

/ 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

EMS: H&T Intelligent Control

Business issue: H&T Intelligent Control based in Shenzhen, China, needed help, particularly during the chip shortage, in expediting the RFQ process and delivery improvements for both sample and mass production orders of electronic components.

Avnet Business Migration role: Delivery fulfillment is always the priority for H&T. BMT Asia worked closely with the BMT Americas team to expedite the RFQs. BMT Asia worked with the component vendors together with their BMT Americas counterparts to address the issues and meet customer expectations, as well as align costs.

Customer Quote: We need Avnet BMT's consistent support in smoothing the project transfer from these end customers and Avnet BMT has been quite helpful with many different migration projects.



/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 did 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 stepped up and 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.

/BMT customer

Secure alignment of supported pricing, gain parts allocation

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

Design location: Stuttgart, Germany

Contract manufacturer: Suzhou Yaoxin, Jiangsu, China

End user: Geely/Lotus,

Business issue: Odelo Automotive was shifting its manufacturing to Asia and needed to secure alignment of pricing and ongoing allocation support.

Avnet Business Migration Team (BMT) role: Avnet BMT provided guidance and advice to the regional teams to secure pricing alignment and inventory supply between the CM, OEM and component manufacturers.

