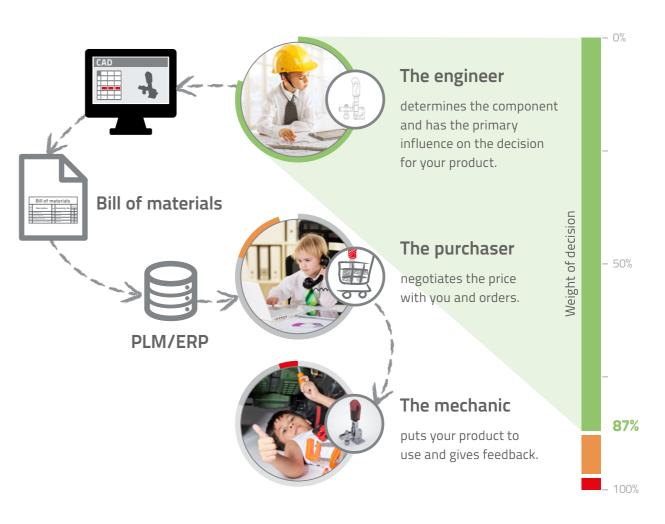




## It starts with the engineer

## He makes the decision for your product!

The decision for a certain component is primarily influenced by the engineer starting with the designing phase.



## Why does the engineer make the decision?

Components or products planned into the engineer's CAD design are usually taken over into the bill of materials (BOM).

The BOM provides some of the most important information for industrial companies. They ultimately determine the quantity and type of materials ordered.

Once your product makes it into the BOM, the ordering of your product is virtually certain.

