



Electronic Supply Chain Solutions is a member of
Coalition Against Counterfeiting and Piracy (CACP)

ESCS Addresses Identifying Counterfeit Parts

As a **CACP member** Electronic Supply Chain Solutions is kept well informed as to the extent and issues concerning counterfeiting and piracy. As part of our services ESCS reviews each of our customer's component needs to help avoid, or at least minimize, exposure to the dangers of counterfeit electronic components. Find out how we can help you or visit www.escs9120.com

Below is a list of suspected counterfeited parts that may have found their way into your supply chain: Amplifiers, Batteries, Capacitors, Comparators, Connectors, Drums, Mil-spec semiconductors, Mosfets, PLDs, Printed Circuit Boards, Resistors, RF Integrated Circuits, Trim Pots and the list continues to grow each year!

The Ugly Truth - ESCS is both a franchised & independent distributor. Most product is sourced directly through franchise distribution or our factory direct relationships. Situations however demand we source product directly from manufacturers or authorized distributors that may not be on our customers approved (short list) of suppliers. If that is not an option, special care must be sought to minimize your exposure. If you must use independent distributors, also called brokers, require a paper or electronic trail identifying the source of the material you're buying. Companies boasting to be ISO 9001 compliant (according to whom) or even independently certified are not required to have an approved supplier database, nor are they required to keep track of split lot traceability. The ISO 9001 standard does not address that and only the aerospace quality standard of AS9100 and AS9120 for distributors identified that to be important factor in the identification of purchased product. A C of C (certificate of compliance) is jargon that is usually part of most companies packing lists, stating that the product meets the original manufactures specification and that the paperwork is on file either at the factory or at the independent. *This is not worth the paper it is written on* and any surplus house that your broker purchased from will say they will provide their C of C only and I dare you to prove anyone has investigated a single part!!!! So what is one to do? How about contacting the original manufacturer and ask them to provide a photo of the obsolete part they can't sell and make money on, demand them to give you confirmation that it is not counterfeit. Not happening! So...What to do????????? Play the odds?



Pick up any stock prospectus, there will be a disclosure that reads "Past performance does not guarantee future results" Still want to play the odds???? In business it has been said "Most people buy from people" That being said ...All of you current suppliers should be reviewed to determine not only if they had another year of satisfactory service.

So what can a company do to address identifying counterfeit parts? Get informed and Beware!

At ESCS we recommend you practice a continuing education process. We provide hot links on our www.escsclickngo.com Launch Pad for **DSCC** (Defense Supply Center Columbus) and reporting authorities such as **GIDEP** (Government Industry Data Exchange Program) which can alert you as to industry buzz and specific part issues of concern. You may subscribe to online trade magazines such as Supply Chain & Manufacturing magazines to find the latest news that affects our industry. Review the **OASIS** (Online Aerospace Supplier Information System) database to review which suppliers are certified for quality. Those who are not listed simply are not certified! Review your suppliers!



Beware of brokers stating they are **ISO compliant** (according to whom) simply buying a box of quality templates does not demonstrate quality.



Beware of brokers stating **ERAI certified**. Electronic Resellers Association International Inc Collects memberships they do not certify for quality. They will however recommend a registrar who will allow your supplier to submit their quality manual for review Prior to the scheduled 16 hour internal audit.

Demand at a minimum that your supplier be independently registered to ISO 9001-2000 and obtain a copy of each supplier's certification and number and review each calendar year any surveillances or audits conducted. What mechanisms have your suppliers put in place that have been documented and independently certified to insure you are not exposed to the ramifications of counterfeit products entering your supply chain?



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An aerospace AS9120 registration is subjective evidence of an (QMS) quality management system. This certification process requires the review of the QMS documentation prior to the audit. Upon acceptance of the documentation a multiple day audit will be performed, followed by a 90 day surveillance audit to confirm any small non conformances that were observed during the initial audit have been corrected. Upon successful completion of that audit, nine months later an annual audit is scheduled as the certificate is only issued for three years. Does this guarantee that you will not get counterfeit product? Unfortunately NO! But it does provide a process that can identify potential problems.

As an aerospace AS9120 certified company, Electronic Supply Chain Solutions not only has the QMS described above but we are also a quality advocate and maintain an approved supplier list that outlines not only the scope of what we buy from a supplier, we also maintain a matrix of how many on-time deliveries and quality issues at any given time. At the end of each year if a supplier has maintained a perfect on-time record and do not have any (SCARS) supplier corrective actions reports we provide them with a certificate acknowledging their accomplishment and ask them to continue to strive for excellence. Does this guarantee that our customers are protected 100% NO!!! But it helps to know who you do business with and that you have recourse if the product is not acceptable.



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At Electronic Supply Chain Solutions we do not accept any product into our company that does not have a C of C. All of our purchase orders demand that the product be new, ESD packaged, and our suppliers identify each lot or date code of each of the items on the packing list. If this is not done the supplier is advised to comply and a faxed copy is demanded or the product is returned. We visually inspect all products for quantity and markings. If a product is not suspect to counterfeiting we pull a data sheet and compare it with the markings on the product to insure the product delivered is in fact the product we ordered. Our quality department will stamp the data sheet to state it complies and when available, compare it to a known good device from the same manufacturer. A copy is sent with the product and a copy is retained for 7 years in our suppliers file. Digital photos are taken on most products for packaging issues and identification purposes in the future.

At ESCS if we are not able to source the product directly from the factory or it's distributors with the proper pedigree paperwork, we advise our customers to that fact, and suggest that to insure they are receiving a perfect part that we have a functionally test performed. If it is an integrated circuit of all the same lot, we send one sample to a test house and require they de-lid the part and provide i.e. 800x magnification photos and compare the serial numbers on the die with that of the manufacturer's data sheet.



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Upon completion of the functionality and the visual test we will demand that the remaining product be tinned and recertified for date code. This alleviates any date code restrictions and also ensures the product will accept solder. A sample of each date code would be destroyed and multiple lots could then be recertified for current date code. Test dots are not usually used during this process as the product that is destroyed is subjective evidence of quality product. All test reports are retained by ESCS and a copy is supplied with the product.

While this process seems out of the realm of your average broker, ESCS suggests that based on the recent influx of counterfeit product from China, and here in the U.S., companies that **do not** have the credentials described above should be part of your vendor reduction. We can no longer buy from the people who did not insist their companies take the required steps to insure our supply chain. At ESCS we don't think our customers should demand anything less.

Visit www.escs9120.com to find out how we identify hundreds of manufacturers RoHS initiatives to help our customers who need to make the transition to lead-free and RoHS.

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