



ummon
ELECTRONICS
Your Part Request is Granted

INDEX

ABOUT US.....	3
POWER SUPPLIES & BATTERIES.....	4
MANUFACTURERS WE LOVE	5
PRODUCT OVERVIEW FOR POWER SUPPLY & FOR BATTERIES/RECHARGEABLE BATTERIES	5
ACTIVE COMPONENTS	6
MANUFACTURERS WE LOVE	7
PRODUCT OVERVIEW.....	8
EXTRACT FROM THE PRODUCT GROUPS	9
CONNECTORS	10
A SELECTION OF PRODUCT GROUPS.....	11
MANUFACTURERS WE LOVE	12
MAINTENANCE, REPAIR & OPERATION (MRO)	13
OUR TOP MRO SUPPLIERS.....	14
SUPPLIERS WE LOVE	15
PASSIVE COMPONENTS.....	16
MANUFACTURER OVERVIEW.....	17
PRODUCT OVERVIEW.....	18
OVERVIEW OF OUR ADVANTAGES	18
RELAYS.....	19
PRODUCT OVERVIEW.....	20
MANUFACTURERS WE LOVE	22

ABOUT US



"YOUR PART REQUEST IS GRANTED"

Summon Electronics is a leading electronic component distributor and supply chain solution provider. We focus solely on navigating the global marketplace to offer our clients the most competitive prices possible whilst ensuring on time production and delivery. The depth of our experience in the market place brings a unique insight to the solutions that we provide to our clients.

OUR ADVANTAGES

- ◆ In House Cable Assembly Services
- ◆ Reeling Service
- ◆ Engineering Support
- ◆ Quick Response Time
- ◆ BOM Upload Tool
- ◆ Market Analysis Report
- ◆ Procurement of Hard to Find Parts
- ◆ Blanket and Scheduled Orders
- ◆ No Minimum Quantity Surcharge
- ◆ Flexible Pricing
- ◆ BILL OF MATERIALS UPLOADS
- ◆ ESD Packaging
- ◆ MSL Packaging
- ◆ FREE SHIPPING
- ◆ Custom Delivery



POWER SUPPLIES & BATTERIES

MANUFACTURERS WE LOVE



Established in 1989, **CUI Inc** focuses on improving the experience for the design engineer. Providing a diverse range of ac-dc power supplies, dc-dc converters, and power filters, CUI Inc also provides a variety of power resources and unparalleled customer service to improve the way power products are purchased now, and in the future.



MEAN WELL is a leading switching power supply manufacturer with products like AC/DC switching power supplies, DC/DC converters, DC/AC inverters, and battery chargers. MEAN WELL power supplies are widely used in automation, communication, medical, moving sign, and office automation fields.



PULS has been dedicated to electrical engineering for over 35 years. The company devotes itself exclusively to the development, production and sale of power supply products for DIN rails. PULS combines engineering know-how, strength and energy to ensure it stays at the top of its game. This focus means that the company is setting the benchmarks for technology and quality.

All products are manufactured at two state of the art production plants.



Phoenix Contact is a global market leader and innovator in the electrical engineering and automation sectors. Founded in 1923 the family-owned company from Blomberg, Germany, now owns an international distribution network providing guaranteed proximity to its customers. Phoenix Contact offers innovative products and solutions around industrial connection technology, automation, interface-systems and surge protection. The product range includes sensors, controllers, modular terminal blocks, splash-proof machinery connectors, wireless Ethernet products for up-to-date control cabinets, and custom solutions for various applications.



SIEMENS, Power Supplies Comprehensive portfolio from a single provider Including SIRIUS power supplies and transformers and our stabilized SITOP power supply units, our range of power supply systems raises the bar for reliability, compactness and functionality. Our extensive portfolio also comprises SIDAC power supply systems, AS-Interface power supplies, and the SINVERT grid-infeed system for larger photovoltaic systems and solar power stations.



Vicor Corporation, manufactures and markets innovative, high-performance modular power components, from power modules to semiconductor-centric solutions, to enable customers to efficiently convert and manage power from the power source to the point of load. Vicor's Power Component Design Methodology enables power system designers to reap all of the benefits of modular power component design – predictable component and system functionality and reliability, fast design cycles, and easy system configurability, re-configurability and scaling – while achieving system operating efficiency, power density and economy that rival the best alternative solutions.



WAGO's efficient power supplies always deliver a constant supply voltage – whether it's for simple applications or for automation with greater power requirements.

PRODUCT OVERVIEW FOR POWER SUPPLY

	DIN Rail Power Supply	Built-In Power Supply	Wall Power Supply	Tabletop Power Supply	Converters	Transformers
BLOCK	✓					✓
CAMTEC	✓	✓				
CUI Inc	✓	✓	✓	✓	✓	
Deutronic	✓	✓	✓	✓	✓	
EA-Elektroautomatik	✓	✓				
EGSTON		✓	✓	✓		
Engel						✓
FILEC						✓
FRIWO		✓	✓	✓		
MEAN WELL	✓	✓	✓	✓		
Myrra						✓
PeakTech			✓			
PHOENIX CONTACT	✓					
PULS	✓				✓	
RECOM	✓	✓			✓	
REO						✓
Sedlbauer AG						✓
SIEMENS	✓					
Spitznagel						✓
Statron					✓	✓
Talema						✓
TRACO Power	✓	✓			✓	
VACUUMSCHMELZE						✓
Veropower		✓				
Vicor Corporation			✓	✓	✓	
WAGO	✓					

TOP MANUFACTURERS

POWER SUPPLY



& FOR BATTERIES/RECHARGEABLE BATTERIES

	Round Cells	Button Cells	Flat Batteries	Special Batteries	Round Cells	Button Cells	Lead/Lithium Accumulators	Rechargeable Battery Pack
CARDIOCELL	✓	✓						
Duracell	✓	✓	✓				✓	
Exide							✓	
GREENSAVER							✓	
Kung Long							✓	
Panasonic	✓	✓	✓		✓	✓	✓	
Renata		✓						
Saft	✓				✓			
Seiko Instruments Inc.				✓				✓
Tadiran Batteries	✓	✓		✓				
Ultralife Corporation	✓		✓	✓	✓		✓	✓
VARTA	✓	✓	✓	✓	✓	✓		✓
Vision							✓	
Yuasa							✓	

TOP MANUFACTURERS

BATTERIES

RECHARGEABLE BATTERIES





ACTIVE COMPONENTS



MANUFACTURERS WE LOVE



Intel® programmable solutions (formerly Altera®) enable designers of electronic systems to rapidly and cost effectively innovate, differentiate and win in their markets. Intel offers FPGAs, SoCs, CPLDs, and complementary technologies, such as power solutions, to provide high-value solutions to customers worldwide.



Microchip Technology Inc. is a leading provider of microcontroller, mixed-signal, analog and Flash-IP solutions, providing low-risk product development, lower total system cost and faster time to market for thousands of diverse customer applications worldwide. Headquartered in Chandler, Arizona, Microchip offers outstanding technical support along with dependable delivery and quality.

ON Semiconductor®



ON Semiconductor is driving energy efficient innovations, empowering customers to reduce global energy use. The company is a leading supplier of semiconductor-based solutions, offering a comprehensive portfolio of energy efficient power management, analog, sensors, logic, timing, connectivity, discrete, SoC and custom devices. The company's products help engineers solve their unique design challenges in automotive, communications, computing, consumer, industrial, medical, aerospace and defense applications. ON Semiconductor operates a responsive, reliable, world-class supply chain and quality program, a robust compliance and ethics program, and a network of manufacturing facilities, sales offices and design centers in key markets throughout North America, Europe and the Asia Pacific regions.



STMicroelectronics is a global independent semiconductor company and a leader in developing and delivering semiconductor solutions across the spectrum of microelectronics applications. An unrivaled combination of silicon and system expertise, manufacturing strength, Intellectual Property (IP) portfolio, and strategic partners positions, STMicroelectronics is at the forefront of System-on-Chip (SoC) technology and its products play a key role in enabling today's convergence trends.



Texas Instruments Incorporated designs and manufactures analog technologies, digital signal processing (DSP) and microcontroller (MCU) semiconductors. TI is a leader in semiconductor solutions for analog and digital embedded and applications processing. A global semiconductor company, TI innovates through design, sales and manufacturing operations in more than 30 countries.

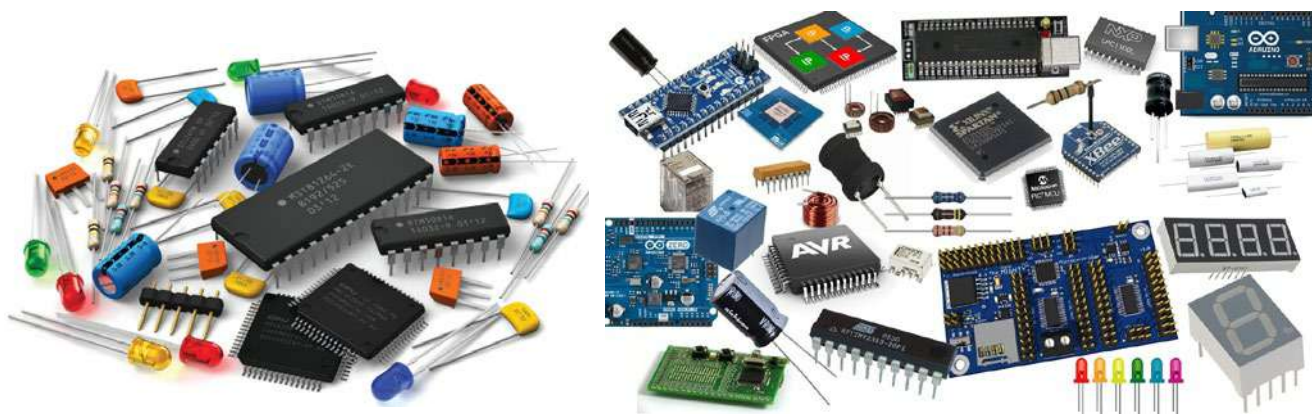


Xilinx develops highly flexible and adaptive processing platforms that enable rapid innovation across a variety of technologies, from the endpoint to the edge to the cloud. Specializing in programmable logic devices, Xilinx is the semiconductor company that invented the Field Programmable Gate Array (FPGA), the hardware programmable System on Chip (SoC), and the Adaptive Compute Acceleration Platform (ACAP).



PRODUCT OVERVIEW

	Semiconductor devices	Clock & Timer ICs	Embedded Processor/ Controllers	Power Management ICs	Interface ICs	Programmable Logic ICs	Amplifier ICs	Wireless & RF Circuits
Broadcom	✓		✓		✓			✓
Cypress	✓	✓	✓	✓	✓	✓		
Epson	✓	✓	✓		✓			
IDT	✓	✓		✓	✓	✓	✓	✓
Infineon	✓		✓	✓	✓		✓	✓
Altera/Intel	✓		✓	✓	✓			✓
ISSI	✓	✓			✓		✓	
Lattice	✓			✓	✓	✓		
Maxim	✓	✓		✓	✓		✓	✓
Microchip	✓	✓	✓	✓	✓	✓	✓	✓
NXP	✓	✓	✓	✓	✓	✓	✓	✓
ON Semiconductor	✓	✓	✓	✓	✓	✓	✓	✓
Panasonic	✓						✓	
Renesas	✓	✓	✓	✓	✓		✓	✓
ROHM	✓	✓	✓	✓	✓	✓	✓	✓
Silicon Labs	✓	✓	✓	✓	✓		✓	✓
STMicro	✓	✓	✓	✓	✓	✓	✓	✓
TI	✓	✓	✓	✓	✓	✓	✓	✓
Toshiba	✓			✓	✓	✓	✓	✓
Xilinx	✓					✓		
Zilog	✓	✓	✓		✓			✓





EXTRACT FROM THE PRODUCT GROUPS

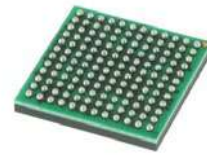
Semiconductor devices



dsPIC33CK64MP102-I/SS



PIC32MZ2064DAR169-I/6J



S1C17704B103100

Optical Switches



QRE1113

LED Lighting Drivers



ASL1507SHNY

Photodiodes



MICROFJ-30035-TSV-TR

Amplifier ICs



NCS333ASN2T1G

Clock & Timer ICs



ISL12057IBZ-T

Programmable Logic ICs



PAL22V10Z-25CJTL

Microcontrollers & Drivers



CY8C6136FTI-F42T



TXB0108YZPR2



S1D13700F02A100

FPGAs, SOCs, CPLDs



XILINX VIRTEX-5



Altera FPGA EP2C8Q208C8N



XC9572XL-10VQG64C



CONNECTORS



A SELECTION OF PRODUCT GROUPS

	Terminal blocks, series terminals	Audio /Video connectors	Automotive connectors	Crimp contacts	D-Sub connectors	Industrial circular connectors	RF connectors	Cable lugs, sleeves, spade connectors	Laboratory connectors	Circuit board connectors and connections systems	Fibre optic connectors	Modular/telecommunications connectors	Mains connectors	Low voltage connectors	Photovoltaic connectors	Heavy-duty connectors	Sensor/actuator connectors	Memory card connectors	Plug housings and receptacle housings	Pin headers and female contacts	USB and computer connectors	Valve plug-in connectors
3M	✓				✓						✓	✓						✓	✓			
Amphenol		✓		✓		✓	✓															
Assmann WSW		✓	✓		✓					✓	✓										✓	
Binder						✓											✓					
Bulgin				✓		✓					✓	✓	✓				✓					
CONEC				✓	✓					✓		✓					✓			✓		
Eaton	✓	✓	✓																✓			
Fischer Elektronik									✓	✓										✓		
Glenair		✓			✓						✓	✓							✓		✓	
Harting				✓	✓	✓				✓						✓	✓					
Hirose						✓	✓															
Hirschmann						✓			✓			✓	✓				✓					✓
ITT		✓	✓		✓		✓															
JST				✓						✓									✓			
LEMO							✓															
LAPP						✓										✓						
Lumberg		✓		✓		✓				✓		✓	✓	✓			✓		✓		✓	
METZ	✓											✓										
Molex			✓	✓	✓	✓	✓	✓		✓	✓	✓		✓	✓	✓	✓	✓	✓		✓	✓
NEUTRIK		✓				✓	✓						✓								✓	
NorComp					✓	✓						✓							✓			
Onshore	✓						✓					✓									✓	
Phoenix Contact	✓			✓		✓				✓		✓			✓	✓	✓					✓
REAN			✓				✓															
Schurter													✓									
Stäubli							✓		✓						✓							
TE Connectivity			✓	✓	✓	✓	✓	✓		✓	✓	✓			✓	✓	✓	✓	✓	✓	✓	✓
Telegärtner						✓	✓			✓		✓										
Wago	✓									✓												
Weidmüller	✓											✓				✓	✓					
Yamaichi					✓		✓					✓						✓				

■ TOP MANUFACTURERS

MANUFACTURERS WE LOVE



CONEC is a leading global designer and manufacturer of a wide variety of electronic interconnect products, featuring machined signal and power contact technology for Standard, High Density, Combination D-sub, designed for high reliability applications, or for IP67 harsh-environments and EMI Filter solutions. CONEC also offers an Industrial Circular line of IP67 harsh-environment RJ 45, USB, LC Fiber, M12, M8 type connectors for Industrial Ethernet and Automation applications. CONEC is a leading connector solutions provider for Aerospace, Automation, Communication, Industrial, Instrumentation, Medical and Telecom markets and committed to providing fast, reliable solutions to OEMs and contract manufacturers.



Hirose Electric Company specializes in the manufacture of connectors and has been a contributor to the development of the electronics sector for over 70 years. Their modest and humble business philosophy of seeking wisdom from all sources and incorporating that knowledge to maintain high quality and efficiency has earned Hirose a loyal customer base. Hirose is also committed to environmental issues in the manufacture of connectors such as coaxial connectors, FFC / FPC connectors, and single and double row connectors.



HARTING develops, manufactures and sells electrical and electronic connectors, device terminations, backplanes, network components as well as cable harnesses for networks or machinery, or for power and data application in factories. HARTING products are used in mechanical and plant engineering, broadcast and entertainment, factory automation, power generation and distribution as well as industrial electronics and telecommunication.



ITT Interconnect Solutions, a division of ITT Corporation, is a world leader in the design and manufacture of highly engineered connector solutions. They operate on a global basis serving customers in the aerospace and defense, medical, oil & gas, transportation and industrial end markets. From the invention of rack-and-panel and D-subminiature to the latest fiber-optic, composite and miniaturized connectors, ITT Interconnect Solutions has been synonymous with innovation, reliability and quality for over 100 years. Today their powerful brands, Cannon, VEAM and BIW Connector Systems deliver solutions that enable the transfer of data, signal, and power in an increasingly connected world.



Lumberg is a German family-run company which has been developing and producing connectors and contact systems and electromechanical and mechatronic components for any technical application for over 80 years. Lumberg's concentration on technology for automotive applications, household devices and on building technology and mobile radio networks has resulted in highly specialized user knowledge.



Molex brings together innovation and technology to deliver electronic solutions to customers worldwide. With a presence in more than 40 countries, Molex offers a full suite of solutions and services for many markets, including data communications, consumer electronics, industrial, automotive, commercial vehicle and medical.



Schurter specialize in the design and manufacturing of innovative electronic components that offer customers a safe and easy solution for circuit protection and power quality including fuses, fuseholders, circuit breakers, IEC connectors, power entry modules (PEM's), EMC filters and vandal resistant switches. Schurter's primary markets include Data Communications, industrial, Renewable Energy, Medical and Test Instrumentation.



Multi-Contact has been part of the **Stäubli** Group for 25 years. However it has been trading under the name Stäubli Electrical Connectors AG since January 1, 2017. Thanks to their high contact quality, low dissipation, and long life, these connectors are often used in demanding applications in tough environments with high current load capacity and high mating cycles. Over the last 40 years, Stäubli has also become a byword for high quality measuring equipment.



TE Connectivity Ltd. is a \$14 billion global technology and manufacturing leader creating a safer, sustainable, productive, and connected future. For more than 75 years, TE Connectivity's connectivity and sensor solutions, proven in the harshest environments, have enabled advancements in transportation, industrial applications, medical technology, energy, data communications, and the home. With 80,000 employees, including more than 8,000 engineers, working alongside customers in approximately 140 countries, TE ensures that EVERY CONNECTION COUNTS.



MAINTENANCE, REPAIR & OPERATION (MRO)



OUR TOP MRO SUPPLIERS

	Adhesive and Insulating tapes	Cable Fixings	Chemical Auxiliary products	Control Devices	Copper and Fiber Optic	ESD protection	Fans	Fuses, Circuit Breaker's	Hand Tools	Industrial Safety	Line Filter	Measurement Technology	Magnets	Mounting Material	Pneumatic	Power cable (power cord)	Power Supplies	Relay, Semiconductor Relay	Sensor/Actuator cable	Sensors, Light barriers	Soldering technology	Switches, buttons, and Knobs
3M	✓									✓												
ABB								✓		✓												
APEM																						✓
ASSMANN					✓																	
BLOCK											✓						✓					
Bulgin								✓											✓			✓
CAMTEC																✓						
CONEC											✓											
Corning		✓			✓									✓								
Crydom																		✓				
Deutronic																	✓					
ebm-papst							✓															
EA Elektroautomatik																	✓					
Eaton						✓		✓										✓		✓		✓
EFB Elektronik					✓											✓						
EICHHOFF											✓											
Eltako																		✓				
E-T-A								✓														
FELLER																✓						
Finder																		✓				
Fischer														✓								
Fluke												✓										
HARTING									✓					✓					✓			✓
HellermannTyton	✓	✓	✓											✓								
Hirschmann					✓									✓					✓			
Honeywell																				✓		✓
Hubell		✓		✓	✓			✓		✓	✓	✓	✓	✓	✓	✓	✓	✓	✓			
ITW			✓																			
Kendrion Kuhnke													✓		✓							
KNIPEX									✓													
LAPP		✓														✓						
Littelfuse								✓														
LOCTITE			✓																			
Lumberg Automation																			✓			
MENNEKES								✓						✓		✓						✓
MENTOR								✓														✓
Molex					✓														✓			✓
Omron																		✓	✓	✓		✓
Panasonic							✓											✓	✓	✓		✓
Panduit		✓							✓					✓								
Pepperl+Fuchs																				✓		
Phoenix Contact								✓						✓			✓	✓	✓			
PULS																	✓					
RAFI				✓																		✓
RECOM																	✓					
Rohde & Schwarz												✓										
Schneider Electric				✓				✓				✓		✓			✓	✓	✓	✓		✓
SCHURTER								✓			✓					✓						✓
Sensata																						
SES Sterling	✓	✓							✓										✓			
Siemens																	✓					
SUNON																						
TDK							✓					✓										
TE Connectivity		✓			✓			✓				✓							✓	✓		
Teledyne Lecroy												✓										
Telegärtner											✓											
tesa	✓																					
Traco																	✓					
Thomas & Betts	✓	✓			✓											✓		✓	✓			
Volex																✓						
Weidmüller		✓			✓			✓												✓		✓
Weller																					✓	
Wera									✓													
Wiha									✓													

SUPPLIERS WE LOVE

3M

ABB

APEM

ASSMANN

BLOCK

bulgin

CAMTEC
POWER SUPPLIES

CONEC
TECHNOLOGY IN CONNECTORS

CORNING

crydom

DEUTRONIC
elektronik gmbh
Power Supply Solutions for Industrial Systems
EDMUND group

EATON
Powering Business Worldwide

E A
Elektro-Automatik

ebm papst

E F B
ELEKTRONIK

EICHHOFF
KONDENSATOREN

Eltako
ELECTRONICS

E-T-A
ENGINEERING TECHNOLOGY

FELLER
POWER CORDS

finder

fischer
elektronik
kühlen schützen verbinden

FLUKE

HARTING

HellermannTyton

HIRSCHMANN
A BELDEN BRAND

Honeywell

HUBBELL

ITW Chemtronics

KENDRION

KNIPEX

LAPP KABEL

Littelfuse

LOCTITE

Lumberg
passion for connections

MENNEKES

MENTOR

molex

OMRON

Panasonic

PANDUIT

PEPPERL+FUCHS

PHOENIX CONTACT

PULS

RAFI

RECOM

ROHDE & SCHWARZ

Schneider Electric

SCHURTER
ELECTRONIC COMPONENTS

Sensata Technologies

SES

SIEMENS

SUNON

TDK

TE
connectivity

TELEDYNE LECROY
Everywhere you look

Telegärtner
KARL GÄRTNER GMBH

tesa

Thomas & Betts

TRACO POWER

Voelx

Weidmüller

Weller

Wera
BE + TOOL REBEL

wiha
Tools that work for you



PASSIVE COMPONENTS



MANUFACTURER OVERVIEW

	Resistors	Capacitors	Potentiometers & Trimmers	Thermistors & Varistors	Inductors	Crystals & Resonators	Suppressor filters	Ferrites
Alpha			✓					
Alps			✓					
ATE	✓							
Auris						✓		
AUTH							✓	
AVX		✓		✓	✓	✓		
BCcomponents	✓	✓						
Beyschlag	✓	✓						
BI Technologies	✓		✓		✓			
Bourns	✓		✓		✓			
Caddock	✓							
Coilcraft					✓		✓	
Cornell Dubilier (CDE)		✓						
EPCOS		✓		✓	✓	✓	✓	✓
Fastron					✓			✓
Fischer & Tausche / Ftcap		✓					✓	
Futaba	✓							
Isabellenhütte	✓							
Kemet		✓						
KRAH	✓		✓					
Littelfuse	✓	✓	✓	✓	✓		✓	
Mercury						✓		
Mundorf	✓	✓			✓			
Murata	✓	✓	✓	✓	✓		✓	✓
Neosid					✓			✓
Nichicon		✓		✓				
NOVA	✓	✓						
Panasonic	✓	✓	✓	✓	✓		✓	
Phycomp	✓							
QANTEK Technology Corporation						✓		
Samsung		✓						
Schaffner					✓		✓	
SCHURTER							✓	
Sprague		✓						
Stelco / Sumida					✓			
TDK		✓		✓	✓	✓	✓	✓
TE Connectivity	✓							
Thora								✓
TT electronics	✓		✓		✓			
Vishay	✓	✓	✓					
Wima / Westermann		✓						
Yageo	✓	✓						

■ TOP MANUFACTURERS

BOURNS®

Coilcraft

Fastron

KEMET
CHARGED.

Littelfuse®
Expertise Applied | Answers Delivered

muRata
INNOVATOR IN ELECTRONICS

SCHAFFNER
shaping electrical power

SCHURTER
ELECTRONIC COMPONENTS

TDK

TE
connectivity

VISHAY

WIMA®



PRODUCT OVERVIEW

CAPACITORS



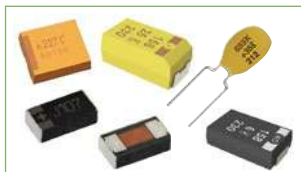
Ceramic Capacitors



Film Capacitors



Electrolytic Capacitors



Tantalum Capacitors

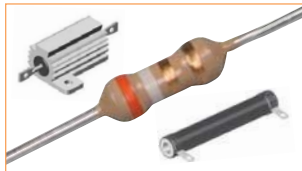


Super Capacitors

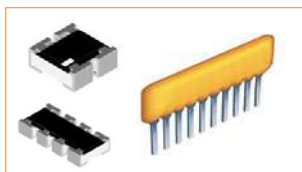
RESISTORS



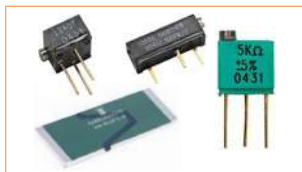
SMD Resistors



Wired Resistors



Resistor Networks



Precision Resistors



RF Resistors

INDUCTORS



SMD Inductors



Ring Core Chokes



Ferrites



Suppression Chokes



Wireless Charging Coils

OTHER PRODUCTS



Filters



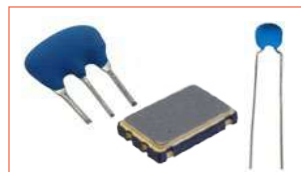
Potentiometers, Trimmers



Thermistors and Varistors



Crystals



Resonators



OVERVIEW OF OUR ADVANTAGES

- ◆ In House Cable Assembly Services
- ◆ Reeling Service
- ◆ Engineering Support
- ◆ Quick Response Time
- ◆ Market Analysis Report
- ◆ Procurement of Hard to Find Parts
- ◆ Blanket and Scheduled Orders
- ◆ No Minimum Quantity Surcharge
- ◆ Flexible Pricing
- ◆ BILL OF MATERIALS UPLOADS
- ◆ ESD Packaging
- ◆ MSL Packaging
- ◆ FREE SHIPPING
- ◆ Custom Delivery



RELAYS



PRODUCT OVERVIEW



AUTOMOTIVE RELAYS



GENERAL PURPOSE RELAYS



HIGH FREQUENCY / RF RELAYS



INDUSTRIAL RELAYS



LOW SIGNAL RELAYS - PCB



PRODUCT OVERVIEW



REED RELAYS



RELAY SOCKETS & HARDWARE



SAFETY RELAYS



SOLID STATE RELAYS



TIME DELAY & TIMING RELAYS



MANUFACTURERS WE LOVE

ABB	Hi Relay
Aleph	Hamlin
Allied Controls Inc.	Honeywell
American Zettler Inc.	Ixys
Amperite	Idec
Artisan	Joslyn
Aromat	Kemet
ATC Diversified	Meder
CII	NEC / World Products
CIT Relay & Switch	Omron
Comus International	Panasonic
Coto Technology	P&B / TE Connectivity
CP Clare	Phoenix Contact
Crouzet	Siemens
Crydom	Song Chuan
Curtis Industries	Schneider Electric
Cynergy3	Stancor
Deltrol	Struthers Dunn
Eaton	Schneider Electric/ Legacy Relays
ECE	Solid State Optronics (SSO)
Fanox	Standex
Goodsky	TE Connectivity
Guardian	Teledyne



Case Study 01

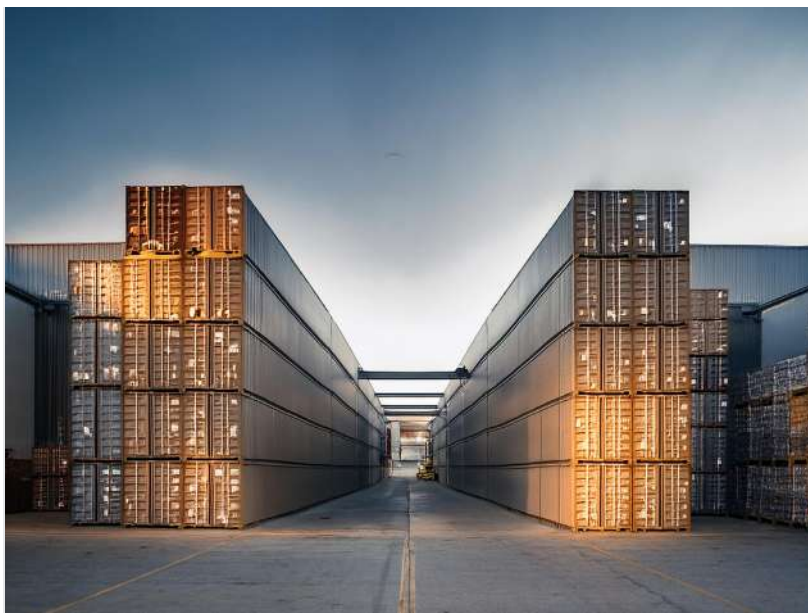


Expanding Market Reach and Ensuring Compliance for Raw Component Manufacturers

A Case Study with Summon Electronics

Customer Profile

A large Asian-based manufacturer specializing in electronic components (e.g., capacitors, resistors) aimed to expand its U.S. market presence. The manufacturer required a reliable partner to provide local representation, support with quality standards, and solutions for managing tariffs and logistics.



Challenges Faced by the Manufacturer

- ⦿ Limited brand presence and customer reach in the U.S.
- ⦿ High tariffs and logistics complexities for overseas shipments.
- ⦿ Difficulty in ensuring competitive pricing and meeting quality compliance, including PPAP (Production Part Approval Process) requirements.

How Summon Electronics Solved These Challenges?

Engineering & Quality Assurance Support

Summon Electronics, an ISO 9001 certified distributor, provided comprehensive engineering support, quality documentation assistance, and facilitated the PPAP process, reducing the complexities of meeting U.S. standards.

Long-Term Component Storage & Kanban

Summon offered up to three years of component storage and implemented a kanban system, ensuring just-in-time deliveries and minimizing lead times.

Platform & API Integration for Market Representation

Through RFQ Genie and API integrations, Summon provided direct access to American buyers, enhancing market visibility.

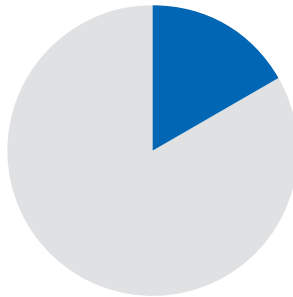
Tariff & Shipping Management Expertise

Summon's expertise in U.S. tariffs and shipping logistics minimized import costs and ensured efficient, compliant entry into the market.

Results Achieved



30% growth in U.S. sales within the first year.



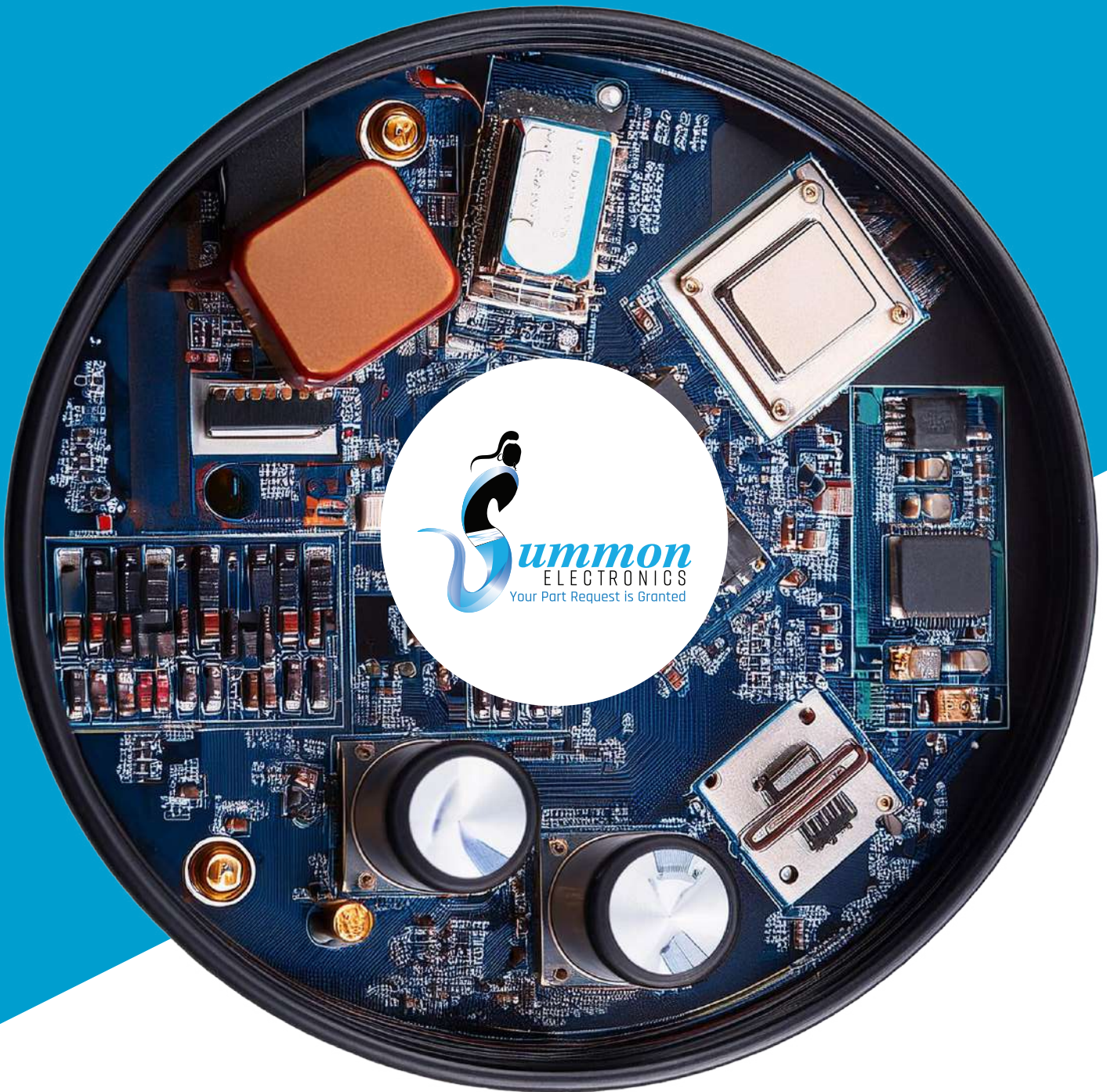
20% reduction in lead times due to kanban and storage.



40% decrease in compliance-related costs and delays with streamlined PPAP support.

Conclusion

Summon Electronics offers the ideal combination of market expertise, advanced technology, and professional support for raw component manufacturers entering the U.S. market. Our ISO 9001 certification and robust supply chain solutions make Summon a trusted partner for companies seeking sustainable growth.

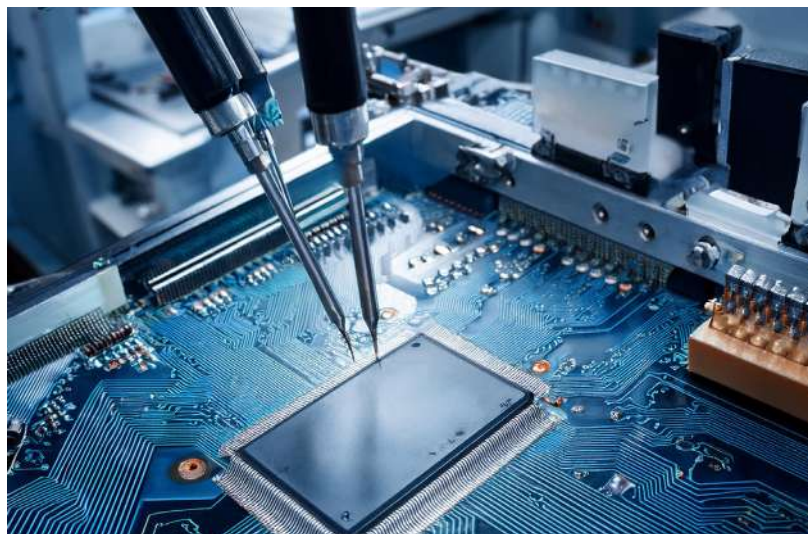


Streamlining Component Sourcing and Simplifying Supplier Relationships for Manufacturers of Completed Assemblies

A Case Study with Summon Electronics

Customer Profile

A European-based manufacturer producing complete electronic assemblies for industrial automation, seeking to increase their U.S. customer base and simplify their sourcing process.



Challenges Faced by the Manufacturer

- ⦿ Managing multiple component suppliers, creating a high administrative burden.
- ⦿ Need for consolidated supply base to streamline operations and reduce costs.
- ⦿ Desire for cost-effective sourcing without the need for a separate marketing platform.

How Summon Electronics Simplified the Manufacturer's Supply Chain?

Supply Base Consolidation

Summon Electronics simplified procurement by consolidating multiple suppliers under Summon's distribution, reducing the administrative load and improving supply chain coordination.

Platform Access for Efficient Sourcing

RFQ Genie provided the manufacturer with easy access to a range of vetted components, allowing efficient, centralized procurement.

Cost-Effective Purchasing

Summon's expertise in sourcing and competitive pricing helped the manufacturer optimize costs for the entire bill of materials, increasing project profitability.

Results Achieved



40% reduction in supplier count, lowering procurement complexity and associated costs.



15% cost savings on components through Summon's competitive pricing strategy.

Consistent access to essential components, leading to improved production timelines.

Conclusion

Summon Electronics enables manufacturers of completed assemblies to simplify their sourcing process, reduce costs, and gain reliable access to critical components. Our expertise in supply consolidation makes us a trusted, efficient partner for U.S. market expansion.

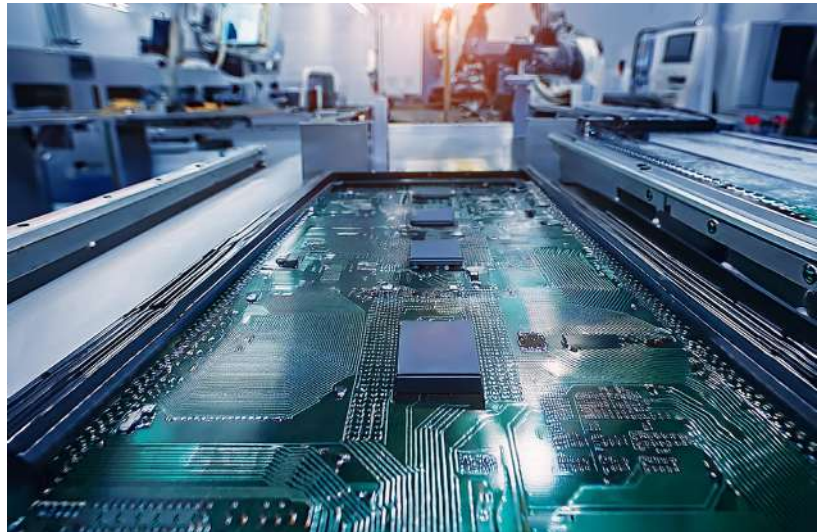


Enhancing Transparency and Ensuring Competitive Pricing for Contract Manufacturers

A Case Study with Summon Electronics

Customer Profile

A contract manufacturer based in Mexico specializing in custom PCB assembly for automotive electronics, seeking to attract more U.S. clients.



Challenges Faced by the Manufacturer

- ⦿ Limited transparency in the supply chain, making it difficult to ensure competitive pricing.
- ⦿ Growing customer demand for traceability in parts and transaction records.
- ⦿ Managing pushy or opportunistic salespeople, leading to potential distrust and pricing inconsistencies.

How Summon Electronics Supported the Contract Manufacturer?

Supply Chain Transparency & Competitive Pricing

Summon Electronics provided a transparent sourcing platform, ensuring the manufacturer accessed competitive pricing while maintaining cost transparency.

Blockchain-Based Traceability

Summon's blockchain technology recorded every part and transaction detail, meeting clients' increasing demands for traceability and secure sourcing.

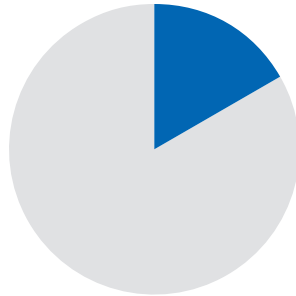
Professional, Value-Driven Sales Support

Summon's approach eliminated aggressive sales tactics, focusing instead on trustworthy, long-term partnerships aligned with the manufacturer's values.

Results Achieved



15% reduction in part sourcing costs due to competitive, transparent pricing.



20% increase in client satisfaction with improved part traceability and secure blockchain tracking.

Reduced time spent on vendor vetting, allowing more focus on core production.

Conclusion

Summon Electronics provides contract manufacturers with the supply chain transparency, competitive pricing, and professional partnership needed to attract U.S. clients. Our blockchain-based tracking and transparent sourcing ensure reliability and long-term trust with customers.

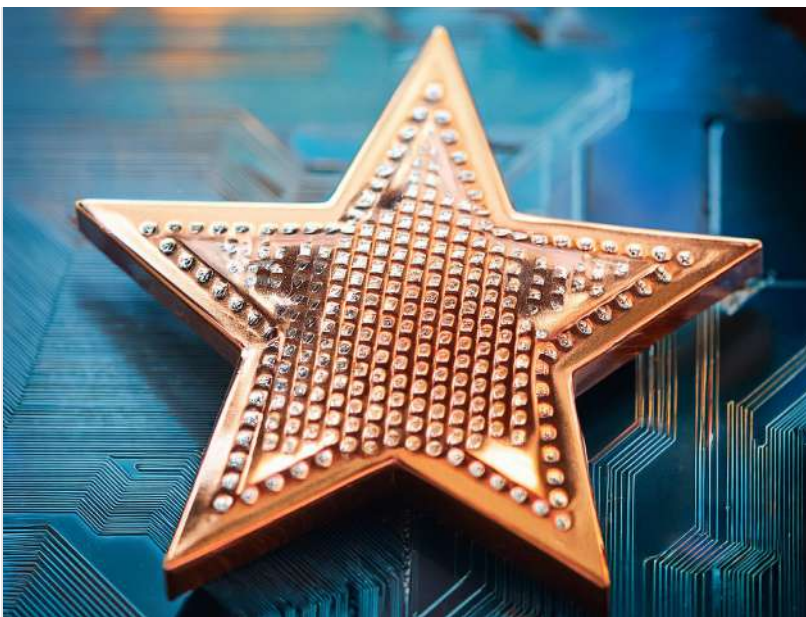


Expanding Market Reach and Simplifying Distribution for Component Distributors

A Case Study with Summon Electronics

Customer Profile

A distributor in South America focused on electronic components, looking to expand its reach in the U.S. and streamline logistics for American buyers.



Challenges Faced by the Manufacturer

- ⦿ Limited access to U.S.-based customers and lack of local partnerships.
- ⦿ High logistics and tariff costs associated with direct-to-customer shipments in the U.S.
- ⦿ Desire for preferred supplier status to increase brand recognition with American buyers.

How Summon Electronics Partnered with the Distributor?

Preferred Supplier Positioning

Summon Electronics positioned the distributor's parts as a preferred option on RFQ Genie, building brand recognition and increasing trust among American buyers.

Direct Shipping Model to U.S. Customers

Summon enabled the distributor to ship parts directly to U.S. customers, reducing lead times and boosting customer satisfaction.

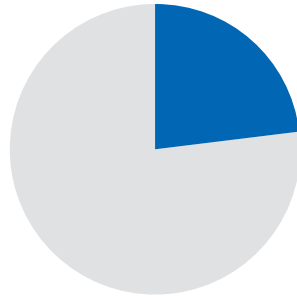
Tariff & Shipping Management

Summon handled U.S. tariffs and logistics, ensuring smooth and cost-effective entry for the distributor's products.

Results Achieved



25% increase in U.S. sales due to preferred supplier status and enhanced visibility.



30% faster shipping times, improving customer satisfaction through quicker delivery.



15% reduction in logistics and tariff costs, optimizing U.S. market entry.

Conclusion

Summon Electronics is a valuable partner for distributors seeking to expand into the U.S. Our preferred supplier positioning, direct shipping model, and logistics expertise help distributors connect with American buyers and achieve streamlined, cost-effective operations.



Helping International Manufacturers Grow in the U.S. Market

A Case Study with Summon Electronics

Customer Profile

An international manufacturer specializing in electronic components, seeking a comprehensive partner to establish and grow its presence in the U.S. market. Beyond simple distribution, they needed a strategic approach to build brand visibility, connect with key customers, and drive sustained sales growth.



Challenges

- ⦿ **Limited Market Insight and Reach:** The manufacturer faced difficulties reaching and engaging with U.S.-based decision-makers who would benefit most from their products.
- ⦿ **Intense Competition in the Market:** The crowded U.S. market made it hard to stand out among well-established brands.
- ⦿ **Need for a Proactive Sales and Marketing Partner:** Traditional distribution models fell short of their needs; they required a partner capable of targeted outreach, ongoing market analysis, and an advanced, CRM-driven approach to customer engagement.



Solution: Summon Electronics as a Strategic Growth Partner

Summon Electronics provided a unique, integrated solution that combined marketing, representation, and distribution—serving as a one-stop partner to help the manufacturer establish and expand their brand in the U.S. market. Here's how Summon Electronics made a difference:

1. Precision Targeting Through CRM and Market Insight:

Summon's sophisticated CRM approach allowed the manufacturer to reach key audiences through multiple layers:

- ⦿ **Company-Specific Outreach:** Summon connected the manufacturer with high-potential companies that aligned with their product offerings, allowing for focused, effective engagements with ideal customer profiles.
- ⦿ **Keyword and Industry Engagement:** By identifying critical industry keywords and trends, Summon helped the manufacturer connect with prospects who were actively engaged in relevant conversations, ensuring the brand's visibility at pivotal moments.
- ⦿ **Industry-Targeted Expansion:** Summon also provided broad exposure within key industries where demand was high, establishing a strong presence for the manufacturer in sectors with significant growth potential.

Solution: Summon Electronics as a Strategic Growth Partner (Cont.)

2. CRM-Driven Sales Process for Dynamic Customer Engagement:

Summon's blend of CRM technology and analytics allowed for a targeted, data-driven sales process. This CRM-based approach delivered:

- ⦿ **Insightful Sales Analytics:** Using Zoho CRM, Summon tracked and interpreted engagement at every stage, refining outreach based on real-time data and ensuring messaging remained relevant and impactful.
- ⦿ **Continuous Optimization:** Our process allowed for dynamic adjustments to targeting and messaging based on customer responses, ensuring each outreach effort was increasingly effective.
- ⦿ **Transparency and Reporting:** Summon provided the manufacturer with clear visibility into sales and engagement metrics, fostering a strong, collaborative partnership.

3. The Perfect Blend of Marketing, Representation, and Distribution:

Summon Electronics acted as a marketer, manufacturer representative, and distributor, all in one. This powerful blend enabled Summon to not only deliver products but also actively promote the manufacturer's brand, build customer relationships, and drive measurable growth.

Results Achieved



30% Increase in U.S. Sales

within the first six months, driven by Summon's targeted CRM outreach and market expertise.



Stronger Brand Recognition:

The manufacturer saw a **40% increase in engagement** from qualified prospects, establishing a stronger foothold in targeted U.S. industries.

Deepened Customer Relationships:

Summon's data-driven outreach enabled the manufacturer to connect with decision-makers in key companies, building trust and long-term loyalty.

Conclusion

Summon Electronics combines the strengths of a marketer, manufacturer representative, and distributor to fuel growth for international brands entering the U.S. market. Our CRM-driven, targeted sales process and deep market expertise ensure your brand isn't just distributed but positioned for sustained success. With Summon, you gain a proactive partner who delivers growth and lasting impact.

SUMMON ELECTRONICS



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