



Purchase of  
electronic  
components

**Finally**  
buying  
electronics  
cleverly.

## Topic: Purchase of electronic components

Are you **new** to the industry **or** would you like to **improve** your **knowledge** concerning electronic components? Would you like to learn more about the particularities of the electronics market?

**Purchasing** electronic components requires **extensive** background and market knowledge.

Due to the **enormous cost pressure** and **competitive environment**, **well-founded knowledge** in electronics purchasing is **indispensable**.

## In-House Workshop

● **Date:**  
**individual arrangement**

● **Course Schedule:**  
09:00 am to 05:00 pm

● **Cost:**  
Price per workshop: **€ 2990,-** plus VAT  
incl. conference documents

● **Information and Registration:**  
For appointment requests and further information, please email **info@am-sys.com**.

● **Venue:**  
The workshop can be held on your premises or in a conference hotel in Munich.

● **Workshop content based on Industry standards/ norms:**

Coaching of one or more people.

This one-day in-house workshop helps you and your colleagues to maintain **insight** and offers you the **best possible return on investment** through the use of alternatives, other procurement channels and ideas for optimised logistics concepts.

Electronics is characterized by high technological dynamics, market fluctuations and an **enormous** variety of functions and components. Our training modules focus on the **development** and **deepening** of the **knowledge** and the answering of concrete questions.

### You receive:

- Information on **potential savings** and **arguments** for negotiating with suppliers
- **Knowledge and understanding** of components and the components market
- Overview of **legal** and **regulatory topics**, ideas for logistics and purchasing
- Opportunities to apply what you have learned **directly** in numerous **practice-oriented case studies** and **workshops**



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## Contents:

Select the areas of electronics purchasing from the modules which give you added value in your everyday purchase:

### Module 1: Basic knowledge of electronic components

- Getting to know and distinction between passive and active components  
(No previous knowledge necessary)

### Module 2: In-depth knowledge of electronic components

- Search for alternatives in passive components
- Processability of components  
(Basic knowledge of electronics required)

### Module 3: In-depth knowledge of semiconductors

- Rough distinction between functions of semiconductors
- Knowledge of market conditions & pricing
- Secure handling of project offers from suppliers  
(Basic knowledge of electronics required)

### Module 4: Basic knowledge of contract law for buyers

- Commercial basics
- Escalation for non-deliveries
- Safety in discussions with suppliers  
(No previous knowledge necessary)

### Module 5: Basic knowledge about PCNs

- Explanation of PCNs (changes and discontinuations)
- Distinction between PCNs  
(No previous knowledge necessary)

### Module 6: Basic knowledge of market observation & purchasing sources

- Source supply for market observation
- Change in the electronics market through indicators
- Designing requests: sourcing, sources, quantities, price specifications, benchmark requests
- Brokers: Obsolescence, bottlenecks, price savings and more  
(No previous knowledge necessary)

### Module 7: Basic knowledge of manufacturing basics

- Manufacture of electronic assemblies
- Understanding technical terms
- Basic knowledge of the development process up to the finished PCBA  
(No previous knowledge necessary)

### Module 8: Basic knowledge of calculation basics

- Calculation of the production of an electronic assembly
- Establish comparability  
(Assuming basic knowledge of production)

### Module 9: Basic knowledge purchasing at brokers

- Function of procurement with independent distributors
- Standards and guidelines to avoid counterfeit goods  
(No previous knowledge necessary)

## Method:

Short trainer impulses, exercises, individual and group work, Discussion and exchange of experiences, storytelling, lively practical examples

## Trainer:

Graduate industrial engineer **Anke Bartel** with 30 years of professional experience in the various stages of the supply chain. Active member of the board of **COGD** e.V. for over ten years.



You can also book online at: [www.am-sys.com/en/seminare](http://www.am-sys.com/en/seminare)

## Appointment request and further information:

>>> [info@am-sys.com](mailto:info@am-sys.com)

### In-House Workshop: Purchase of electronic components

Company

Name of contact

First name

Position

Street, Number, PO Box

Post code / City

Phone

Mobile

Email

Preferred date

Invoice address, if different

Date and Signature

Book online at:

[www.am-sys.com/en/seminare](http://www.am-sys.com/en/seminare)



Or simply scan the QR code and register online directly.

You will receive a confirmation and the invoice upon receipt.