

/ Odelo Automotive

Secure alignment of supported pricing, gain parts allocation

Contract manufacturer: Suzhou Yaoxin, Jiangsu, China

OEM: Odelo Automotive, a global lighting systems supplier to the premium automotive industry, Stuttgart, Germany

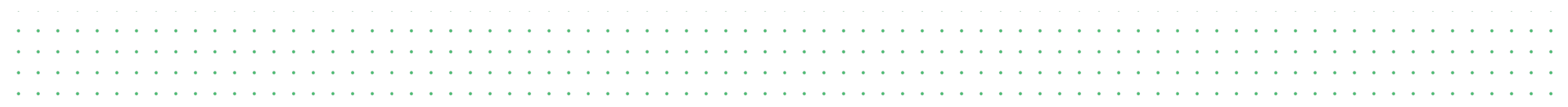
End user: Geely/Lotus

Business objective: To ensure ongoing allocation of parts while obtaining the best pricing.

Business issue: The customer sought to secure their quoted business by strategically leveraging supported pricing negotiated by Avnet with the supplier.

Avnet Business Migration role: Avnet BMT worked with colleagues in the design region to **obtain and** align supported pricing. They provided guidance and advice to the sales teams, facilitated the initial alignment and collaborated with suppliers to successfully secure the business away from a local distributor.

Customer Quote: I'd like to thank the Business Migration team members who were eagerly chasing the opportunities and coordinating with me to fix any issues. I hope, we can bring more business in the future.



/ A123 Systems

Align pricing and coordinate backlog with multiple, new contract manufacturers

OEM: A123 Systems, an automotive battery solutions manufacturer

Design location: Novi, MI

Contract manufacturers (CMs): Jabil (Guangzhou and Singapore), Shanhai Maruhi, Hodgen, Zhejiang Tospo, Kimball (Thailand)

Business issue: A123 Systems wanted to add five new contract manufacturers in Asia. The product design was completed in Novi, MI, United States and the purchasing team manages the builds in China.

Avnet Business Migration role: As A123 added new contract manufacturers in Asia, BMT was the facilitator in expediting purchase orders from Avnet Asia and local supplier contacts in Michigan. When components alternatives were proposed by a contract manufacturer or Avnet Asia, BMT was critical in passing information on any similar parts available for a one-time buy. BMT successfully facilitated two one-time part qualifications due to shortages. Early in the pandemic, A123 abruptly moved its business in Thailand to two different CMs in China. The BMT team helped align pricing and notified the local Avnet team in Asia of impending changes.

Ongoing: Avnet Americas team continues weekly calls with BMT to manage any issues that may arise and ensure new programs, or any CM changes are addressed.