SUPREME COMPONENTS INTERNATIONAL

Your trusted authorized global distributor of electronic components.

We are *obsessed* about adding value at the speed of thought.

Established 2001

Date: April 14 2025 Revised_v0.0

Table of Contents

- About Supreme Components International
- The case for an NPI Solution
- Our NPI fulfillment Process
- Getting Started
- Other Items

ABOUT SUPREME COMPONENTS

SINCE 2001

Local Billing. Regional Support. Global Execution.

16 Offices

in 12 countries strategically located to streamline your operations globally.

Local billing

To simplify transactions and avoid forex risks with local billing expertise.

3 Warehouses

In **India, Japan, and Singapore** to support your local shipping needs

18 Languages

Spoken to let you communicate in your preferred language across ASEAN and beyond.

24 Hours

Support to service the global OEM and EMS clientele

Established: **2001**
Headquarters: **Singapore**
Locations: **Singapore, India, Japan, Korea, Thailand, Malaysia, Indonesia, Australia**
Employees: **75+**
CEO and President: **Vick Aggarwala**

16 offices strategically located to simplify your supply chain.

Our Vision: To Be the Most Advanced Kitting Company

SINCE 2001

"Our vision is to be the most advanced NPI kitting company that the world has ever experienced."

The challenges are much greater than just buying from catalog distributors. There's great care for HMLV and low-cost packages.

Driving Innovation, Strategy, and Execution from the Top

SINCE 2001

MR. VICK AGGARWALA

President & CEO

MR. PSS SUPPIAH

Product Marketing and Quality VP

MR. PIYUSH AGGARWALA

Sales and Digital VP

SINCE 2001

Our CEO: Indian Born. Canadian Citizen. Global Visionary.

1986

Started in Distribution

Mr. Vick started his career in Montreal with Future Electronics (now one of the top three largest distributors worldwide).

1992

Founder & VP, APAC for Future Electronics

Mr. Vick moved to Singapore to become the founder & VP of International Sales for Asia Pacific at Future Electronics.

2000

VP at Alcatel Microelectronics

Mr. Vick directed Alcatel's Microelectronics (AME) division as Vice President in Asia pacific from 2000-2002.

2002

President for Nu Horizons

Mr. Vick headed Nu Horizons (now part of Arrow Electronics) as President for Asia-Pacific in Singapore with just 3 people and USD 2 million per annum and went on to generate more than USD 100 million and employed more than 100 employees.

2005

Supreme Components International

Mr. Vick bought over SCI and as President and CEO, has been leading the firm to become a global franchised distributor in all the major continents.

Recognized. Ranked. Respected.

Only Singaporean Firm Ranked Top 3 out of 400,000 SMEs in Singapore.

Top 50 Rank: 2011, 2012, 2013, 2014, 2015, 2016, 2019, 2020, 2021, 2022, 2023, and 2024

Recognized. Ranked. Respected.

SINCE 2001

https://youtu.be/BkcIJ2M7kZ4?si=3kFAjEJu1_GMtaNH

SCI Ranks in Global Top 50 — Alongside Arrow, Avnet, Digi-Key, & Future

SINCE 2001

SUPPLY CHAIN connect COMPANY DIRECTORY DATA SHEETS PODCASTS CONNECTION ZONE PRESS RELEASES LOGIN JOIN SEARCH

NEWS & TRENDS SUPPLY CHAIN TECHNOLOGY PROCUREMENT COUNTERFEIT RANKINGS & RESEARCH THOUGHT LEADERSHIP

GLOBAL Electronics Distributors

2024 SUPPLY CHAIN connect partsdirect Global

RANKINGS & RESEARCH

2024 Top 50 Global Electronics Distributors List

May 18, 2024

SYSTEMS INC The ultrasound approach orbweaver AVNET WINSOURCE ELECTRONICS

LATEST FROM RANKINGS & RESEARCH

2024 Top 50 Electronics Distributors eBoo...
May 22, 2024
Rankings & Research

2024 Top 50 North America Electronics Distributors List

1. Arrow Electronics, Inc.
2. Avnet, Inc.
3. WPG Americas
4. Digi-Key Corporation

DigiKey

5. Future Electronics

FUTURE

supplychainconnect.com/rankings-research/article/55038571/2024-top-50-electronics-distributors-list

44. Briocean Technology Co., Ltd.
45. IBS Electronics
46. Area51 Electronics
47. Supreme Components International Pte.Ltd.
48. Falcon Electronics
49. Air Electro, Inc.
50. Direct Components, Inc.

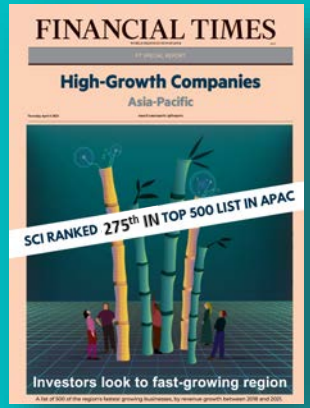
direct components INCORPORATED

SPONSORED

2024: Generative AI Is a Game Changer in Manufacturing

TTI: Space! With Gia Hayes and Troy DeCook

2024 Market/Technology Outlook from TTI...



Loved By the Most Iconic Brands

SINCE 2001

Anritsu envision : ensure
BAJAJ
Celestica
EMERSON
fabrinet
FLEXTRONICS
FOXCONN
IMI
NEOTech NATEL EPIC OnCore
Panasonic
Schneider Electric
VINFAST

NOTE: The customers listed above represent a small portion of SCIs partner firms

"This is regarding the excellent Business performance of Supreme in 2019.. The Overall support is Very Good & well managed in critical situation's, looking forward for same in Y2020 Business."
Schneider Electric, India

"We love buying from you and your team. The sales and order fulfilment team are extremely responsive to our requests."
Brandon Williams, NeoTech

"Shall do everything possible for this (Mr. Vick) – a great leader who made 'Future' business a reality. My Salute to him and I would love to associate with him in any venture."
Thomas Varghese, Sr. General Manager , SFO Technologies, India

"Since we began to work with Supreme, we found a very reliable partner in Far East, a lighthouse in the dark of this crisis. Thanks for all!"
Elemaster S.P.A., Italy

12 Ways We Add Strategic Value to Your Supply Chain

SINCE 2001

12 Unique Value-Added Services
to **Support your Supply Chain**

12. Sourcing **alternates**

1. Localized billings

11. Sourcing w/o Border

2. Extended Credit Terms

10. Focused **inventory management** solutions

3. HMLV Bundled Savings

9. Locally **dedicated technical sales** representative

4. Three warehouse centers – **Singapore, India,** and **Japan**.

8. One-stop shop for more than 80+ franchised brand.

5. Flexible **Proactive and Agile** shipments

7. Door-to-Door **Shipping** services

6. Free samples for Design Support

Two Business Units (Separate P/L): OEM Designs & HMLV

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DESIGN-INS

CUDEVICES, CviLux, CUI INC, WIMA, Diotec Semiconductor, CITIZEN, Rubycon, KYOCERA, LEM

...and 80 more

HIGH MIX LOW VOLUME OR NPI

SINCE 2001

Supporting Every Stage in the Lifecycle

Ideation

Early-stage Design Support

80+ franchise lines across including active, passive, and electromechanical components.

Bidding Support for EMS Firms

Competitive, tailored bids using 80+ franchise lines cost-effective solutions.

New Product Introduction/ Kitting

Fast, customized kitting solutions with 95% BOM coverage, saving time, money, and energy.

Mass Production

Reliable cost-savings MP solutions:

- Quarterly negotiations
- PPV Optimization
- Inventory Support
- Obsoletes/Alternatives
- Shortages/Spot Buys

Buy On-behalf Procurement

Get site franchises, support under-represented brands, and secure direct purchases when other distributors fall short, with commission-based pricing.

Re-reeling

Re-reeling services for cut tape and tube components, ensuring production-ready packaging and efficiency.

THE CASE FOR NPI

EMS Firms Have MANY Operational NPI Challenges

1. Parts **aren't cleaned** or accurate.
2. Multiple PO combos lead to **warehousing QC headaches.**
3. 1,000,000+ **painful combinational analysis (x^n)** to achieve the best cost.
4. Dealing with **MOQ/MPQ issues** require you to buy excess quantity and wasting money.
5. Many firms don't **re-reel** from cut tape or **tray-to-reel**.
6. **MOV isn't met** for low volume deals from "unique" suppliers.
7. **MOV for free freight isn't often given** for LV deals.
8. Don't know how to find **alternatives** quickly.
9. If the supplier **accidentally ships wrong items**, you need to resource quickly!
10. **Date Codes** are Missing!
11. Once the order is received, stock is gone and we need to **redo the quote process!**

Our Solution:

We give you > 95% BOM quote with the lowest BOM cost and least hassle with full traceability. It doesn't get better than this.

Why Most Suppliers Avoid NPI — And How We Solve It

The NPI stage is critical — but underserved. Most distributors and suppliers aren't structured to support it. That's where we come in.

Why Most Authorized Distributors Avoid NPI	How SCI — Your Authorized Channel Integrator — Solves It
NPI quantities are small; **profit margins are too low**	We specialize in HMLV (high-mix, low-volume) builds with multi-line consolidation
Most authorized distributors can only quote ~70% of the BOM	We quote up to **95% of the BOM** by sourcing from verified authorized partners
Internal quoting systems aren't built for speed or partial BOMs	We return **next day fast, accurate NPI quotes** with digital tools and a lean support structure

We are proudly the most advanced NPI company that exists today. For us, *it's not about margins* – it's about making the buyer's life easier and giving them the opportunity to focus on their core business.

SINCE 2001

We're not a Trader. We're an Authorized Channel Integrators

Aspect	Trader / Broker	SCI: Authorized Channel Integrator
Sourcing Integrity	Sources from excess stock, open market, or grey channels	Only from authorized franchise lines or verified authorized distributors
Traceability	No guaranteed COC; often fails audits	100% traceable with full COC — always audit-ready
HMLV Support	Avoids small orders — low profit, not worth quoting	Specialized in HMLV consolidation and fulfillment across multiple lines
Compliance Risk	High — lacks quality controls or supply chain governance	Zero grey — compliant with major EMS/OEM procurement requirements
Relationship Model	Transactional — focused on lowest cost, fastest deal	Strategic — built for NPI, bid, and MP programs
Service Scope	Limited to part availability	Includes documentation, local billing, logistics, and regional support
Market Role	Short-term price gap filler	Long-term partner bridging franchise supply into India & Southeast Asia

OUR NPI PROCESS

The NPI Process: a Step-by-step Guide

The NPI process is a tedious and complicated process for a low-value order but requires great care to keep the OEM happy.

24 Hours!

1. Get BOM

2. Clean Parts

- Series-level
- Incomplete
- “Phantom” Parts
- Wrong MPNs

3. Source Parts

- Auto (*ChipsFinder*):
  - API
  - Web Stores
- Offline (*Sales Rep*)
  - Email
  - MFR Websites
  - New Distributor
- Alternatives
  - ML/AI techniques
  - Datasheet reviews

4. Analyze Vendors

- Multi-variate vendor analysis:
  - Sub-total Cost
  - Brand match
  - MOQ/MPQ
  - DC
  - MOV
  - MOV for Free Freight
  - Inc./Out Freight
  - Price
  - Delivery
- Vendor Swap

5. Compare and Present Results

- Compare against DK/MSR/etc.
- Present low-package deal
  - Sub-total Cost
  - MOQ/MPQ
  - DC
  - MOV
  - MOV for Free Freight
  - Inc./Out Freight
  - Price
  - Delivery
- Vendor Swap

Receive PO

- Redo entire sourcing process (steps #3 & #4)
- Lost stock proposals

6. Ship Parts

- Consolidate and QC all vendor shipments.
- Supply COC/Inv. Docs.
- Drop-ship “sluggish” vendors.

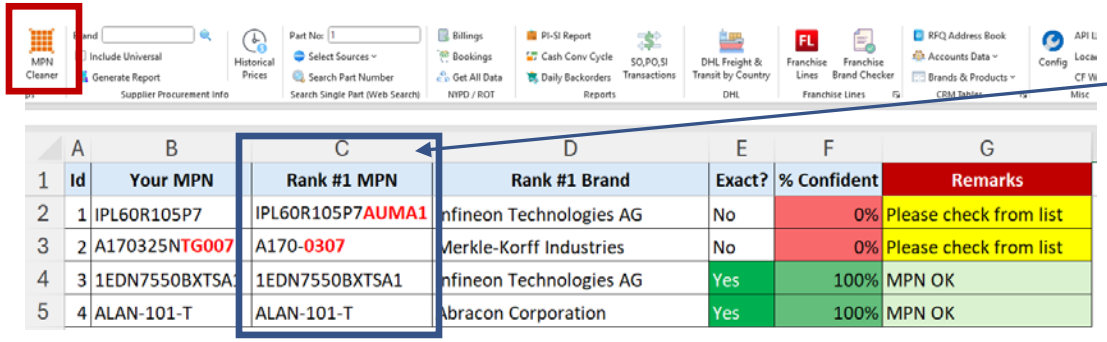
<- restart sourcing.

Step #2: Clean Parts

You can't source "dirty" parts. Our advanced parts cleaning tool coupled with offline searches optimizes part searching before quoting.

1. Get BOM | **2. Clean Parts** | 3. Source Parts | 4. Analyze Vendors | 5. Compare and Present Results | Receive PO | 6. Ship Parts

ONLINE



	A	B	C	D	E	F	G
1	Id	Your MPN	Rank #1 MPN	Rank #1 Brand	Exact?	% Confident	Remarks
2	1	IPL60R105P7	IPL60R105P7AUMA1	nfineon Technologies AG	No	0%	Please check from list
3	2	A170325NTG007	A170-0307	Merkle-Korff Industries	No	0%	Please check from list
4	3	1EDN7550BXTSA1	1EDN7550BXTSA1	nfineon Technologies AG	Yes	100%	MPN OK
5	4	ALAN-101-T	ALAN-101-T	Abracon Corporation	Yes	100%	MPN OK

Our MPN cleaner tool (embedded in MS Excel) scans the web for the correct MPN and outputs based on confidence levels.

Original MPN	Original Brand	Original Description	Recommended MPN	Recommended Brand	Recommended Description	Difference
105STF050M	Cornell Dubilier Electronics	Aluminum Electrolytic Capacitor, 1µF, 50V, 20%, 1.5mm	EKMG500ELL1R0ME11D	United Chemi-Con	Aluminum Electrolytic Capacitor, 1µF, 50V, 20%, Radial, 2mm LS	Different Lead Spacing (2mm)
105STF050M	Cornell Dubilier Electronics	Aluminum Electrolytic Capacitor, 1µF, 50V, 20%, 1.5mm	TVX1H1R0MDD	Nichicon	Aluminum Electrolytic Capacitor, 1µF, 50V, 20%, Radial, 2mm LS	Different Lead Spacing (2mm)
105STF050M	Cornell Dubilier Electronics	Aluminum Electrolytic Capacitor, 1µF, 50V, 20%, 1.5mm	UVR1H010MDD	Nichicon	Aluminum Electrolytic Capacitor, 1µF, 50V, 20%, Radial, 2mm LS	Different Lead Spacing (2mm)
105STF050M	Cornell Dubilier Electronics	Aluminum Electrolytic Capacitor, 1µF, 50V, 20%, 1.5mm	MAL203016102E3	Vishay	Aluminum Electrolytic Capacitor, 1µF, 50V, 20%, Radial, 2mm LS	Different Lead Spacing (2mm)
105STF050M	Cornell Dubilier Electronics	Aluminum Electrolytic Capacitor, 1µF, 50V, 20%, 1.5mm	ECA-1HM1R0	Panasonic	Aluminum Electrolytic Capacitor, 1µF, 50V, 20%, Radial, 2mm LS	Different Lead Spacing (2mm)

Our custom AI tool recommends **alternatives** and differences. Datasheets available too.

Step #2: Clean Parts

You can't source "dirty" parts. Our advanced parts cleaning tool coupled with offline searches optimizes part searching before quoting.

1. Get BOM | **2. Clean Parts** | 3. Source Parts | 4. Analyze Vendors | 5. Compare and Present Results | Receive PO | 6. Ship Parts

OFFLINE

For instances our tool is unable to capture valid MPNs, our sales teams manually check the web for the "correct" MPNs before sourcing.

alphawire.com/products/wire#q=5854

a LinkedIn INSEAD Login Catchall2 phpMyAdmin

Customer Favorite

Premium

5854/7

Our hook-up wire is available in a variety of insulations to meet your electrical and mechanical needs.

WIRE VOLTAGE
600V

STRANDING
7/32

INSULATION MATERIAL(S)
PTFE

ENVIRONMENTAL RESISTANCE
Flame Retardant, Low Outgassing, Low Smoke, 3 more...

Data Sheet (PDF)

Request Sample

AlphaWire

Customer Specification

PART NO. 5854/7

Construction

	Diameters (In)	
1) Component 1	1 X 1 HOOKUP	
a) Conductor	24 (7/32) AWG Silver Plated Copper	0.024
b) Insulation	0.010" Wall, Nom. PTFE	0.044+/- 0.004
(1) Color(s)	WHITE, BLACK, RED, GREEN, YELLOW, BLUE, BROWN ORANGE, SLATE, VIOLET	

Applicable Specifications

1) UL	AWM/STYLE 1213	105°C
	VW-1	
2) Military	MIL-W-16878/4 (Type E)	200°C / 600 V_{RMS}
3) Other	NEMA HP3-EXBEB	

Step #2: Clean Parts

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1. Get BOM | **2. Clean Parts** | 3. Source Parts | 4. Analyze Vendors | 5. Compare and Present Results | Receive PO | 6. Ship Parts

CASE NOTES:

- FindChips, Octopart, etc., are just listing sites. They don't "clean" parts.
- Digikey and Mouser's BOM upload tool can only provide "alternatives" if the base MPNs are clean. Advanced cleaning isn't provided.
- Some EMS firms have engineers to "clean" the parts. However, for large BOMs, part cleaning for them will take longer than our automated tools.
- From a buyers perspective, if just a "handful" of NPIs are presented, they can spend the time cleaning parts. It's not an exciting part of their role. Moreover, when there's a wave of NPIs and time is restricted, it's difficult to find the time to clean the parts.

We get excited to help teams work off clean parts.

Step #3: Source Parts

SCI has spent years “qualifying” and automating more than 100 authorized distributors . Sourcing is an art and requires a combination of AI-driven automation and offline manufacturer and “new” distributor sourcing.

1. Get BOM | 2. Clean Parts | **3. Source Parts** | 4. Analyze Vendors | 5. Compare and Present Results | Receive PO | 6. Ship Parts

Automatic: ChipsFinder Tool

System captures lowest prices.

Brands are matched against BOM using **AI.** E.g. companies get acquired and the system knows that.

Date Codes are provided.

			Sources			Ŧ QTY ATS			Price			Brands					Source #1		
MPN	Qty Req.	Ext. $	Source #1	Source #2	Source #3	Source #1	Source #2	Source #3	Source #1	Source #2	Source #3	Source #1	Source #2	Source #3	DC	LT	MOQ	MPQ	Packaging
06035A120JAT2A	4,000	16	Anglia	Future-Direct	Tme-Direct	56,811	316,000	6,209	0.00534006	0.0056	0.00582	AVX	AVX	KYOCERA AVX			50		
MINISMDC050F-2	500			me-Direct	Arrow-Direct	58,856	4,329	8,000	0.1489662	0.1538	0.1694	Littelfuse	LITTELFUSE	Littelfuse			1		
RUEF400	500			row-Direct	Verical-Direct	4,523	32,897	32,886	0.205775344	0.207	0.2086	Littelfuse	Littelfuse	Littelfuse			1		
SI2308CDS-T1-GE3	2,500			Farnell	Verical-Direct	2,899	55,143	2,899	0.0898	0.097333	0.105	Vishay	Vishay	Vishay			5		
39-30-1080	1,000			Avnet	Waldom-Direct	1,733	23,626	13,661	0.263	0.33938	0.37	Molex	Molex	MOLEX					
EDS05SGRSTR04Q	55			ouser-Direct	Farnell	2,920	1,740	1,783	1.9268	2.01	2.019880676	TE	TE	TE					
6.91361E+11	1,000			ouser-Direct	Newark	1,008	4,274	16	1.129870753	1.16	1.94	Wurth	Wurth	Wurth			1		
MCCQ-122	1,000			Newark		130,292	130,290		0.200725642	0.628		Multicomp	Multicomp				1		
MCSDRH125B-820MHF	1,000					1,498			0.436799196			Multicomp					1		Cut Tape
CL31B106KBHNNNE	4,000			re-Direct (2)	Rutronik-Direct	3,902,000	100,000	392,000	0.0516	0.0516	0.0517	Samsung	Samsung	Samsung	2348	24 Weeks	2,000		Reel
RC0603FR-0710KL	5,000			row-Direct	Verical-Direct	23,380,000	2,805,000	2,805,000	0.001	0.0017	0.0017	Yageo	Yageo	Yageo	2417	13 Weeks	5,000		Reel
RC0603FR-0722KL	5,000			Avnet	TTI	400,000	615,000	9,500,000	0.0007	0.00204	0.00275	Yageo	Yageo	Yageo	2419	13 Weeks	5,000		Reel
RC0603FR-07390RL	5,000			row-Direct	TTI Asia	125,000	930,000	505,000	0.001	0.002	0.00204	Yageo	Yageo	Yageo	2152	24 Weeks	5,000		Reel
LM2576D2T-ADJR4G	800			p One Stop	Verical-Direct	800	800	800	1.11	1.15	1.3059	onsemi	onsemi	ON		12	800	800	Reel
EDH477M016A9MAA	3,000			Digikey	Farnell	10,722	15,186	13,899	0.173	0.1739	0.19567594	KEMET	KEMET Corporation	KEMET		26 weeks	1	500	Reel
HUF76429S3ST	3,200			ture-Direct	Arrow-Direct	2,821	1,600	800	0.771	0.725	0.7697	ON	ON	ON		22 weeks	1	800	Reel
SQMW533RJ	300			Farnell	Digikey	2,884	676	387	0.314	0.315606356	0.3371	TE	TE	TE		20 weeks	1	500	Bulk
WA06X1002FTL	100			Farnell		9,330	9,330		0.028	0.029035785		Walsin	Multicomp				10		Cut Tape
PTS645SM43SMTR92LFS	2,000			ldom-Direct	Chip One Stop	3,843	173,530	7,099	0.098	0.105	0.107	C&K	Littelfuse	Littelfuse					
ACM1513-551-2PL	500					4			2.7			TDK							
MMBTA56	3,000			rical-Direct	Mouser-Direct	15,200	3,040	7,517	0.0276	0.0332	0.046	Fairchild	Diotec	Diotec					
06033C104KAT2A	12,000			Anglia	Future-Direct	24,000	1,173,250	6,172,000	0.0026	0.003206561	0.0043	AVX	AVX	AVX		16 weeks	4,000	4,000	4000 Reel Pap
06033C102KAT2A	4,000			rical-Direct	Future-Direct	56,000	131,889	140,000	0.0052	0.0055	0.0057	AVX	AVX	AVX		16 weeks	4,000	4,000	4000 Reel Pap
06035C472KAT2A	4,000			ture-Direct	Anglia	20,000	12,000	724,750	0.0042	0.0051	0.00516332	KYOCERA AVX	AVX	AVX		16 weeks	4,000	4,000	4000 Reel Pap
EEE1C100R	2,000			ouser-Direct	Arrow-Direct	32,820	30,060	2,000	0.0554	0.059	0.0612	PANASONIC	Panasonic	Panasonic			1		
WNS20H100CBJ	500			ouser-Direct	Farnell	680	3,960	253	0.301	0.43	0.499920467	WeEn	WeEn	WeEn			1		
297010	500					134,000			0.139			Littelfuse					100		Bulk
29707.5	500		Quest			74,200	371		0.155	0.1342		Littelfuse	Littelfuse				100		Bulk
EEE1CA101WP	1,000			lectronics-Direc	TTI	419,000	25,000	77,000	0.08220694	0.0834	0.086	Panasonic	Panasonic	Panasonic			1,000		Tape & Reel
DMC3028LSD-13	2,500			ouser-Direct	Digikey	32,500	25,210	41,148	0.1575	0.18	0.1817	Diodes	Diodes	Diodes	2240+		2,500		
RC1206FR-0733RL	5,000	10	Wuhanps-Store	Future-Direct	Avnet	128,650	635,000	15,000	0.002	0.003	0.00376	Yageo	Yageo	Yageo					

Sort A to Z
Sort Z to A
Sort by Color
Sheet View
Clear Filter From "Source #1"
Filter by Color
Text Filters
Search
(Select All)
Anglia
Chip One Stop
Classic Components
Digikey
Farnell
Future-Direct
Masterelectronics-Direct
Mouser-Direct
Newark
Quest
Quest Components
Rochester Electronics
Rutronik-Direct
Tme-Direct
TTI
TTI Europe
Verical-Direct
Wuhanps-Store
OK Cancel

100+ warehouses from 80 authorized and pre-qualified sources are scanned and used to capture stock data!

Green represents that the source meets the stock requirements the customer has asked.

Packaging and COO information is used for re-reeling.

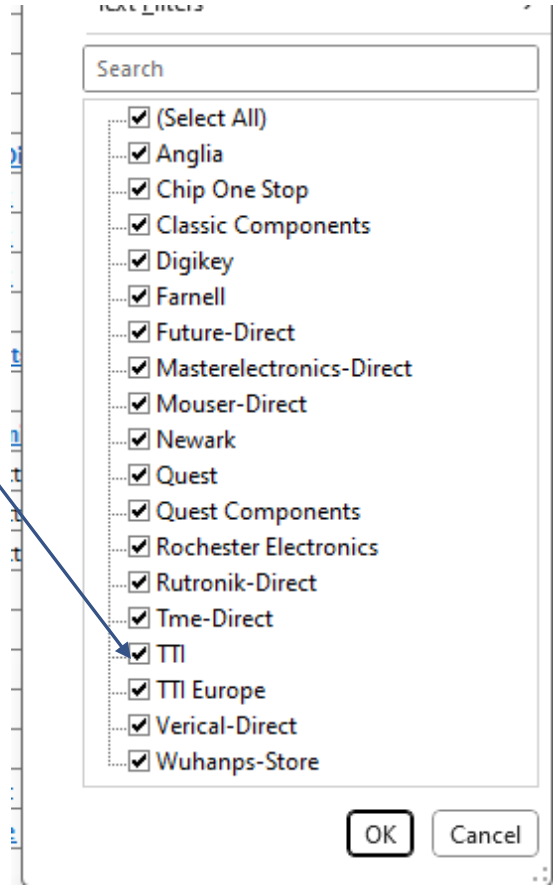
Step #3: Source Parts

SINCE 2001

1. Get BOM | 2. Clean Parts | **3. Source Parts** | 4. Analyze Vendors | 5. Compare and Present Results | Receive PO | 6. Ship Parts

CASE NOTES:

- *ChipsFinder* captures stock from “multiple” warehouses (e.g. TTI USA, TTI Europe)
- All sources are carefully vetted: data accuracy, supplier shipment quality control, payment/shipping terms, special pricing, multiple “periodic” test runs.
- FindChips, Octopart, and OEM Secrets are just “listing” sites. They have not built a partnership with them. They have never experienced the pain or joy of accurate shipment handling.
- All vendors are **AUTHORIZED** sources. No vendor used is from an open source from open markets.



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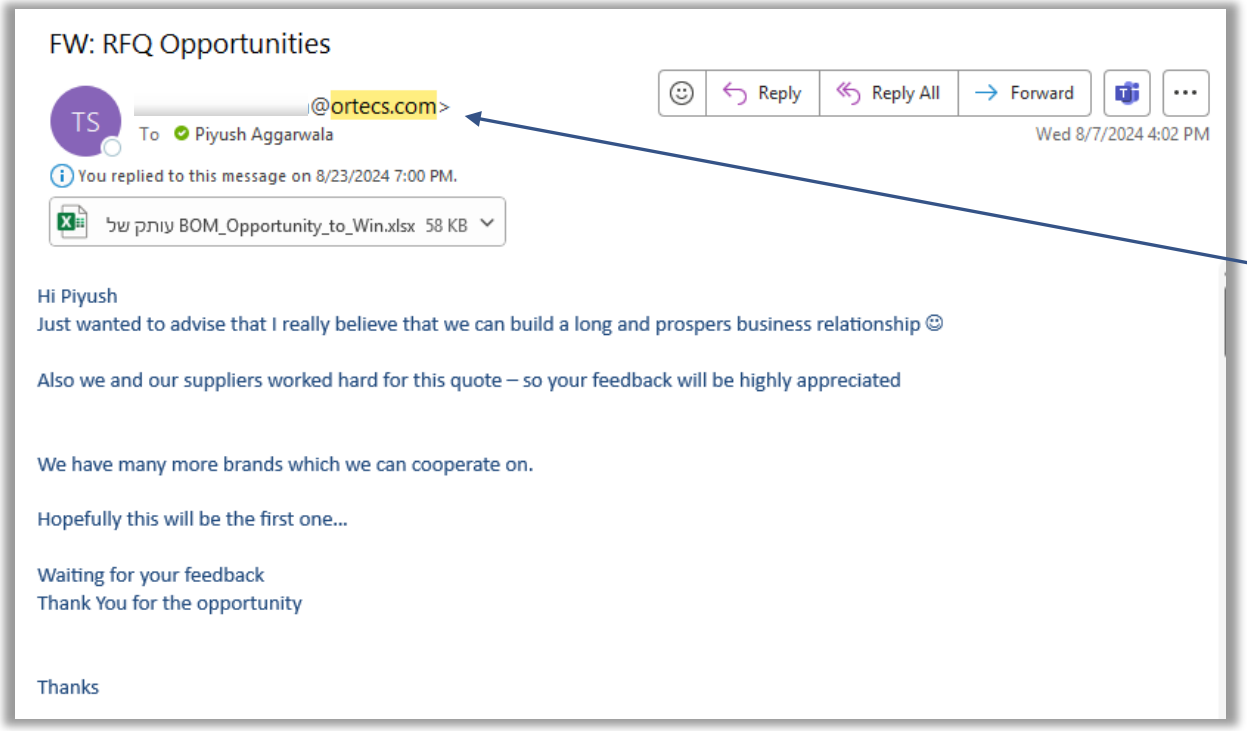
Offline Sourcing: Mass Mail



FW: RFQ Opportunities

TS [redacted]@ortecs.com>
To Piyush Aggarwala

Reply | Reply All | Forward

Wed 8/7/2024 4:02 PM

You replied to this message on 8/23/2024 7:00 PM.

עותק של BOM_Opportunity_to_Win.xlsx 58 KB

Hi Piyush
Just wanted to advise that I really believe that we can build a long and prospers business relationship ☺

Also we and our suppliers worked hard for this quote – so your feedback will be highly appreciated

We have many more brands which we can cooperate on.

Hopefully this will be the first one...

Waiting for your feedback
Thank You for the opportunity

Thanks

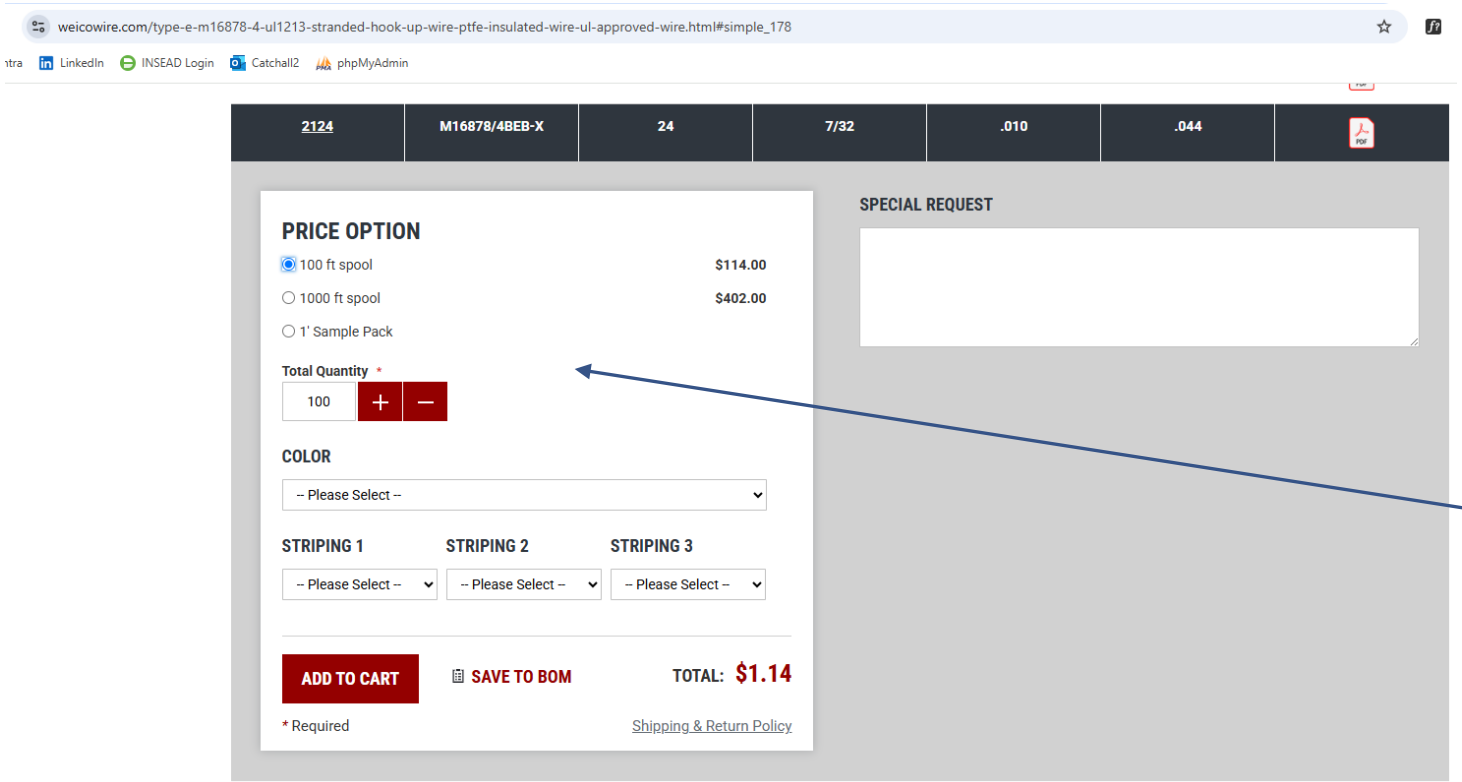
Not all authorized distributors present their stock online. Our vast database of offline authorized sources couple with manual web allows us to get price, stock, delivery, DC, and packaging data relatively quickly from global sources.

Step #3: Source Parts

SCI has spent years “qualifying” and automating more than 100 authorized distributors . Sourcing is an art and requires a combination of AI-driven automation and offline manufacturer and “new” distributor sourcing.

1. Get BOM | 2. Clean Parts | **3. Source Parts** | 4. Analyze Vendors | 5. Compare and Present Results | Receive PO | 6. Ship Parts

Offline Sourcing: Direct MFR Web Store



Our sales team searches the web to capture pricing directly from the manufacturer (post qualification) to complete the “BOM” quote.

Step #3: Source Parts

SCI has spent years “qualifying” and automating more than 100 authorized distributors . Sourcing is an art and requires a combination of AI-driven automation and offline manufacturer and “new” distributor sourcing.

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Alternatives

- Alternatives are re-sourced when cleaned parts carry the following issues/conditions:
  - Parts are out of stock or don’t meet NPI stock requirements.
  - Prices are simply too expensive.
  - Parts carry a very heavy MOQ. You need 100 pieces, but you are forced to buy a reel.
  - Parts are **obsolete** or hitting EOL.

Quoted Murata because Kemet was out of stock.

Quoted Panasonic because DALE/Vishay had a high MOQ.

Original MPN	Original Brand	QTY	Corrected or QUOTE MPN	Quoted Brand	MOQ
C315C220J2G5CA	KEMET	10	GRM1555C1H220JA01D	Murata	10
CL32A106KOTLN	SAMSUNG ELECTRO-MECHANICS	45	CL32A106KOTLNWE	Samsung Electro-Mechanic	45
CRCW0603 1000F	DALE / VISHAY	15	CRCW0603-1000FRT1	Vishay Intertechnologies	15
CRCW0603 2001F	DALE / VISHAY	15	ERJ-3EKF2001V	Panasonic	15
CRCW0603 2002F	DALE / VISHAY	30	CRCW0603-2002FRT1	Vishay Intertechnologies	30

Step #4: Analyze Vendors

Vendor analysis is serious business. There could be up to 1 million possible combinations to get to the lowest package price based on price, delivery, MOQ/MPQ/SPQ, MOV, MOV for free freight, DC, and packaging (re-reeling/tape-to-reel) options.

1. Get BOM | 2. Clean Parts | 3. Source Parts | **4. Analyze Vendors** | 5. Compare and Present Results | Receive PO | 6. Ship Parts

Source Name (Cleaned)	MPNs	Suppliers	Buy Sub-Total	MOV	FREE SHIPPING* MOV	Else, Freight $	HQ	Order Frequency	Keep?
Arrow	7	42	$ 191.74	$ -	$ 100.00	$ 22.00	USA	Weekly	Keep
Bristol Electronics	2	16	$ 172.50	$ 15.00	No FF	$ 85.00	United States	Never	
Chip One Stop	5	57	$ 399.67	$ -	$ 100.00	$ 30.00	Japan	Quarterly	Keep
DigiKey	9	41	$ 291.22	$ -	$ 50.00	$ 20.00	USA	Weekly	Keep
Element14 (USD)	9	36	$ 1,446.48	$ -	$ 55.00	$ 20.00	Singapore	Weekly	Keep
Farnell	1	7	$ 4.20	$ -	$ 50.00	$ -	UK	Annually	
HQ Buy	1	1	$ 20.00			$ 20.00	China	Never	
Louis Yen	2	15	$ 355.70	$ -	$ -	$ -	Singapore	Quarterly	Keep
Mouser	3	8	$ 1,676.10	$ -	$ 40.00	$ 20.00	USA	Weekly	Keep
OneYac	6	75	$ 8.43	$ 30.00	No FF	$ -	China	Monthly	
PIN FANG ENTERPRISE CORP LIMITED	5	45	$ 1,355.70				China	Weekly	Keep
Quest Components	2	30	$ 96.75	$ 25.00	No FF	$ 50.00	USA	Quarterly	
Rochester Electronics	5	30	$ 66.15	$ 250.00	No FF	$ 91.00	USA	Monthly	
SCI Stock	1	12	$ 0.41					Never	Keep
Sehot	12	139	$ 113.91				China	Quarterly	Keep
TME	5	45	$ 110.79	$ -	No FF	$ 16.00	Poland	Bi-monthly	Keep
Verical	1	6	$ 15.25	$ -	$ 499.00	$ 45.00	USA	Weekly	
Wuhan P&S	3	27	$ 1.35	$ -	No FF	$ 35.00	China	Monthly	

- System check total buy prices based on authorized distributor.
- System checks whether we meet the MOV and MOV for free freight requirements.
- If the freight isn't met, can we consolidate using our order frequency or can we incoming ship and still keep the costs low!
- Items that we choose not to use are highlighted in and swapped out with alternative options, if they exist!
- In cases where only 1 supplier exists for item and there's a high MOV, we negotiate with the supplier or look for alternatives. Verical for example, is the only source for 1 MPN and has a $499 MOV. We swap in this case.

Step #4: Analyze Vendors

Vendor analysis is serious business. There could be up to 1 million possible combinations to get to the lowest package price based on price, delivery, MOQ/MPQ/SPQ, MOV, MOV for free freight, DC, and packaging (re-reeling/tape-to-reel) options.

1. Get BOM | 2. Clean Parts | 3. Source Parts | **4. Analyze Vendors** | 5. Compare and Present Results | Receive PO | 6. Ship Parts

As mentioned in the previous slide, the spend represents the total money spent if we buy from that particular vendor. It's very important to understand if the costs are justified.

# of Supplier	Source	Spend	BOM Coverage	Single Vendor
4	RS Americas	3022.238	2%	1
33	Tme	2163.687	16%	11
32	Digikey	1045.824	15%	16
29	Farnell	695.7881	14%	2
5	Weico Store	665.2	2%	5
77	Quest	596.2741	36%	11
46	Newark	530.392	22%	0
15	Verical	440.776	7%	6
83	Mouser	395.4971	39%	16
29	Arrow	297.731	14%	1
1	RS Online	178.2	0%	1
3	Masterelectronics	130.568	1%	1
5	Bristol Electronics	87.2205	2%	0
6	Future	73.118	3%	1
6	Rochester	56.186	3%	0
7	Chip One Stop	35.9235	3%	0
3	TTI	35.725	1%	1
1	Sager	35.4	0%	0
1	Renesas Electronics America	24.75	0%	0
1	RS HK	22.5	0%	1
3	Distrelec	18.25465	1%	0
3	Anglia	15.35103	1%	0
16	Avnet	15.3225	8%	0
1	Powell Electronics	14	0%	0
2	element14 Singapore	12.5497	1%	2
2	Chip One Stop	7.0035	1%	1
3	Sehot	5.459	1%	0
11	Freelance Electronics	3.5465	5%	0
1	Texas Instruments	3.22	0%	0
3	CoreStaff	3.0765	1%	0
7	OneYac	2.62	3%	0
3	Wuhan P&S	1.05	1%	0
1	Stmicroelectronics	0.692	0%	0
1	Macroquest Electronics	0.15	0%	0
1	Maritex	0.12	0%	0
1	Nac	0.075	0%	0
1	RS Singapore	0.037025	0%	1

BOM coverage gives SCI vendor consolidation perspectives.

Step #4: Analyze Vendors

1. Get BOM | 2. Clean Parts | 3. Source Parts | **4. Analyze Vendors** | 5. Compare and Present Results | Receive PO | 6. Ship Parts

CASE NOTES:

- Vendor analysis requires are careful balance between numerous parametrics: MPN, Brand, Quantity, Availability, Delivery, Incoming/Outgoing freight charges, and packaging options. If you buy just from DK/Mouser/E14, they don't go DEEP in the analysis.
- No available source takes the "extra" step to completely analyze and provide alternatives/recommendations.
- The more variables we throw into the mix, the more possible combinations. To calculate the "lowest" package price requires an algorithm that mixes and matches your preferences to get the optimal cost.

Step #5: Compare and Present Results

During the “initial” presentation, parts are compared against your current (and favorite) suppliers. Our goal is to attempt and save you money across the entire BOM while quoting >95% of the BOM!

1. Get BOM | 2. Clean Parts | 3. Source Parts | 4. Analyze Vendors | **5. Compare and Present Results** | Receive PO | 6. Ship Parts

We show you the cost comparison against DK/Mouser (or other online sources), and the automatic savings if you buy from us. As you can see, this client saved 10% by buying from us while ensuring they receive all the parts not found from DK and Mouser.

Parts are corrected during quote.

Brands are corrected

2									*Mouser/Digikey BOM Price:*	3092.431	*SCI BOM Price*	2783.188
3	ID	Original MPN	Brand	Quoted MPN	Quoted Brand	Qty Req.	Mouser Cost	Digikey Cost	Lower Cost	Ext. Price	SCI Cost	Ext. Price
4	19	BC846BHZG	ROHM Semiconductor	BC846BHZGT116	ROHM Semiconductor	440		0.12280	0.12280	54.032	0.04572	20.116665
5	5	TMJ212CB7225KGHT	Kyocera	TMJ212CB7225KGHT	**Taiyo**	450		0.19200	0.19200	86.4	0.21000	94.501948
6	6	06035C105KAT2A	Taiyo Yuden	06035C105KAT2A	**Kyocera**	1,200	0.155	0.15410	0.15410	184.92	0.16855	202.26042
7	12	BZX84-B4V7	Nexperia	BZX84-B4V7	**Diotec**	220					0.02745	6.039812
8	22	BSS138BWAHZG	ROHM Semiconductor	BSS138BWAHZGT106	ROHM Semiconductor	110		0.17730	0.17730	19.503	0.10074	11.08101
9	20	DMPH6050SFGQ-7	Diodes Incorporated	DMPH6050SFGQ-7	Diodes	330		0.56250	0.56250	185.625	0.61525	203.03153
10	4	AC0603KPX7R9BB102	KEMET	AC0603KPX7R9BB102	Yageo	450		0.06050	0.06050	27.225	0.06344	28.547463
11	7	06035C104K4Z2A	AVX Corporation	06035C104K4Z2A	Kyocera	900	0.034		0.03400	30.6	0.03205	28.842782
12	1	GCJ31CC71H475KA01	Murata Manufacturing	GCJ31CC71H475KA01L	Murata Manufacturing	900		0.26950	0.26950	242.55	0.19360	174.23797
13	2	GCJ188R71H104KA12D	Murata Manufacturing	GCJ188R71H104KA12D	Murata	900		0.03740	0.03740	33.66	0.02122	19.097269
14	3	GCM188R72A103KA37	Murata Manufacturing	GCM188R72A103KA37D	Murata Manufacturing	450		0.01680	0.01680	7.56	0.01192	5.3649543
15	8	PMEG100V100ELPE-Q7	Nexperia	PMEG100V100ELPE-Q7	Nexperia	660		0.37580	0.37580	248.028	0.38212	252.19945

SCI finds parts that Mouser/DK don’t either carry or can’t find in stock.

Step #5: Compare and Present Results

The final quote gives you what you need to load in a purchase order.

1. Get BOM | 2. Clean Parts | 3. Source Parts | 4. Analyze Vendors | **5. Compare and Present Results** | Receive PO | 6. Ship Parts

Items are quoted with tray-to-reel or re-reeled at your convenience.

Final quote is provided with alternative MPN.

Country of Origin is provided during quote.

Date code provided.

						SCI QUOTATION								
MANUFACTURER	MFTRS. NUMBER	SAP NUMBER	Is part in latest BoMs?	Qty to be ordered	Manufacturer Part Number	MOQ	Unit Price (USD) DAP Penang	Packaging	Sub-Total (USD)	Lead time	SPQ	DC	Country of Origin	Availability
KEMET	C0603C152F5GACTU		C0603C152F5GACTU	250	C0603C152F5GACTU	250	0.893548387	T&R	$ 223.39	1 week	250	23++	Mexico	12,627
AVX	06035A101JAT2A		06035A101JAT2A	250	KGM15ACG1H101JT	250	0.059139785	T&R	$ 14.78	1 week	250	24++	China	340,426
AVX	1206YC106KAT2A		1206YC106KAT2A	500	1206YC106KAT2A	500	0.234408602	T&R	$ 117.20	1 week	500	2305	Japan	127,207
TAIYO YUDEN	UMK107AB7105KA-T		UMK107AB7105KA-T	2000	UMK107AB7105KA-T	2000	0.058064516	T&R	$ 116.13	1 week	2000	23++	Malaysia	250,453
TDK	C2012X7R1E475K125AB		C2012X7R1E475K125AB	1000	C2012X7R1E475K125AB	1000	0.087096774	T&R	$ 87.10	1 week	1000	23++	Japan	366,920
KEMET	C0805C473J3GACTU		C0805C473J3GACTU	500	C0805C473J3GAC7800	500	0.28172043	T&R	$ 140.86	1 week	500	2230	Mexico	33,603
KEMET	C0603C682F3GACTU		C0603C682F3GACTU	500	C0603C682F3GAC7867	500	0.625806452	T&R	$ 312.90	1 week	500	24++	Mexico	9,226
NICHICON	UCW1E471MNL1GS		UCW1E471MNL1GS	250	UCW1E471MNL1GS	250	0.402150538	T&R	$ 100.54	1 week	250	23++	Japan	11,511
MICROCHIP	MCP9808T-E/MS		MCP9808T-E/MS	50	MCP9808T-E/MS	50	1.346236559	T&R	$ 67.31	1 week	50	23++	Thailand	18,248
YAGEO	RC0603FR-070RL		RC0603FR-070RL	250	RC0603FR-070RL	250	0.034494624	T&R	$ 8.62	1 week	250	23++	Taiwan	773,956
VISHAY	Y08500R05000F9		Y08500R05000F9	100	Y08500R05000F9R	50	37.55172414	Reel	$ 1,877.59	1 week	1	23++		110
YAGEO	RC0402FR-07100KL		RC0402FR-07100KL	1000	RC0402FR-07100KL	1000	0.010817204	T&R	$ 10.82	1 week	1000	23++	Taiwan	14,225,027

Step #5: Compare and Present Results

1. Get BOM | 2. Clean Parts | 3. Source Parts | 4. Analyze Vendors | **5. Compare and Present Results** | Receive PO | 6. Ship Parts

CASE NOTES:

- Our goal is to try and save you money. Our tools are designed to look at pricing models to minimize costing for you while helping us with a small margin as well.
- We will never quote higher than online prices. That defeats the purpose of the quote.
- We will attempt to quote > 95% of the BOM. That's where the magic in NPI happens.

Step #6: Receive PO

1. Get BOM | 2. Clean Parts | 3. Source Parts | 4. Analyze Vendors | 5. Compare and Present Results | **6. Receive PO** | 7. Ship Parts

<- restart sourcing.

CASE NOTES:

- The PO can come either the next day or even weeks later!
- Once we receive the PO, we need to restart the work. For the regular buyer, this could be a nightmare. For us, this is relatively straightforward.
- For items are NO longer available, we will quote the alternative to support you.

RE: (SUPPORT) NEW RFQ HP DVT - SUPREME

Swraj
To
Cc

RM.pdf 1 MB

Dear Karen

Thanks for the additional quote requirement.
I wasn't able to locate the stocks for this part. However, this being a common resistor, I would like to check if you can take below alternates which are drop in replacements.

Customer PN	Maker	Manufacturer PN	Description	PART DEMAND
1R-0000391-D300	YAGEO	RM06DTN3900	RES,SMD,390Ω,1/10W,±0.5%,0603	800

Below options from Yageo & Panasonic both work to replace this part. We also have enough stocks to support. I have quoted pricing for Tape & Reel version as below:

SCI PROPOSAL:

MPN#	Description	BRAND	MOQ	Lead time	Unit Price (USD)	Packaging	Datasheet
RT0603DRE07390RL	RES SMD 390 OHM 0.5% 1/10W 0603	YAGEO	800	1 week	0.031	Tape & Reel	Datasheet
ERJ-U3RD3900V	RES 390 OHM 0.5% 1/10W 0603	PANASONIC	800	1 week	0.053	Tape & Reel	Datasheet

Difference between the two:

- If you need **higher precision and stability**, go for **YAGEO** RT0603DRE07390RL.
- If your application is in a **harsh environment** (high sulfur exposure, industrial, automotive, etc.), then **Panasonic** ERJ-U3RD3900V is the better choice.

Step #7: Ship Parts

No deal is finalized till the parts arrive ON TIME and accurate. One mistake will cause headaches during production.

1. Get BOM | 2. Clean Parts | 3. Source Parts | 4. Analyze Vendors | 5. Compare and Present Results | 6. Receive PO | **7. Ship Parts**

CASE NOTES:

- Parts are meant to be shipped within 1-2 weeks of NPI.
- During inbound QC, we triple check every item is VERY thoroughly or inaccuracies, enabling your warehouse to lighten the load.
- Accidents by suppliers rarely, but do happen. if the supplier accidentally ships the wrong items to Supreme, we will drop-ship at our cost directly to you without waiting for an RMA.

Codan PO#905100 -Shipment

Swraj
To
Cc

AWB_24885.pdf 37 KB | 24885.pdf 1 MB

Hi Candice

Thanks for waiting.

Our warehouse managed to QC and ship the items out today from Singapore to Venture (Attention to Jessmine).
Please find attached shipment documents enclosed for your reference.
DHL tracking # 6430245463
https://www.mydhli.com/global-en/home/tracking/tracking-express.html?submit=1&tracking-id=6430245463

We have shipped total of **53 lines** out of **55 lines** ordered.

During our QC, we encountered two incorrect MPNs shipped out from our vendor for below two parts:

Part Number Ordered	Part Received
74HCT107D-Q100J	74HCT107D,653
BSS84PH6327XTSA2	BSS84PW 6327

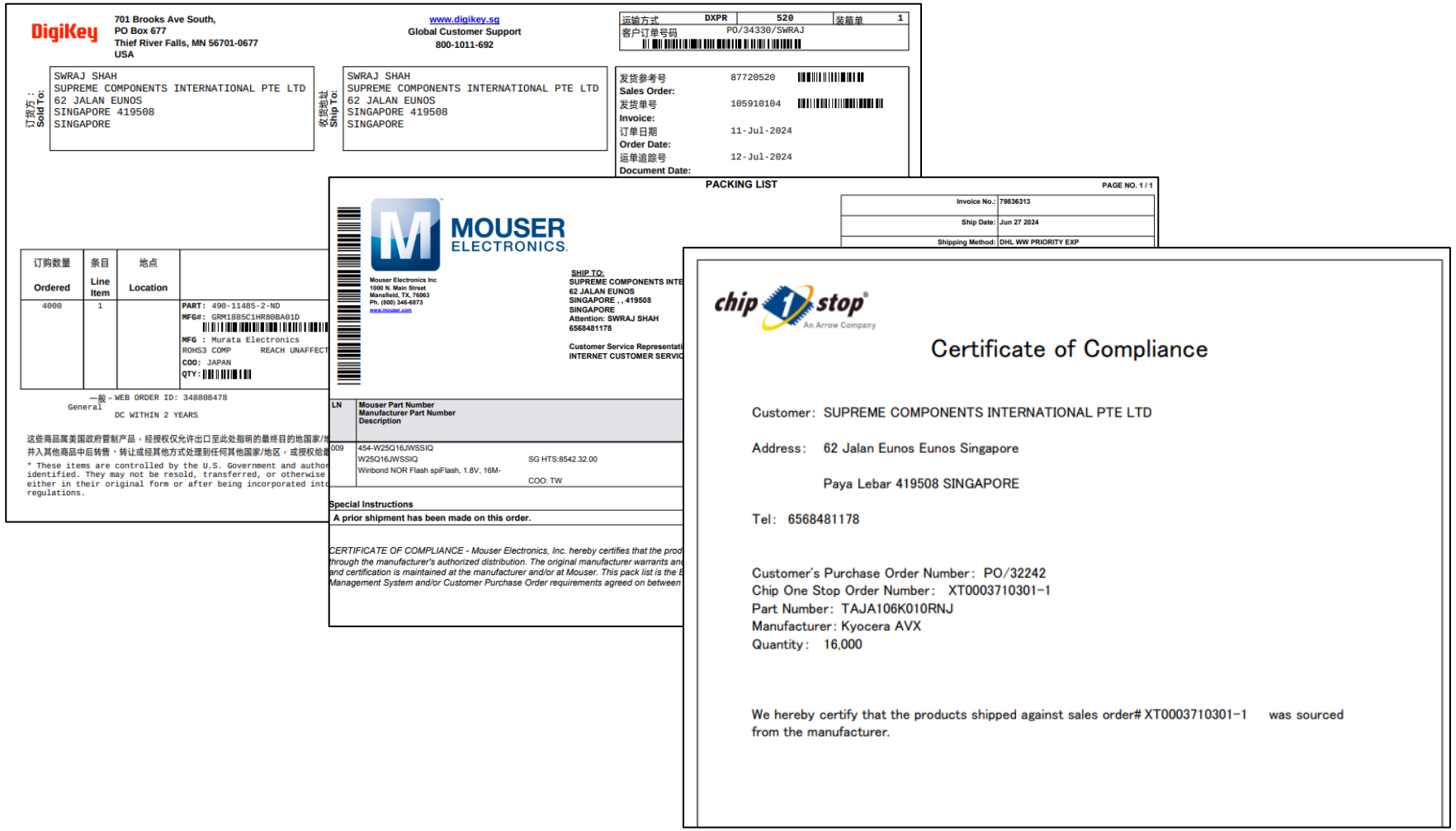
SAP NUMBER	Sl.No.	Manufacturer Part Number	MOQ	Unit Price (USD) DAP Penang	Packaging	Sub-Total (USD)
YV-74107-700	35	74HCT107D-Q100J	50	0.415483871	Digi-Reel®	$ 20.77
BSS84P	47	BSS84PH6327XTSA2	50	0.326086957	REEL	$ 16.30

Nevertheless, these two missing MPNs, we have managed to process a direct replacement PO to our vendor, and they are directly drop shipping to Venture **tonight**.
Hopefully all items would reach Venture by Monday i.e. 11th Nov 2024. Once I have the tracking, I will forward to you for these two MPNs.

Step #7: Ship Parts

All shipments from us come with the **Certificate of Conformance (COC)** from authorized distributors. This guarantees the quality and traceability of every component.

1. Get BOM | 2. Clean Parts | 3. Source Parts | 4. Analyze Vendors | 5. Compare and Present Results | 6. Receive PO | **7. Ship Parts**



DigiKey
701 Brooks Ave South,
PO Box 677
Thief River Falls, MN 56701-0677
USA

www.digikey.sg
Global Customer Support
800-1011-692

运输方式 DXPR 520 装箱单 1
客户订单号码 PO/34330/SWRAJ

订购方：Sold To:
SWRAJ SHAH
SUPREME COMPONENTS INTERNATIONAL PTE LTD
62 JALAN EUNOS
SINGAPORE 419508
SINGAPORE

收货地址 Ship To:
SWRAJ SHAH
SUPREME COMPONENTS INTERNATIONAL PTE LTD
62 JALAN EUNOS
SINGAPORE 419508
SINGAPORE

发货参考号 87720520
Sales Order:
发货单号 105910104
Invoice:
订单日期 11-Jul-2024
Order Date:
运单追踪号 12-Jul-2024
Document Date:

订购数量 Ordered	条目 Line Item	地点 Location	
4000	1		PART: 490-11485-2-ND MFG#: GRM1885C1HR80BA01D MFG : Murata Electronics ROHS3 COMP REACH UNAFFECT COO: JAPAN QTY:

一般 General - WEB ORDER ID: 348808478
DC WITHIN 2 YEARS

这些商品属美国政府管制产品，经授权仅允许出口至此处指明的最终目的地国家/地
并入其他商品中后转售、转让或经其他方式处理到任何其他国家/地区，或授权给
* These items are controlled by the U.S. Government and author
identified. They may not be resold, transferred, or otherwise
either in their original form or after being incorporated into
regulations.

PACKING LIST
PAGE NO. 1 / 1

Invoice No.:	79836313
Ship Date:	Jun 27 2024
Shipping Method:	DHL WW PRIORITY EXP

MOUSER ELECTRONICS.
Mouser Electronics Inc
1000 N. Main Street
Mansfield, TX, 76063
Ph. (800) 346-6873
www.mouser.com

SHIP TO:
SUPREME COMPONENTS INTE
62 JALAN EUNOS
SINGAPORE , , 419508
SINGAPORE
Attention: SWRAJ SHAH
6568481178

Customer Service Representati
INTERNET CUSTOMER SERVIC

LN	Mouser Part Number Manufacturer Part Number Description	
009	454-W25Q16JWSSIQ W25Q16JWSSIQ Winbond NOR Flash spiFlash, 1.8V, 16M-	SG HTS:8542.32.00 COO: TW

Special Instructions
A prior shipment has been made on this order.

CERTIFICATE OF COMPLIANCE - Mouser Electronics, Inc. hereby certifies that the prod
through the manufacturer's authorized distribution. The original manufacturer warrants an
and certification is maintained at the manufacturer and/or at Mouser. This pack list is the E
Management System and/or Customer Purchase Order requirements agreed on between

chip 1 stop
An Arrow Company

Certificate of Compliance

Customer: SUPREME COMPONENTS INTERNATIONAL PTE LTD

Address: 62 Jalan Eunos Eunos Singapore

Paya Lebar 419508 SINGAPORE

Tel: 6568481178

Customer's Purchase Order Number: PO/32242
Chip One Stop Order Number: XT0003710301-1
Part Number: TAJA106K010RNJ
Manufacturer: Kyocera AVX
Quantity: 16,000

We hereby certify that the products shipped against sales order# XT0003710301-1 was sourced from the manufacturer.

Post Shipment: Satisfaction

SINCE 2001

KS

@foxcon

To

Cc

Reply | Reply All | Forward

Thu 4/10/2025 2:37 AM

Hello Swraj,

Just as a follow up I would like to thank you, you, and your team for the support on this RFQ.
Kindly note that we have received all the materials on time for the event and so far, there have not been any compliant of any other department regarding the packaging or quality of the materials.

Hope we can continue working this way in many more projects.

Best regards.

FOXCONN HON HAI TECHNOLOGY GROUP

(Support) New RFQ HP Strain Gauge Trial - Supreme

KS

Reply | Reply All | Forward

Tue 4/15/2025 6:51 AM

HP Strain Gauge - Trial RFQ.xlsx 12 KB

Hello Swraj,

This time we are coming back to you with a new RFQ " Strain Gauge" also from HP project in which you already supported us previously..
In the attached file you will find the listed items.

Hope we can have your reply within this week.

FOXCONN HON HAI TECHNOLOGY GROUP

SINCE 2001

Frequently Asked Questions

1 We can only buy from authorized distributors. How can you ensure quality is not compromised?

All shipments come with the authorized distributor COC. Please share that with your customer.

Digikey COC and Packing List
Mouser COC and Packing List
Chip1Stop COC
Future Electronics COC and Packing List
Arrow COC
Element14 Compliance Certificate and COC
Rochester COC and Packing List

2 We're already working with Mouser/Digikey. Why use you?

*Mouser/DK/Element14 only cover about 70-80% of the BOM. We fulfill the **full** BOM!*

3 How can you ensure that you quote the entire BOM?

Every MPN that is cross-referenced with its pin-to-pin alternative and quoted accordingly.

4 I already get 20% lower discounts from catalog distributors. Why use you?

Two reasons:

1. *Our 80+ warehouse locations will surely provide low-enough authorized sources.*
2. *The man-hours spent searching and getting quotes for the remaining "20%" of your BOM are more expensive than the 10% savings on a USD 3K order.*

GETTING STARTED

Let’s Get Started

SINCE 2001

1

Send us your complex NPI/BOM/parts list.

2

We’ll find ***everything*** you need the same or next day.

#AuthorizedSources Only

3

We’ll ship your parts in one week!

#LetsGetMoving

Contact Points

- Day-to-day Contact Points:
  - Sales Manager: Swraj Shah (Swraj@supremecomponents.com)
  - Order Fulfillment Specialist: Cindy Hedelin (cindy@supremecomponents.com)
- Escalation Point: Director Piyush Aggarwala (Piyush@supremecomponents.com)

Thank You

SINCE 2001