Armed with the largest independent reference of current component prices available, the IHS Component Price Benchmark solution ensures you start all your purchases from a position of strength.

TAKE COMPONENT PRICING NEGOTIATIONS TO THE NEXT LEVEL

AND IT ONLY TAKES 3 EASY STEPS:

1. Upload your costed BOMs and AVLs

   We create statistical pricing models and predictions based on this data. Your information is secure, never shared and completely anonymous. Only this real-world data is used — no publicly sourced or industry-provided costings are utilized.

2. Compare your spend against the FBDC database

   You will receive an analysis of your spend against the benchmark data.

3. Review the price comparison

   Our tool identifies the items that are most unfavorably priced from your submitted costs. We provide target prices on these items in Excel® format organized using your part numbers and designations, sorted by savings impact.

ACTUAL PRICES AND SAVINGS (BASED ON CUSTOMER SPEND)

<table>
<thead>
<tr>
<th>Component Type</th>
<th>Client's Minimum Price</th>
<th>Targeted Price</th>
<th>Targeted % Savings</th>
</tr>
</thead>
<tbody>
<tr>
<td>Processor</td>
<td>$6.2212</td>
<td>$4.4388</td>
<td>29%</td>
</tr>
<tr>
<td>Memory</td>
<td>$7.5000</td>
<td>$4.2203</td>
<td>44%</td>
</tr>
<tr>
<td>ASIC/FPGA</td>
<td>$1.7800</td>
<td>$1.2470</td>
<td>30%</td>
</tr>
<tr>
<td>Power Semiconductor</td>
<td>$3.2500</td>
<td>$1.3103</td>
<td>60%</td>
</tr>
</tbody>
</table>

*Targeted Savings are calculated as the difference between the client's minimum price and the targeted price.*

For more information or to arrange a demonstration...

**HERE’S WHAT OUR CUSTOMERS THINK...**

**“Two years ago we saved approximately $3.5M as a result of the pricing outlier information. A year later we used the same process again and saved a further $2.5M. The whole competitive assessment by commodity has definitely been a value to us and has been working very well.”**

JAG S., OEM, DIRECTOR OF SUPPLY CHAIN

**“This has allowed us to validate pricing around the world. It is important for our company to have the ability to compete on a global basis. By continuously benchmarking our commodity spend and spotting pricing outliers, we’re able to improve our price leadership and realize real and significant component cost reduction.”**

BILL B., OEM, VP OF GLOBAL SUPPLY CHAIN

**SAVE MONEY**

- On your worst 25% purchases so you can focus on the largest opportunities for savings
- Data organised by commodity
- Repeating each quarter results in updated price targets based on your new competitiveness level and thus additional cost savings

**REDUCE RISK**

- Additional cost risk reduction
- Single source components highlighted and alternate sources identified
- Duplicate component reduction
- Focus on the lowest price within a group of like-components

**SECURE & CONFIDENTIAL**

- Encrypted https website
- Uploaded files do not reference client names
- Client names and pricing is never revealed and is only used in aggregate to form statistical models

The IHS Component Price Benchmark solution delivers a typical cost savings of 15-38% across most part categories, with some cases seeing up to a 60% reduction in price.