Electronic Parts Solutions
## Content Services

VALUE PROPOSITION

Drive down your cost of content by leveraging existing content in maintained databases like the Accuris Parts Database and using proven and cost-effective Accuris Content Services. This duo provides the quickest time to content while minimizing risk and cost.

ACCURIS PARTS DATABASE & CONTENT SERVICES

"It's not a question of needing to obtain product content, it's how to best collect, assess and use it in the quickest, most reliable and cost-effective way."

Thousands of companies use Accuris tools and content to support their use critical use models. They use it to manage obsolescence and secure supply, comply with environmental regulations, negotiate component buys, understand the impact of tariffs, cleanse part references, produce client-facing product reports, and other custom use models.

Accuris Parts Solutions
Power Workflows of **Electronic Product Manufacturers** and the **Supply Chains** that Serve them
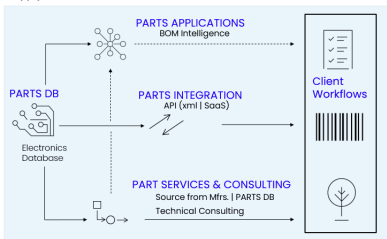
Accuris solutions are based on the industry leading Parts Database containing workflow content for electronic parts, electro-mechanicals, and fasteners.

Users interact directly with this content using Accuris applications like BOM Intelligence or indirectly by integrating the content into their corporate systems using Accuris integration tools. When clients need coverage for other parts or content not in the Parts Database, they turn to **Accuris Content Services.**

Content Services sources part workflow content directly from part manufacturers and other sources. Services project typically involve determining the best way to source the needed content (website, direct outreach to manufacturer, assessment, etc.) then put together a plan to collect, process, and provide the content. This may include confirming the manufacturers identify and contact or first tracking the manufacturer through their mergers and acquisitions.

Many of our projects provide content to be used in clients' applications like PLM, ERP or Material Compliance tools. In other projects we provide content from projects into a user-specific area our BOM Intelligence tool enabling clients to generate complete product reports covering all parts.

In still other projects, we pair our services with an application to support the needed use models. A good example of this is the Conflict Minerals Platform that supports client-specific red flag analysis and automatically generates client conflict mineral reports (CMRT).

CONTENT SERVICES VALUE

The most cost-effective approach to content is to leverage subscribed content—like in the Accuris Parts Database—and direct source or assess the remainder. For direct-sourced content Accuris quickly sources information using our proven methodology at a fraction of the cost of doing this internally. This speeds quality delivery as most companies don't have the dedicated staff needed to address content projects. And having the needed content allows you to do complete analysis immediately. Stressful days of figuring out how to support a new client request or complying with a new regulation are eliminated. Risk is reduced. Costs are minimized.

TYPES OF PROJECTS

Most projects include sourcing information directly from manufacturers and their websites, standardizing the content and building a content deliverable. These types of project includes:

Material Compliance
- European Union RoHS, REACH, and SCIP; California Prop 65; full material disclosure (FMD), Aerospace Declarable Substance List (IPC-1754), and other client or industry-specific chemical substance lists

Conflict Minerals & Anti-Human Trafficking...
- US Dodd-Frank conflict minerals programs
- Anti-Human Trafficking
- Other social programs and company-specific surveys

Supply Risk
- Obsolescence and planned obsolescence
- Risk associated with manufacturers and locations of facilities

COTS Obsolescence Services
- Determine obsolescence status for COT products (Commercial Off The Shelf) and provide associated information.

Companies manufacturing or sustaining products over an extended time period must closely track obsolescence of the parts they use—from the board level parts to higher-level COTS parts. COTS parts are particularly challenging for many companies since there are no comprehensive and maintained parts databases like there are for board-level electronics.

Accuris provides services to address these parts and tracks the manufacturer (as it changes through mergers and acquisitions), obsolescence status, replacement part, proof of obsolescence and other related content. This service is typically provided as an annual service with one to three updates during the year.

Improt / Export / Procurement
- Commodity code, Country of Origin (COO), Tariffs, distributor price, market price, and availability

Part Cleansing: A common step to many projects is uniquely identifying manufacturer parts from provided part records. This cleansing step is essential to enable procurement, extracting information from a data source—like the Accuris Parts Database, or sourcing content directly from part manufacturers. For parts that don't match the Parts Database, the parts cleansing project may include adding these parts to the database enable more complete product reporting from Accuris applications.

Content Mining: Some projects include reviewing and extracting and standardizing content from existing datasheets, drawings, and standards. This is often followed by sourcing targeted content from suppliers. For example, extracting parts and materials from drawings, then sourcing detailed part and material compliance information from manufacturers and standards.
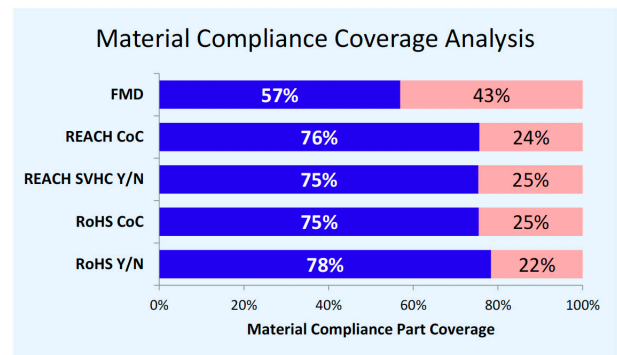
Customer Services: When your requirements vary a little or a lot from our standard services, Accuris can work to tailor a solution specific to you.

Leverage Accuris Content Services to cover your short-term needs in responding to a new requirement or your longer-term needs such as support of content maintenance and new part introduction (NPI) processes. Accuris Content Services provides the flexibility you need.

SCOPING YOUR PROJECT

Use Model and Target Application

Start at the end—what is the use model and target application? Do you have an existing system or plan a new one? Is this a commercial system or internally developed? Are you planning on using your existing or new Accuris BOM Intelligence application to support the use model?

Material Compliance Coverage Analysis

	Coverage	Remaining
FMD	57%	43%
REACH CoC	76%	24%
REACH SVHC Y/N	75%	25%
RoHS CoC	75%	25%
RoHS Y/N	78%	22%

Material Compliance Part Coverage

Content and Format

Knowing the target system and use model typically drives the required content and format for delivering the content. For example, if you have an Advanced Material Compliance system you may target obtaining full material disclosures (FMD) which help insulate you from needing to re-source content when there are new or changes to existing regulations. If your system can't interpret an FMD, then you may focus on collecting certificates of compliance (CoC) from manufacturers.

If your use model is obsolescence for parts not in the Accuris Parts Database, your focus may be part obsolescence status, recommended replacement parts, planned discontinuance, and last time buy (LTB).

Parts and Materials

What parts and materials are to be included in the project? Which are already in the Accuris Parts Database with the needed content? Do you have a complete parts list which can be used for scoping?

Process to Provide and Update Content

Is this a onetime project to help you get through the ramp-up for a new regulation? Support for internal new part introduction (NPI) process? Support for annual reporting requirements (like Conflict Minerals)? Or on-going content maintenance as regulations and parts change?

OTHER CONSIDERATIONS

Part Analysis: Part Analysis: A useful step is to analyze our client's parts list to determine which parts we already have in our database, which are available for immediate use. We are happy to run this analysis for companies who are interested in Accuris tools and to better understand the value of an Accuris solution.

Stakeholders: During the scoping process, we'll also be identifying the people involved in the potential project including project managers, IT owners, sponsors, and other stakeholders.

Value Determination: It is also common during the scoping process to discuss value and determine return on investment (ROI)—a critical step in getting project authorization.

ABOUT PROJECTS

Typical projects leverage information from a maintained data source such as Accuris' billion-part Parts Database. What's not in the database the team sources directly from manufacturers.

The first step is obtaining manufacturer contacts by researching and contacting the manufacturers. This manufacturer contact information is managed throughout the project, used for sourcing content, and may be shared with the client.

Content Services Project Schedule
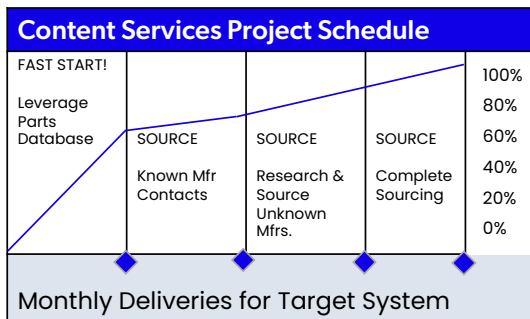
The sourced content is reviewed, processed, standardized, and incorporated into a deliverable. The client then loads this content into their target application such as a PLM, ERP, or material compliance system. The content may also be loaded into a customer-specific area of the Accuris BOM Intelligence application resulting in more complete coverage for bills of materials.

Projects are overseen by an Accuris Project Manager and performed by an expert content services team. Regular team meetings keep projects on track. Some projects include software to automate sourcing, manage content and contacts, generate reports, and integrate with internal and external systems. Conflict Mineral solutions may include partner software like the iPoint Conflict Mineral Platform.
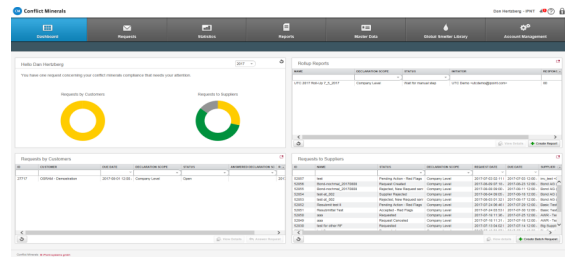
iPoint Conflict Mineral Platform

PRICING AND COST MANAGEMENT

Accuris content is cost-effective. Drive down your cost per part by leveraging existing content in maintained databases like the Accuris Parts Database and using a proven process such as Accuris sourcing services. Further manage software costs by loading sourced content into your Accuris BOM Intelligence application and running product analysis on your complete BOM.

DYNAMIC REQUIREMENTS

Clients continue to encounter new challenges in part management; supply security; and Environmental, Social and Governance (ESG). Many of these challenges can be turned to your advantage using content and solutions from maintained Accuris databases and services.

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