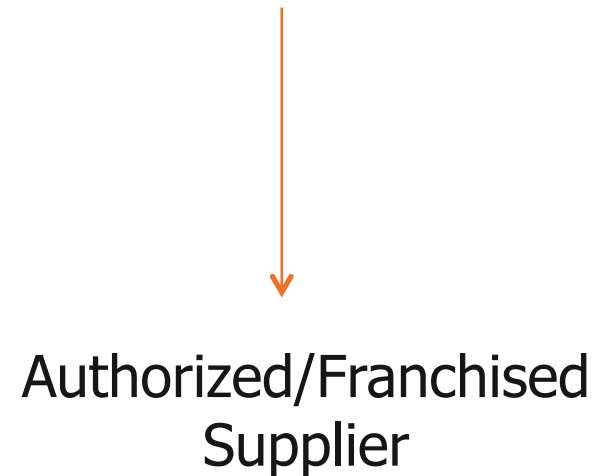


Broker
Distributor

Stocking
Distributor

FENCE

Original Component Manufacturer (OCM)



Authorized/Franchised
Supplier





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IDEA Organization

- Independent Distributors of Electronics Association (IDEA)
 - Business ethics
 - Substandard/Counterfeit parts
- IDEA-STD-1010
- Idofea.org





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Where does IDEA fit?

Open Market

Broker

Independent
Distributor(ID)

Broker
Distributor

Stocking
Distributor

FEENCE

Original Component
Manufacturer (OCM)

Authorized/Franchised
Supplier



IDEA
Open Market
Brokers



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Customers

- The challenge is Trust
- Only as good as your last delivery



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Purchasing

- Most have a hole in their foot
- Relationships we have
- # of Independents on AVL
- Experienced and trained personnel





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Inspection

- What resources are available to them
 - ERAI and GIDEP databases
 - Industry standards (IDEA-1010...)
- Only detect 80% of defects
- Trained and Certified personnel
- Who dispositions?





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Production

- Only detect 80% of defects
- IPC Training video – more eye balls
- Battling for your Customer confidences





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Testing

- Non-Destructive
 - Discover substandard attributes
 - Visual, Xray, XRF, Electrical
 - C-SAM, Dye Penetrant, SEM
- Destructive
 - Confirms substandard attributes
 - De-Cap, PIND, RGA,
 - Bond pull, Die shear





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Reporting and Disposition

- Reporting –
 - ERAI/GIDEP
 - Internal
 - Customers
 - Product recall
- Disposition -
 - Quarantined
 - Not to reenter the supply chain





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Summary

- Customer Trust is the bottom line
- Next step(s)
 - IDEA Workshop – 1 day OR
 - IDEA Essentials – 2 day
- IDEA Membership – or in process
- IDEA-ICE-3000 Inspector Certification



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Further Information

For questions regarding this webinar, please contact Mark Young at markyoung@eptac.com

For information on any of EPTAC's, IPC's or IDEA's Certification Courses, please visit our website at <http://www.eptac.com> or contact us directly at 800- 643-7822