



RAPID COST REDUCTION THROUGH BENCHMARKING ANALYTICS

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Le forfait offert aux membres de l'AMEQ

comprend:

- 1- License annuelle complète et illimitée pour CCE (ComponentsCostEstimator)
- 2- Un Benchmark Report qui permet de définir la 'position compétitive des achats' et les économies résultant de l'ajustement des prix des '25% composantes électroniques payées trop cher
- 3- L'identification des composantes électronique spécifique totalisant une économie minimum de \$20,000
- 4- En Option: Obtenir une nouvelle liste d'économie minimum de \$20,000 pour trois trimestres additionnels au coût de \$5,000.

Les trois premiers produits ont une valeur de \$11,250 si achetés individuellement. L'offre exclusive à \$5,000 pour ces produits est disponible uniquement aux entreprises membres de l'AMEQ.

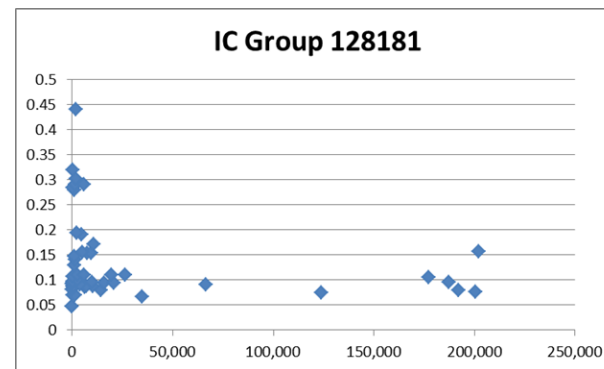
Les vidéos de Lytica sont les suivants:

- 1) [CCE video](#) (our web based tool to aid the NPI process & CM/Supplier quote evaluation)
- 2) [FBDC video](#) (our flagship Analytic tool and the enabling database behind this free silver [FreeBenchmarking.com](#) report)

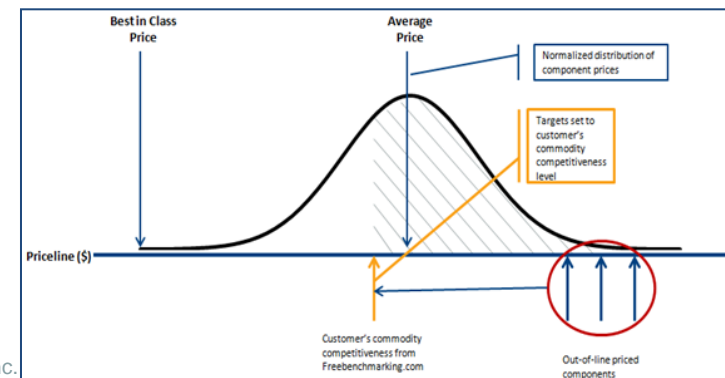
Guiding Principles

- Why Benchmark? – Why wouldn't you?
- All companies have parts that are “unfairly priced” (outliers)
 - But companies don't always have the time or resources to check
 - “Trust but Verify”

At the Component level
little correlation on
“price vs. volume”

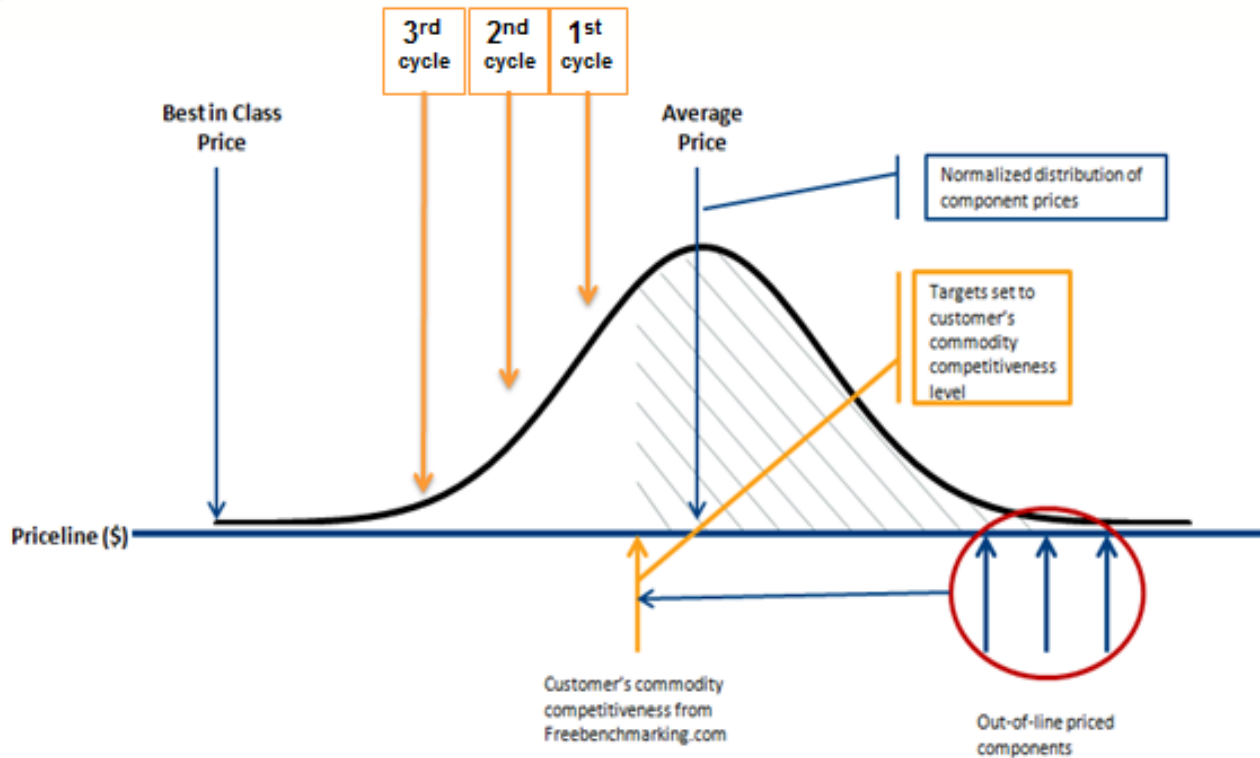


Lytica's Analytics 'drill down'
to the granularity
of each component



Guiding Principles (con't)

- ✓ A regular process of Benchmarking yields significant cost improvement
 - “Benchmarking is like telling the schoolyard bully that you know Karate”



Scope out potential savings by commodity

BENCHMARK REPORT

Client: ACME INC

Analysis Date: April 10, 2014

Pricing Competitiveness	
Total Submitted Parts	5,773
Total Analyzed Parts	5,154
Total Matched Parts	3,998
Match Rate	77.57%
Annual Spend Submitted	\$24,905,568
Annual Spend Analyzed	\$23,079,581
Total Commodity Groups Analyzed	26
Competitive Ranking	54 percentile
Competitive Price Rating	Average
Target Price Savings ^{1 2}	\$2,906,671
Best in Class Savings ^{1 2}	\$5,448,557

Cost of Duplications	
Total duplicate coded parts	1,272
Potential Savings by eliminating coding duplications ³	\$1,041,650

Component Risk	Assessment
Total Analyzed Parts	5,154
Total Single Sourced Parts	1,693
Drop-in replacement devices identified	574
Unnecessary risk level	33.9%

Savings By	Commodity	Group
Commodity Group	Potential Savings "Best in Class"	Savings Extrapolated at 100% Match
CAPACITORS	\$1,583,047	\$1,667,027
IC - POWER	\$748,473	\$767,181
MAGNETICS	\$685,636	\$687,865
IC - LINEAR	\$671,678	\$701,159
TRANSISTORS	\$304,717	\$352,342
DIODES	\$210,679	\$217,393
IC - STANDARD LOGIC	\$205,445	\$207,684
IC - CLOCKS & TIMERS	\$179,487	\$184,100
CIRCUIT PROTECTION	\$148,512	\$149,964
IC - SENSORS	\$128,536	\$129,394

1. Benchmark Overall Competitiveness


2. Understand Overall potential Savings and by Commodity

3. Cost of Duplicates

4. Understand Single Source Risk

Price Channel	Location
Distributor	ASIA
Direct	EMEA
Distributor	EMEA
Direct	NA

Component Cost Estimator

-  A companion tool for:
 - New product design
 - tactical & 'real time' negotiations

For unmatched results, use our single part lookup tool to identify a potential match;
eg. For MAX232ACSE try MAX232 and then select your preferred part from the list of options.

[Export Data to Excel](#)

Commodity	Part Number	Average	70% <input type="text"/>	Market Leading	Manufacturer	Manufacturer Part Number	Lifecycle
IC - STANDARD LOGIC	MM74HCT273WMX	\$0.106467	\$0.091138	\$0.0632364	FAIRCHILD SEMICONDUCTOR INC	MM74HCT273WMX	
					TEXAS INSTRUMENTS INCORPORATED	SN74HCT273DWR	
					NXP BV	74HCT273D653	
					TEXAS INSTRUMENTS INCORPORATED	SN74HCT273DW	
					NXP BV	74HCT273D	
					TEXAS INSTRUMENTS INCORPORATED	CD74HCT273M96	
MAGNETICS	LQG15HS1N0S02D	\$0.010605	\$0.008546	\$0.004787	MURATA MANUFACTURING CO LTD	LQG15HS1N0S02D	
					TAIYO YUDEN CO LTD	HK10051N0S-T	
					PANASONIC CORPORATION	ELJQF1N0DF	
					MURATA MANUFACTURING CO LTD	LQG15HS1N0S02	
					PANASONIC CORPORATION	ELJ-QF1N0DF	
					BOURNS INC	CI100505-1N0D	
IC - STANDARD LOGIC	CD40106BCMX	\$0.062619	\$0.052492	\$0.033969	FAIRCHILD SEMICONDUCTOR INC	CD40106BCMX	OBSOLETE
					NXP BV	HEF40106BT	
					NXP BV	HEF40106BT653	
					STMICROELECTRONICS NV	HCF40106M013TR	
					TEXAS INSTRUMENTS INCORPORATED	CD40106BM	