

## THE QUARTERLY FORUM: BUILDING COMMUNITY, KNOWLEDGE, ACCESS

When the first Technology Forecasters *Quarterly Forum for Electronics Manufacturing Outsourcing and Supply Chain* was held in November 1999, Founder and President Pamela Gordon realized that it would become a powerful vehicle for the dissemination of the latest, most comprehensive electronics industry outsourcing and supply chain market data, forecasts, trends, and issues as evaluated and presented by TFI experts.

Today, with a team of more than two dozen highly experienced analysts and consultants, TFI is in constant demand to assist some of the world's best-known electronics companies with their most complex and demanding outsourcing and supply-chain challenges. The *Quarterly Forum* still provides the electronics industry – including OEMs, EMS providers, ODMs, distributors, and component manufacturers – with a quarterly venue in which to address, discuss, and solve these challenges. Nearly 100 original research studies have been presented at 30 *Forums* throughout Canada, Mexico, and the United States - with occasional *Forums* in Europe and Asia.

The combination of rich content from TFI consultants, analysts and guest presenters, plus lively discussions and networking makes the *Quarterly Forum* a unique environment for learning, sharing ideas and building business relationships. The *Forum* provides a venue for company executives to:

- Benchmark with peers,
- Create and share best practices,
- Build deeper, more effective customer-supplier relationships, and,
- Make better, more informed business decisions.

### A RICH RESOURCE SPANNING THE ELECTRONICS SUPPLY CHAIN

**LeCroy Corporation**, a leading OEM provider of oscilloscopes, protocol analyzers and related test and measurement solutions that enable companies across a wide range of industries to design and test electronic devices of all types, joined the *Quarterly Forum* in the first quarter of 2005. Since 1964, LeCroy has been creating products that improve productivity by helping engineers resolve design issues faster and more effectively.

Pamela Wiseman, Vice President of Operations for LeCroy, wrote "Thank you for organizing the wonderful *Quarterly Forum* in Seattle. I have met many people who can honestly be of assistance to me in my endeavors, and I believe I can also assist them. I have gained real value by attending this and the Guadalajara Forums: information, contacts, and exposure to new ideas...The *Forum* presentations and networking really do concentrate some good value in a short period of time... exactly what we all need."



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— Pamela Wiseman  
Vice President of Operations  
LeCroy Corporation



**TECHNOLOGY FORECASTERS INC.**

**OEM KEY BENEFITS:**

- Insight on EMS marketing, informed input to global outsourcing decisions and management
- Outsourcing strategy validation and refinement

**Celestica**, a leading EMS, is dedicated to building solid partnerships and providing flexible solutions to enable its customers' success. Through a full range of global manufacturing and supply chain services, Celestica delivers competitive advantage to companies in the computing, communications, consumer, industrial, and aerospace and defense end markets.

Celestica services include design and engineering services, manufacturing and systems integration services, fulfillment services, after-market services, and supply chain solutions. A member of the TFI *Quarterly Forum* since 2003, Celestica leverages the confluence of OEM, EMS, and Supplier companies that is an integral part of the value and experience that TFI provides.

"I look to Technology Forecasters for authoritative information about markets and issues that are important to [Celestica]. The *Quarterly Forum* provides a venue for dialogue and the exchange of ideas amongst my industry peers," said Tony Rangel, Celestica Market Development Director.

**EMS KEY BENEFITS:**

- Access to potential customers and data for competitive benchmarking
- Credible data points for strategic planning and insight on services value proposition

**THE QUARTERLY FORUM: MEMBER-DRIVEN, BUILDING COMMUNITY**

Besides those stakeholders who stand to gain from entering into strategically sound, profitable manufacturing or supplier relationships, the TFI *Quarterly Forum* has drawn acclaim from industry influencers and the press alike.

"I attended the recent *Quarterly Forum* and was impressed by the information and interaction provided by participants," said Robert Willis, President, Electronic Component Association. "The relaxed give-and-take among panelists not only provided real insight into issues and concerns, but also allowed *Forum* attendees to be part of the discussions."

**TECHNOLOGY FORECASTERS INC.**

Information, Insight, Interaction for Effective Manufacturing Relationships

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**VIEW A FULL LIST OF CURRENT QUARTERLY FORUM MEMBERS GO TO: [WWW.TECHFORECASTERS.COM/ABOUT/CLIENTS/](http://WWW.TECHFORECASTERS.COM/ABOUT/CLIENTS/)**

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