



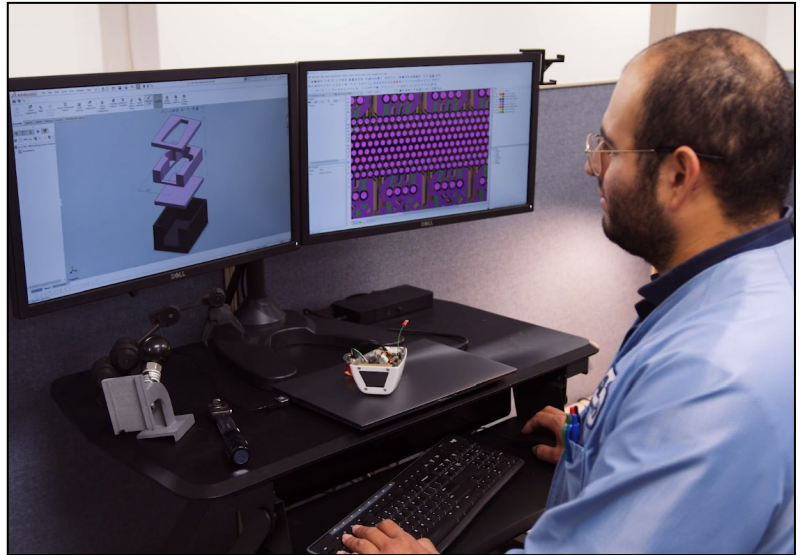
Third Quarter 2023

## Axiom Solutions Video Now Available

Axiom Electronics continually improves its processes and capabilities to ensure it is able to meet the technology and service needs of its customer base.

Its new video offers a fast-paced overview of the varying solutions it offers its customers.

From board level assembly to sub-assembly and systems build, Axiom is able to provide superior quality. The new video highlights the ways Axiom's team develops unique customer



**Axiom's latest video provides a detailed look at the complex solu-**

solutions that ensure the level of quality and reliability they require. It can be viewed [here](#).

## Kemper Promoted to President

Andrew Kemper has been named Axiom Electronics' President. Previously, he served as the Company's General Manager.



He earlier had roles managing **Andrew Kemper** sales, supply chain and program management and has over eight years of program

management experience. Prior to joining Axiom, he was associated with EMA Design Automation and Cadence Design Systems in sales roles.

"Andy's extensive knowledge of Axiom's business model, processes and customers will be a huge factor in driving Axiom into the next chapter of the organization both in the day-to-day operations as well as strategic growth opportunities," said Bob Cantrell, Axiom Electronics' Chief Executive Officer.



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# BOM Health Report Helps Identify Material-Related Risks

Axiom is enhancing its supply chain related support for customers by adding a bill of materials (BOM) health report to its quotes. The report provides a clickable dashboard of BOM health with drill down data that makes it easy to identify risks within the BOM.

Information that is included in the BOM Health report includes:

- **BOM Lines:** the approved manufacturer list (AML) where the end customer has approved one or more manufac-

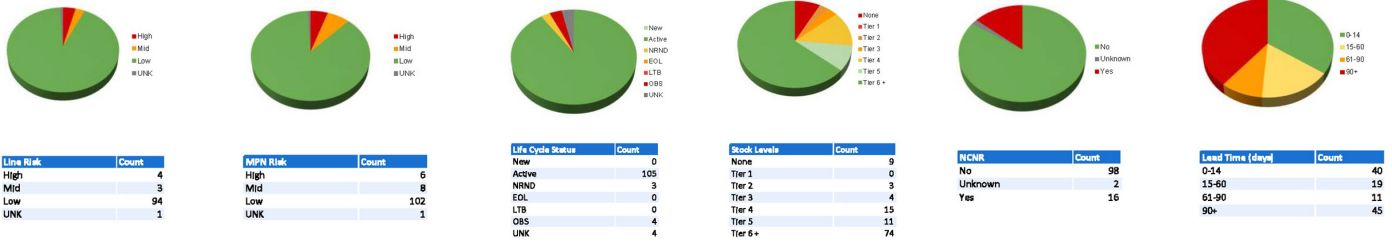
turer part numbers (MPN) with the same form/fit/function.

- **MPNs with no results:** the sum total of distinct MPNs with no responses from any supplier.
- **Earliest Delivery Date:** the earliest date when all MPNs can be received. BOM Health is excluding current stock levels from the suppliers because of the volatility of component availability.
- **Line Risk:** the count of BOM Lines

within a high/mid/low risk score based on lifecycle, component availability, lead time, number of supplier sources, and reported component on order status.

- High: less than -50
- Mid: between -26 and -50
- Low: greater than -25
- **MPN Risk:** the count of MPNs within a high/mid/low risk

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The new BOM Health Report uses charts to make it easy to identify potential risks and status of parts.

## Rowland Teaches Professional Development Course at SMTAI

Rob Rowland, Axiom’s Director of Engineering is teaching a professional development course at this year’s Surface Mount Technology Association International (SMTAI) Conference and Expo in Minneapolis titled, **Reflow Profiling Simplified**.

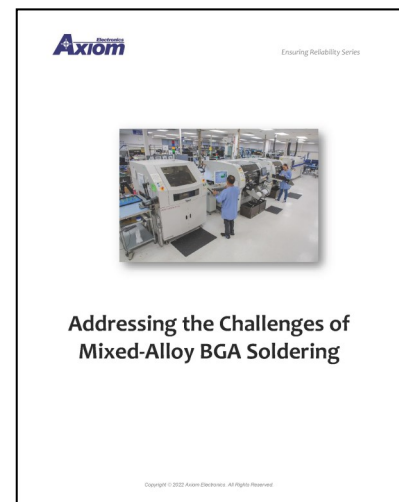
The workshop identifies and examines the critical material and process constraints associated with SnPb and Pb-free convection reflow soldering. Mixed alloy (SnPb/Pb-free) reflow soldering is also covered and a process and defect trouble shooting guide is included with the presentation.



**Rob Rowland**

A related whitepaper titled, **Addressing the Challenges of Mixed-**

**Alloy BGA Soldering**, can be downloaded from Axiom’s [blog](#).



## BOM Health

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score based on lifecycle, component availability, lead time, number of supplier sources, and reported component on order status.

- High: less than -50
- Mid: between -26 and -50
- Low: greater than -25
- **Lifecycle Status:** BOM health uses the furthest response within the MPN life cycle.
- **Stock Levels:** BOM health will respond with a tier rank as shown below:
  - Tier 1: 1-9 pcs in stock
  - Tier 2: 10-99 pcs in stock
  - Tier 3: 100-999 pcs in stock
  - Tier 4: 1000-9999 pcs in stock
- **NCNR:** If one or more suppliers report the MPN as NCNR is yes, BOM Health will show a “yes”.
- **Lead Time:** lead time is reported in calendar days within BOM Health. The value shown in BOM Health is the minimum lead time from the suppliers.

The Master List Data includes:

- **Line Risk Score:** after scoring all the MPNs on the BOM line, the line risk is the best MPN risk score based on lifecycle, component availability, lead time, number of supplier sources, and reported component on order status.
  - High: less than -50
  - Mid: between -26 and -50
  - Low: greater than -25
- **MPN Cross Score:** based on the original MPN, this is the highest-scored MPN from suppliers within the ecosystem using a string algorithm known as the Jaro-Winkler algorithm.
- **Suppliers with Stock:** the count of distinct suppliers within the ecosystem with stock available.
- **Projected Stock:** the sum of the stock reported to be available in the ecosystem.
- **Possible Crosses:** the count of possible crosses provided by the 30+ suppliers within the ecosystem.
- **Min/Max Lead Time:** lead time is pulled from suppliers within the ecosystem and is reported in calendar days.

- **On Order QTY:** of the suppliers within the ecosystem, this is the summed-on order QTY from the suppliers.
- **On Order ETA:** of the suppliers within the ecosystem, this is the minimum date (or earliest delivery) reported by the suppliers.
- **Country of Origin:** first country of origin response
- **Region:** first region response from the suppliers within the ecosystem.
- **RoHS:** If one or more suppliers report the MPN as RoHS is no, BOM Health will show a “no”.
- **MPN Risk Score:** the MPN risk score is based on lifecycle, component availability, lead time, number of supplier sources, and reported component on order status.
  - High: less than -50
  - Mid: between -26 and -50
  - Low: greater than -25

This reporting tool is designed to give Axiom’s team and its customers the ability to identify material risks early and collaborate on solutions.