

Rochester Electronics latest distribution facility has received over three billion finished devices in the 18-months since its opening



# END-OF-LIFE STRATEGY: PLAN EARLY

As Rochester Electronics explains, the best time for OEMs to consider long-term component supply options is before an end-of-life announcement is made

Although the ramifications of end-of-life (EOL) announcements have long been an issue for OEMs, many still fail to put a workable plan in place to deal with this eventuality. As a result of increasing end-product programs, long-term support requirements can sometimes extend for decades, posing a significant challenge to customers as they source components for ongoing production, maintenance and repair.

Acting on an EOL notification at the time a semiconductor needs replacing can reduce the OEM's procurement options. Smart OEMs, particularly those selling to military and aerospace companies, should plan ahead for part obsolescence, perhaps even at the time a semiconductor is designed into the equipment. Aside from concerns about counterfeit parts or re-design costs, OEMs in the military and aerospace markets can face a long, costly re-certification process if an approved component is replaced by a different one. Often, the process is so expensive and time-consuming an OEM may never get the equipment back into the application.

As the largest authorised semiconductor manufacturer, Rochester Electronics can provide a variety of solutions by offering continuing support for products that are being (or have been) discontinued by the original manufacturer. Authorised by more than 50 leading semiconductor manufacturers, Rochester purchases all remaining finished devices, wafer/die and available intellectual property, so all products are 100 per cent traceable and certified. With more than five billion finished devices, ten billion die and over 20,000 different manufactured device types, Rochester Electronics can provide any part, at any time, with the proper research, authorisations and certifications, guaranteeing the same performance as the original part.



By utilising original semiconductor manufacturer's tooling and test equipment with its own failure analysis and inspection labs, Rochester Electronics validates and guarantees all parts to original performance specifications. This ensures Rochester Electronics parts are completely traceable and certified. Systems manufacturers are no longer inconvenienced or compromised by EOL notifications. Rochester Electronics will keep manufacturing the necessary parts indefinitely.

With many products, service and programs available, Rochester can help customers introduce a long-term supply plan before they need it: saving time, money and worry. OEM buyers want to be confident the EOL products they are buying are authentic. They need to be confident devices have been stored and handled properly and that the supplier is knowledgeable about the technology and product information. Buyers also need consistent, reliable pricing, plus a product guaranteed and long-term support. Rochester provides this peace-of-mind.

When customers consider long-term support options before EOL is announced, there are a number of solutions for ensuring sustained availability. Options available through Rochester include:

- Availability of finished inventories
- Access to wafer and die inventories to manufacture finished devices
- Specific and custom long-term supply programs
- Customer-supplied die storage programs
- Bill-of-materials services to warn of approaching end-of-life announcements
- Bonded inventory agreements where devices are released to a specific customer
- Device re-creation

The best time for OEMs to consider long-term options is before EOL is announced. By contacting Rochester early, the right solution can be found ahead of time, ensuring production and quality continuity, while protecting from counterfeit or sub-standard components.

Rochester Electronics, Phoenix House,  
2 Phoenix Park, Eaton Socon, St Neots,  
Cambridgeshire. PE19 8EP  
Tel: 01480 408400  
Email: [eurosales@rocelec.co.uk](mailto:eurosales@rocelec.co.uk)  
Web: [www.rocelec.com](http://www.rocelec.com)