

ERAI EXECUTIVE CONFERENCE 2015

SUPPLY CHAIN SECURITY: A MOVING TARGET

Succeeding in the Age of Counterfeits, Cyber Attacks, Seized Shipments & Diminishing Resources



APRIL 22-23, 2015

ERAI Executive Conference

Bayfront Hilton, San Diego, CA

SPONSORED BY:





Learn from Industry Leaders

WHO SHOULD ATTEND?

The ERAI Executive Conference offers you the exclusive opportunity to meet, network and exchange ideas with directors, leaders, managers, and the hands-on experts who are “in the trenches” daily representing the following key sectors of the supply chain:

- Distributors of Electrical, Electronic, and Electromechanical (EEE) parts (Franchise and Independent)
- Organizations that procure or manufacture using integrated electronic parts and/or assemblies containing such items
- Original Equipment Manufacturers
- Contract Manufacturers
- Aerospace Integrators
- Test and Inspection Laboratories
- Certification Bodies & Auditors
- Government Agencies and Enforcement



Panel Discussions

Supply Chain Security: A Moving Target

Succeeding in the Age of Counterfeits, Cyber Attacks, Seized Shipments & Diminishing Resources

The ERAI Executive Conference is the premier gathering for individuals and organizations involved in the purchase, sale or use of electronic parts and/or assemblies.

Product seizures, tight budgets, reporting and other contractual obligations imposed by new and impending regulations have organizations of all types scrambling to meet ever-expanding customer expectations. Using this year’s theme, “Supply Chain Security: A Moving Target”, as our backdrop, ERAI has set the stage to cumulatively measure our industry’s progress in the fight against counterfeit electronic parts while taking a deeper dive into the lesser-traveled territory of cyber attacks, talk of eliminating all surplus inventories from the open market and other security vulnerabilities.

How do you hit a moving target?

Supply chain security is not static: it is a constantly moving and evolving target. To hit a moving target, you don’t aim at where it is now; you need to anticipate where it will go and this can’t be done alone. A successful quality-driven organization must position itself to anticipate its customers’ needs, understand its customers’ weaknesses and, in turn, partner with them to be able to meet their goals. Leaders need to collaborate more than ever before and become effective at working in what has become an unpredictable and advanced high-stakes environment.

ERAI’s goal

Our goal at this year’s conference is to provide attendees with new tools, resources and renewed motivation to not just survive in today’s marketplace, but to succeed and thrive. Unique and specially crafted lectures and trainings will reveal innovative ways to identify and measure risks, reduce inefficiencies and incorporate new and enhanced technologies and resources into fundamental functions that will increase value to the customer while boosting your bottom line.



Join Us!

What's the value?

ERAI guarantees a robust agenda addressing the hottest topics in the supply chain, industry-defining speakers and instructors, top solution providers and the opportunity to network with industry experts and peers. Additionally, we feature a product and service exhibition showcasing solutions providers and technologies to support your risk mitigation efforts.

The value of informally speaking face-to-face with solution providers, colleagues, business owners and senior supply chain executives like you that are dealing with critical issues on a daily basis is immeasurable and has been the key to the success of past conferences. It's an opportunity you can't afford to miss.



Professional Development



Feedback from previous ERAI Executive Conference attendees

Many people have conferences and discuss the counterfeit problem. I think this conference is especially valuable because it brings together a wide spectrum of the industry, distributors, primes, legal and spec writers so we can all talk face-to-face and better understand each other's difficulties and how best to address them.

Robert Bodemuller, Ball Aerospace & Technologies Corp.

The annual ERAI conference provides the venue and the access to meet and speak with almost every key player in our industry. All aspects of the industry are represented and open for questions. It's a great opportunity to keep informed of new ideas.

Joe Rance, Abstract Electronics

It was important to me to attend the ERAI Conference. I met a lot of people I had only known by phone, and the training and sharing of ideas far outweighs the cost of attending. The most beneficial aspect of the conference was meeting counterparts and being able to discuss issues that affect us all.

Janet Kuntz, Crestwood Technology Group

The ability to ask questions of industry peers and leaders is the most beneficial aspect of the conference. At one time I was in a 2 hour conversation with four people representing nearly 3/4 of a billion dollars in industry sales. Where else can you do that?

The ERAI Executive Conference is a tremendous resource to the electronics industry increasing requirements for improved awareness of the challenges in components risk mitigation (e.g., counterfeit). I highly recommend this opportunity to DOD primes, academia, electronics contract manufacturers, component engineers and suppliers, and test laboratories. It provides an excellent opportunity to network with professionals and raise your understanding of counterfeit awareness.

Jodi Wahl, VP of Advanced Technology and Strategy - Dynamic Research and Testing Laboratories LLC

Hilton San Diego Bayfront

The 2015 ERAI Executive Conference will be held at the Hilton San Diego Bayfront Hotel located at:

1 Park Boulevard
San Diego, California 92101
Phone: 619.564.3333
<http://www.hiltonsandiegobayfront.com>

ERAI has arranged for a room block with a limited number of rooms available at a discounted rate of \$249.00 per night for single/double occupancy plus sales and hotel occupancy taxes of 20.64%. Additional recommended services fees are \$10.00 portage per person (including both check-in and check-out) and \$3.00 attendant fee per room, per day. Please note: high speed internet is included in the room rate.

Reservations can be made by either calling 1-800-HILTONS (1-800-445-8667) and referencing the group code ERAI or online at: <https://resweb.passkey.com/go/ERAI2015>. Discounted rooms will be offered through March 22, 2015.

International visitors

International visitors may need a visa to enter the United States. Because of world events, visa applications are subject to a greater degree of scrutiny than in the past. The greater scrutiny means a longer waiting period; therefore, the State Department recommends that you begin your visa application process well in advance of your travel dates.

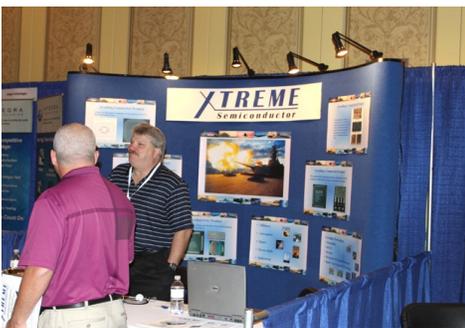
- Visa requirements vary from country to country. Contact the U.S. embassy or consulate in the country where you live to determine if you will need a visa and/or a visa support letter to visit the United States.
- If you need a visa support letter, please contact Anne-Liese Heinichen (anne@erai.com) with your request. ERAI will email you a letter to support your visa application. If for some reason you do not receive your visa in time to attend, your registration fee will be refunded.
- Schedule an appointment with the embassy/consulate. For more information on applying for a visa, visit the U.S. State Department web site.

ERAI cannot promise that you will receive a visa; the decision to grant visas belongs solely to the embassy/consulate.





Gather Information and Ask Questions



Discover New Solutions



View Product Demonstrations



Relationship-building



NEW

EXHIBITOR MEET & GREET

April 21

Meet the 2015 ERAI Conference Sponsors and Exhibitors at our Meet and Greet Exhibitor Crawl the evening of Tuesday, April 21 starting at 6:00 pm. Help us kick off the conference and enjoy drinks and appetizers provided by the exhibitors in Indigo Ballroom C.



Reconnect with Suppliers and Colleagues

Platinum Sponsor

Crestwood Technology Group

www.ctg123.com

ERAI Member since 2003



CTG maintains the largest and most diverse inventory of common as well as hard to find and obsolete parts, including electronic and electromechanical components, commercial and military aircraft parts, hardware and much more. CTG's expert Quality Control and Counterfeit Avoidance Program is unrivaled in the industry. With the highest standards and widest range of parts, CTG is the supplier that buyers depend on for quality assurance and critical procurement.

Gold Sponsor

4 Star Electronics

www.4starelectronics.com

ERAI Member since 2002



Founded in 2001, 4 Star Electronics is an award-winning wholesale distributor, specializing in end-of-life, hard to find, long lead-time, and obsolete board level electronic components. With our extensive in-stock inventory and global network of suppliers, we consistently reduce procurement cycles, lower transaction costs, and provide fully authenticated product at competitive prices. These capabilities make us a trusted supplier to over 50 thousand customers, including government, military, commercial and industrial OEMs, contract manufacturers, and franchise distributors throughout the world. Highly focused on quality assurance and counterfeit prevention, our in-house ANSI/ESD S20.20 certified lab has been recognized as one of the industry leading facilities for counterfeit mitigation. All authentication is performed by IDEA-ICE-3000 certified inspectors, under the control of our AS9100 and ISO9001 certified quality system, following the latest in inspection standards. We are here to help our customers resolve procurement issues, by delivering genuine parts, at competitive prices, with great customer service and support.

Silver Sponsor

IDEA

www.idofea.org

ERAI Member since 2010



The Independent Distributors of Electronics Association (IDEA) is a global trade association comprised of organizations dedicated to quality initiatives that provide Responsible Procurement Solutions™ to the supply chain.

IDEA seeks to fulfill this mission through sustained leadership in the implementation of quality standards, certifications, best practices, and counterfeit detection methods as well as the cooperation and education of all stakeholders through the development and dissemination of relevant standards, training, and certification programs that promote industry quality, knowledge, and integrity.

Bronze Sponsor

Nisene Technology Group

www.nisene.com

ERAI Member since 2008



Nisene Technology Group is the world leader in automated integrated circuit decapsulation. In the 30-plus years in the industry — now spanning five decades — Nisene has developed and advanced their patented technology from its humble beginning with the original Jet Etch, through the 350 series, and now with our latest product line: the JetEtch Pro family of decappers. We strive to perpetually set the bar as high as possible with our instrumentation, and the JetEtch Pro is the culmination of 34 years of research, development, and implementation of customer suggestions.

Water Sponsor

CTrends

www.ctrends.com

ERAI Member since 2004



Don Baker founded Component Trends in 2003, with the simple philosophy "we could do better".

Since then Component Trends has developed into a professional electronics supply chain services company. Component Trends specializes in the acquisition and management of component data, sub-standard parts, risk mitigation, component procurement and excess inventory management and sales.