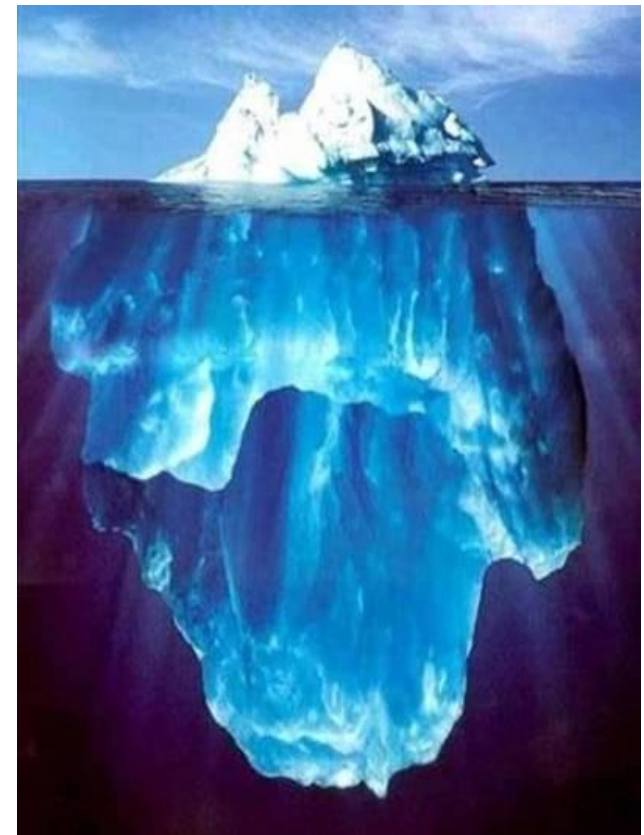# Case Study #1…What's important?

$16B F500 Manufacturer - Aerospace Division (20 Sites) – "Data quality is what we need...without quality, any DMSMS tool is useless."
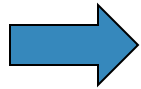
Category	Other	Q-Star
Total Parts	1544	1544
Discontinued w/ Alternates	42	213
Discontinued no Alternates	8	2
Life Time Buy	5	8
Conditionally Available	16	113

Competitor's Error Rate: 277 parts, 17.9%

Q-Star Data verified with Manufacturers at Customer request - 100% accuracy rate

Case Study #2…What's important?

Access granted to competitor's system (12/2011). 41 Randomly sampled parts: Semiconductors, Connectors, Resistors, Capacitors

Competitor's Error Rate: 10 parts, 24.4%
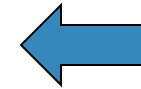
Category	Other	Q-Star
Active/In Production	29	25
Obsolete/Discontinued w/ or w/out Alts	5	10
Not for New Design	3	3
Life Time Buy	1	1
Unconfirmed/Conditionally Available	3	2
Total Number of Alternates Offered	1401	4919

Q-Star Data verified with Manufacturers - 100% accuracy rate

How is Q-Star Different…?

- <u>Life Cycle Predictions</u> – Q-Star's predictive algorithms are recognized as by far the best in the industry. Q-Star offers the most accurate life cycle predictions on family types and specific manufacturer part numbers available from any obsolescence solution. Some Competitors have no predictive capability or only generic part number predictions.

- <u>Service Quality & Guarantee</u> – QTEC offers unlimited research requests (some competitors have limits and costs) with US based resources and a guarantee that we will respond to your inquiry within 24 hours or receive a free 2 week subscription extension.

- <u>Collaboration</u> – Q-Star is the only solution that offers collaboration functionality for improved identification of common part issues across both multi-site and contractor entities.

- <u>Die Availability</u> – Q-Star is the only solution that provides die availability when parts become unavailable.

- <u>COTS</u> – Q-Star has the largest COTS library in the business.

- <u>Training</u> – QTEC is the only DMSMS solution provider that offers DSMS/Obsolescence training originally created for DLA for improving your processes and educating your staff.

- QTEC is a <u>minority owned small business enterprise</u>