

## Mission Statement

SemiSource is committed to delivering only the highest quality components with programs and services of exceptional and lasting value. We place our customers at the center of all that we do, putting their needs and interests first. We treat clients, business partners, suppliers, and coworkers with respect and we conduct business with integrity at every level. We move quickly, embrace change, and seize new opportunities. We work continuously to improve our staff, our company, and our community.



**SEMI**SOURCE

## Headquarters

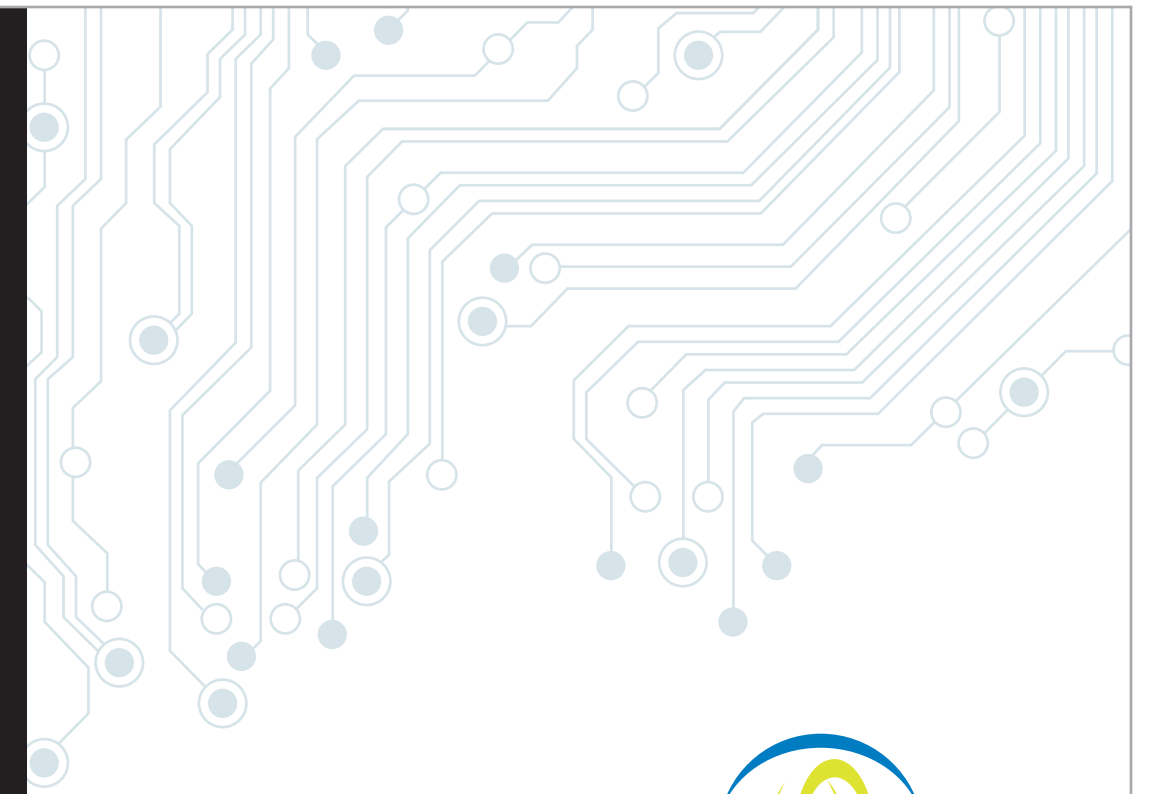
**SemiSource, Inc.**  
10 Old Mine Rock Way  
Hingham, MA 02043  
781.740.9800 phone  
781.740.9801 fax  
info@semisourceinc.com

## Satellite Offices

**SemiSource Asia**  
#F202, Nanbo Commercial Ctr.  
Zhang Mu Tou Town, Dongguan City,  
Guandong Province, China, P.R.C.  
hchen@semisourceinc.com

**SemiSource Israel**  
15 Ben Yehuda Street  
45000 Hod Hasharon  
Israel  
swiderman@semisourceinc.com

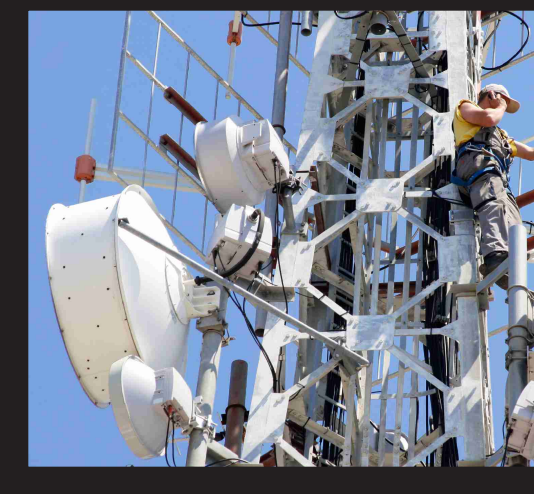
semisourceinc.com



**SEMI**SOURCE

## Mission-Critical Reliability

Active, Passive, and Power Source Components



# "YES."

**NO MATTER YOUR APPLICATION**, TIMEFRAME, OR BUDGET, OUR REPLY IS CONSISTENTLY THE SAME. OUR CAN-DO APPROACH HAS REDEFINED THE GOLD STANDARD FOR BUYING AND SELLING COMPONENTS — AND THAT STANDARD IS **UNCOMPROMISING QUALITY**, DEPENDABILITY, AND **SPEED**.

SEMI-SOURCE OFFERS **COMPLETE GLOBAL SUPPLY CHAIN SOLUTIONS** IN ACTIVE, PASSIVE, AND POWER SOURCE COMPONENTS. AS A TRUSTED INDEPENDENT STOCKING DISTRIBUTOR, OUR CUSTOMERS DEPEND ON US TO BE **ANTI-COUNTERFEITING EXPERTS**, SOLVE SUPPLY PROBLEMS, AND DELIVER COST-SAVINGS. WE HAVE THRIVED IN THE VOLATILE ELECTRONICS MARKET BY KEEPING OUR EYE ON THE MARKET AND ADAPTING ACCORDINGLY.

WE ARE A SUPPLIER TO THE **MILITARY** AND **MEDICAL** MARKETS, AND ARE AN APPROVED PURCHASING AGENT FOR SEVERAL OF THE TOP DEFENSE CONTRACTORS IN THE U.S. WE ALSO HAVE IN-DEPTH EXPERIENCE WITH **AEROSPACE**, **CONSUMER ELECTRONICS**, **TELECOMMUNICATIONS**, AND **INDUSTRIAL** CUSTOMERS.



## For mission-critical reliability, call **SemiSource**.

You demand top quality components and performance. And that's what we deliver, with the most thorough anti-counterfeiting measures in the business. To avoid counterfeit parts, SemiSource uses destructive component testing on each lot as part of a rigorous quality control program.

### **Guaranteed high quality components give you an edge.**

Our goal is unparalleled quality with zero defects. We achieve that through our comprehensive quality control system and a single-minded dedication to continuous improvement:

- We are ISO 9001:2008 Certified.
- We are members of ERAI and adhere to all association guidelines for detection of counterfeit and substandard parts.
- We meet stringent IDEA guidelines and follow their 60-step inspection process for counterfeit detection, including internal Dynasolve 750 Testing. All SemiSource work is in compliance with ANSI/ESD S20.20 and IDEA-STD-1010.

Most importantly, we purchase only from top-quality sources including some of the most respected and trusted OEMs in the world. Every source undergoes an exhaustive annual SemiSource audit to ensure the integrity of the components we purchase. We've put stringent inspection measures in place to ensure suspect parts never get past our door, documented by our unique Quality Receipt Analysis reports. Operations retains strict records of all incoming and outgoing orders. So where others guess at suspect product rates, we know.

**By ensuring the quality of our sources, we experience an exceptional less than 1% rate in suspect product that we, in turn, remove from the supply chain.**



# A trusted source.

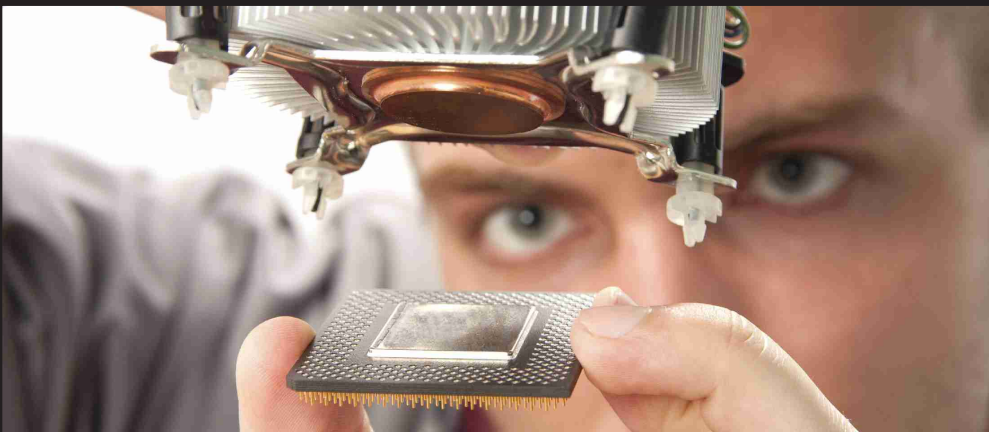
Many of our customers manufacture products and systems with extreme life-safety standards and rely on us for top quality components. To meet their needs, we regularly undergo on-site customer audits of our facility, procedures and products, meeting the most rigid standards and guidelines. We are proud to be an approved supplier for some of the world's leading defense contractors including Raytheon and Lockheed Martin, and we are an approved supplier of the United States Missile Defense Agency.

## Superior scrutiny and higher standards ensure authenticity.

Every SemiSource employee has counterfeit avoidance training with the Components Technology Institute. We have established a rigorous internal program for counterfeit detection that includes training in:

- Visual Inspection (microscope)
- Marking permanency using scrape testing, acetone, and dynasolve
- Physical dimension

In addition, we have published a comprehensive internal Quality Control Manual to ensure that a consistent high-level inspection process is followed for every component in our inventory.



SemiSource's unparalleled anti-counterfeiting measures have enabled us to achieve an impressive suspect product rate of less than 1%. We are committed to working with our trade organization, suppliers, and customers to remove suspect parts from the supply chain. Our anti-counterfeit measures include:

- Independent laboratory using 100% destructive testing.
- Multi-level receiving inspection with detailed anti-counterfeit measures. Every shipment is analyzed by three trained inspectors.
- High-level relationships with brand-name manufacturers.
- Regular industry counterfeiting reports and alerts.
- Searchable image library containing thousands of product photos for comparison and verification.
- Long-term relationships with certified partners that provide a range of anti-counterfeiting measures including bake, tape and reel, decap, and X-ray.
- ESD: Electrostatic Discharge Surface Inspection
- Radiographic Inspection
- Group A Electrical Testing
- SEM: Scan Electron Microscopy
- EDXA: Energy Dispersive X-Ray Spectroscopy
- FTIR: Fourier Transform Infrared Spectroscopy
- XRF: X-Ray Fluorescence Energy Dispersive
- CSAM: Acoustic Microscopy
- Accelerated Life Testing

## Documented TQM: ISO 9001:2008

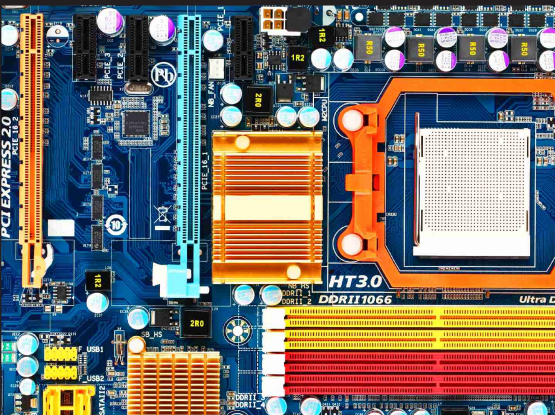
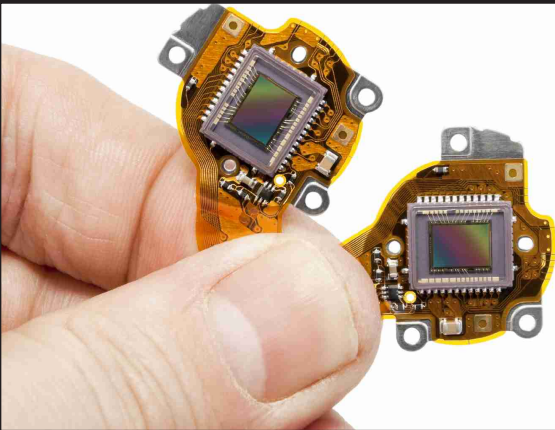
SemiSource's prestigious ISO 9001:2008 certification from TUV America represents the highest level of available certification and guarantees that SemiSource meets or exceeds the requirements for certification in every area of our business including purchasing, sales, logistics, accounting, administration, and management.



America



The scope of this Quality Management System includes the distribution of electronic components for the telecommunications, defense, industrial, medical, and CEM industries.



# Sales & Distribution: we are a trusted source that delivers, fast.

SemiSource is the industry's most reliable and knowledgeable independent source for quality components. We buy only from the best to bring you better quality and give you a better return on investment. As a stocking distributor, we can get you the components you need, when you need them, eliminating costly line down delays.

## Quality savings, too.

We buy from multiple sources, acquire components at the lowest possible prices, and then pass the savings on to you. Because we purchase in volume, we can often achieve greater savings for you over buying direct. The benefits of working with SemiSource are many:

**Shortages**—When shortages occur or channels fail, we have the inventory, access, and expertise to deliver when and where others cannot. We stock over 30 million parts, have access to over 300 million parts worldwide, and can ship most orders overnight.

**Spot Buy Program**—We can purchase needed inventory outside your established supply chain, delivering guaranteed availability with exceptional savings and no impact on client/supplier relationships.

**End of Life (EOL) Inventory Program**—Enables us to mitigate costs associated with last-time-buy announcements. We can provide preferred quantities with greater savings and no holding costs.

**Bill of Material**—We can import your bill of material into our database system and quickly provide a list of matches to our in-stock inventory and available offers. We'll present a quote based on the matches, providing further cost savings.

**Bonded Inventory Services, on and off site**—You get immediate access to your inventory without carrying associated inventory costs. Your product is separately secured and warehoused, and invoiced only as items are shipped.

**On Line Search**—Find exactly what you need with our easy online search by part number, any time.

**Electronic Data Interchange (EDI) Capabilities**—We can handle many functions electronically, including receiving and confirming purchase orders and submitting invoices to save you time and paperwork.

**Customer Agreements: The Gold Standard**—Our performance guarantees extend to our 8-point customer agreements. From quality (zero PPM defects) and flexibility (in rescheduling, cancellation, returns) to payment schedules and liability insurance, our agreements spell out the high standards we hold ourselves to and that you can expect, every time.



## Purchasing: our buying strength lowers your bottom line.

We seize purchasing opportunities others cannot. With more than 60 years of combined purchasing expertise, we can review an inventory, perform an appraisal, and provide a purchase bid within 24 hours. Upon purchase, we have the ability to arrange shipment within 48 hours. As a private company that runs lean and mean, we have the resources and logistics in place to buy fast on purchases of any size, anywhere in the world. We consistently beat larger organizations, giving you a better—and faster—return.

We have sources others just can't access due to our strong supplier relationships. We constantly buy and stock excess inventory from quality companies—HP, IBM, Cisco, Ericsson, and Motorola—who want to work exclusively with dependable and flexible partners. Our long-term agreements as a first-choice inventory buyer with many of the world's largest OEMs and CMs/EMS providers brings you the best quality components.

Our purchasing solutions include:

- **Excess and Obsolete Materials**—to help you effectively reduce or eliminate inventory management and write-down costs.
- **Individual Line Purchases**—on select inventories in large lots.
- **Entire Lot Purchases**—of any size so you can quickly eliminate assets and carrying costs as needed.

## Consignment: we find the right buyer at a better price.

Our goal is to deliver the ultimate consignment program and maximum return to our partners who wish to obtain more value for their excess and obsolete material over a longer period of time. We have a proven track record of successful results in the liquidation of OEM inventory partnering with industry leaders.

Over 25 years, we've built extensive relationships with end users so we can match your product to the end customer who needs it, not another distributor. We aggressively market your product to obtain a higher profile in the market. The end result: a higher return for you while taking inventory off your books.

Not only do we get you a better price, we deliver better service too, through instant access and real-time reports on your product's status online through a secure section of our web site, updated daily. We offer a totally transparent program with impeccable inventory control, all protected with state of the art technology.

Plus:

- No return fee
- No charge to inventory product
- Percentage split of all sales
- Payments made on a quarterly basis
- Fully ESD controlled 38,000 square foot warehouse
- Limited personnel access for highest quality standards
- 50 years shipping/receiving expertise

## Responding to your needs with value-add services.

While our core focus is providing you with high-quality components, we respond to customer requests with services and inspections that guarantee quality, ensure anti-counterfeiting, and save time and money. We tailor efforts to your specifications to make your job easier. These can include:

- Full Scale Electrical Testing
- X-Ray, Internal Visual and Delid tests
- Lead Inspection, Repair, Form and Trimming
- Tinning and Solderability
- Tape and Reel Packaging
- Bake and Dry Pack
- Component Programming to Your Specifications
- Just-In-Time Schedule Order Programs
- Kitting



The **right** time  
for better components  
is **right** **NOW.**

**CONTACT US** TO LEARN MORE ABOUT WHAT WE CAN DO FOR YOU.  
SEMISOURCE, INC. • 10 OLD MINE ROCK WAY • HINGHAM, MA 02043  
**781.740.9800** PHONE • 781.740.9801 FAX  
INFO@SEMISOURCEINC.COM

