

Mouser Electronics, NPI Focused Distribution

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Vice President of Marketing &
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Mouser Electronics





Mouser Electronics and Berkshire Hathaway

"Among the World's Most Respected Companies and Leaders"

Berkshire Hathaway, Inc.

2015 Revenue: \$210,821 Million 2015 Net Income: \$24,083 Million Total Assets: \$552,257 Million

Total Cash: \$61,181 Million

Total Employees: 361,270 HQ Employees: 25

Mouser Electronics Acquired 2007

Warren Buffett, Chairman & CEO Berkshire Hathaway, Inc.



TTI, Inc.

Mouser Electronics

Sager Electronics

1200+ Brands GEICO **BROOKS** HEINZ **TOMATO** KETCHUP **NetJets** See's **CANDIES** Dairu Queen

Notable Members of the Board of Directors

Warren E. Buffett Chairman & CEO Berkshire Hathaway, Inc.







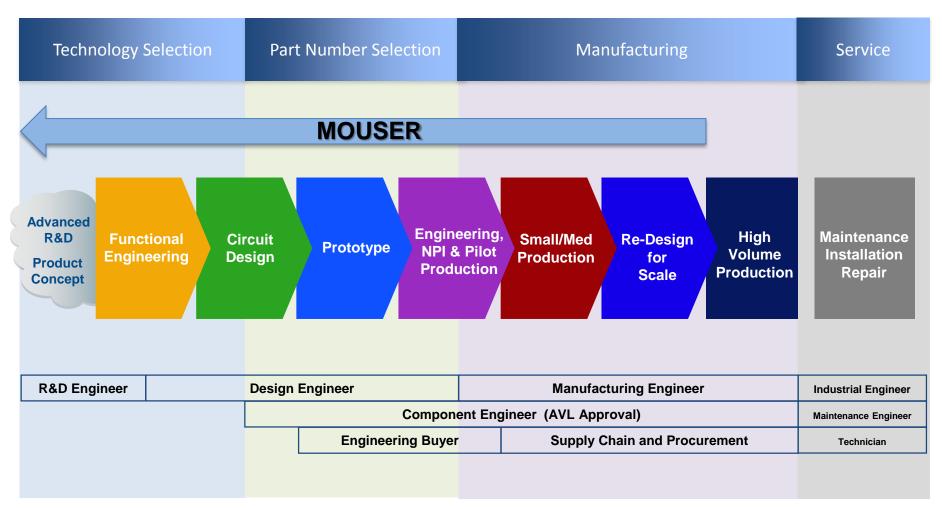


Mouser Proprietary and Confidential



Design Chain to Supply Chain

"Closer to the beginning adds more value and longer engagement"





Applications and Technologies

"Focused on new product training and application guidance."



- Block Diagram Navigation
- Featured Products
- Technical Resources
- Articles on Technology and Industry Trends





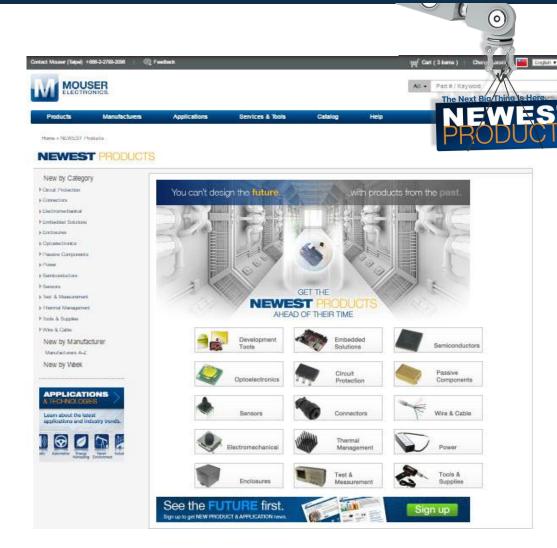
Rapid New Product Introduction

"Finding Customers for Products that have no customers"

- Self-Sufficient NPI launches
- Invest in inventory
- Ship engineering quantities
- Dedicated NPI Launch Team

 Launch Scheduling
 Research
 Content Collection
 Create Parametric Data
 Product Knowledge Center
 Marketing
 Marketing

 Marketing





Empowering Innovation Together with Mouser





EIT Campaign - Project Heroes

















> 2,000,000 interactions Big Ideas...Big Results



EIT Campaign - ISS Challenge



Thank You





