



Christmas gifts versus industry products?

Dear friends and members of Iiom,

What a year! As all of us know the disruption and breaking up of global supply chains following all the Covid-19 lock downs is still having a major impact on our personal and business life. Last year I wrote about the light at the end of tunnel – well I am afraid it is the light of an oncoming train!

A few weeks ago, a friend of mine who is working as an electrical engineer in the maintenance team of a large manufacturer, mentioned his supply chain difficulties demonstrating the issues we are all having which may not be at the front of our minds:-

A well-known manufacturer of industrial control systems is not able to build replacement products for repair and life extension of production machinery because a well-known manufacturer of small gaming consoles has bought up the complete supply of critical chips . Well, everyone deserves to carry out their business, but it is strange that we may have gaming gadgets under the Christmas tree while industry with a much higher economic benefit including jobs is unable to carry on. One of the more amusing consequence of that is those making trinkets for the Christmas tree will have to wait for their new cars to be produced at some point in the future.

In addition, there are newspaper articles blaming the electronics industry for using “old semiconductor products” and even suggesting the semiconductor industry should force (more openly than they do now) obsolescence of such old school products. Which just goes to show such statements completely misunderstand the product development processes and just how interconnected it is to the global supply chain.

How many of you have had to chase for components this year? In parallel, the number of product discontinuations is climbing rapidly, there is almost no time available to work on strategic and proactive obsolescence management methods within our companies; this will cause even more problems in the future.

It is very clear to me, that obsolescence management is getting more and more attention from company directors as it hits the bottom line and plays an increasing role in industry. Companies need to add more staff to obsolescence management, there needs to be more of everything: training, personal development, interworking between companies and application of best practices.

A great idea and the real light at the end of the tunnel is to visit the Iiom International Conference on Obsolescence Management May 17th-19th 2022. Look forward to workshops, presentations, networking events, great exhibitors and a fabulous Bavarian style dinner in one of the traditional beer breweries in the centre of the beautiful city of Munich. Just mark it in your calendar and plan your visit.

I and all the Iiom international board wish all the best for you and your families, happy holidays, a great start into the new year and see you in May in Munich!

Wolfgang Heinbach
President, Iiom International

DIARY

02 December 2021

COGD Members Meeting

06 - 08 December 2021

Allan Webb - Obsolescence Management Practitioner Course, Cheltenham, UK

06 - 09 December 2021

Allan Webb - Obsolescence Management Course with Iiom Certificate, Cheltenham, UK

08 - 10 February 2022

Southern Manufacturing Auto/Aero, Farnborough, UK

28 February - 01 March 2022

Iiom UK Member Meeting, Milton Keynes, UK

8 March 2022

COGD Member Meeting

22 - 23 March 2022

2-day AMSYS Obsolescence Management Seminar-Workshop, Munich, Germany

6 - 7 April 2022

2-day Obsolescence Management Portal User Conference for Rail Operators and Transport Companies, Berlin, Germany

4 - 5 May 2022

2-day AMSYS Obsolescence Management Seminar-Workshop, Bensheim, Germany

17 - 19 May 2022

Iiom International Conference & Exhibition - Munich, Germany

21 June 2022

1-day AMSYS Iiom Associate Grade Certification, Munich, Germany

22 June 2022

1-day AMSYS Conformity Assessment CE/RoHS/REACH/POP/WEEE Seminar-Workshop, Munich, Germany

18 - 22 July 2022

Farnborough International Airshow Farnborough, UK

15 - 18 November 2022

Electronica - Munich, Germany

Update from IOM UK Chapter

Good Morning everybody for what should be my last UK Chapter chairman's report, and it's still sunny in Scotland as I write this, cold though!

As I reflect on the past 6 years as your chair I remember the good work and fine people who have helped to make the Institution the success it is today, Stuart, Dave, Martin, Ian and numerous others with the vision to see how we could do what had never been done before to take a trade association and make it into an engineering institution with global reach. It has been hard work and Covid has not helped but improvements to the organisation have happened time and time again, your board continue to move the organisation forward and to make your voice heard in the market and work place.

We have more people applying for professional recognition and I know we have people in other chapters working hard on amassing the evidence to support their applications; I would encourage everybody to consider applying.

The Members meeting was a great success I am told although I wasn't allowed to attend personally, no beer or wee half's for me, Dan did a great job for me and the AGM was also carried out successfully which is a legal requirement. This was also Ian's last meeting as our CTO as he would like to start taking things a little easier we will miss him in that role but we have Dave Johnson taking over whom most people know so I am sure he will provide as personal and competent service as Ian has, Ian is already handing over to Dave.

So! That's all from me and thanks for your help everyone, see you in March in Milton Keynes.

Cheers

Jon Anslow
IOM UK Chairman



Dear IOM members,

The year-end spurt is in full speed and is, as already the whole year 2021, turbulent. The allocation requires our full commitment, but also shows us that strategic obsolescence management approaches also pay off in this context. The numerous production expansions to realize the skyrocketing demand for components in particular have also led to a massive increase in the number of PCNs and significantly increased the workload in the OM departments.

For the end of the year, COGD organizes the 4th quarterly meeting on 02.12.2021, which takes place as a hybrid event. You are welcome to join our livestream online. Please register [here](#).

We would also like to draw your attention already to our 1st quarterly meeting in 2022 with general meeting on 08.03.2022 in Kassel. According to the current status, this will also take place as a hybrid event.

If you want to stay informed about all COGD developments and events, just follow us on [LinkedIn](#)! We also look forward to the digital exchange with you there!

We wish you and your loved ones a peaceful and prosperous Christmas season and a successful start into the New Year 2022, where we hope to be able to exchange ideas with you in person again! Until then, stay healthy!

Stefanie Kölbl
COGD Board Member

SAVE THE DATE IN YOUR DIARY

IOM International Conference and Exhibition 2022

17th - 19th May 2022

Munich, Germany



IOM International Conference and Workshop – 17-19 May 2022

As the world moves away from carbon-based energy and materials, innovation will be one of the key levers for a more sustainable future, but innovation will bring its own jeopardy when end users find that their recently purchased assets are hit by the obsolescence of last year's new components.

It has never been clearer that good obsolescence management practice is going to be essential for sustainability, and that obsolescence must be managed at all phases of product life cycle, and throughout the supply chain.

IOM's 2022 International Conference and Workshop, to be held in Munich, Germany, will address obsolescence management from the customer's point of view and show how obsolescence management can differentiate a supplier from its competitors in competitive markets.

With less than six months to go, the organising committee have been busy ensuring that IOM's first conference on mainland Europe will be the best ever. There has been strong interest from Sponsors and Exhibitors, with eleven stands already reserved by exhibitors, and most of the original sponsorship packages taken up. With a very successful call for papers, we have been able to put together an excellent programme with a good mix of known presenters and people presenting for the first time, and coming from five countries. The evening event will be in one of Munich's best known beer halls, chosen after extensive research, and offering Bavarian food, drink and entertainment.

Winslow Adaptics are the principal sponsors, and we would like to thank them and all the other sponsors for their continuing support as we come out of a difficult couple of years. We know that everybody is looking forward to being able to meet up again, and although we cannot forecast where Covid19 will go next, we hope that you will have the confidence to take advantage of the Early Booking Discount when the conference booking system opens mid-December. More information at www.theiom.org

Stuart Broadbent
IOM UK Council

Event Sponsors



Standards and Accreditation Update

The proposals have been drafted for IEC62402 into Parts. One of which will be based on the German standard VDMA24903 for the 'XML exchange of information of obsolescence notices'. This proposal being introduced at the plenary meeting of IEC TC56 Dependability in November 2021.

I continue to support the 'SAE International' standards development on Counterfeit Avoidance where I have been asked to be a voting member. I am also a member of the SAE committee on the development of a standard on DMSMS (STD0016) where work is being done to harmonise the taxonomy and definitions between OM (Obsolescence Management) and DMSMS (Diminishing Manufacturing Sources and Material Shortages) with the US DoD.

I continue to be a member of the IOM Professional Standards and Membership Committee and the 'Training Requirements Authority' for the 'AllIOM Short Course' to be Accredited to latest edition of IEC62402. The new course documentation from the IOM Training Providers is currently being assessed.

Graham Goring
IOM Head of Standards and Accreditation

It's a risky business



Risk is an inherent part of all engineering activities, never more so than when managing obsolescence! So it is essential that all of us are able to identify, assess, understand and manage risk. It is also crucial to be able to communicate about risk to others, both professionals and the public.

To support this, the Engineering Council, the regulatory body for the engineering profession, has issued updated *Guidance on Risk*. This describes the role of all those engaged in dealing with risk, and their responsibilities to society. It sets out the key stages of managing risk and emphasises the need to exercise informed judgment and identify what is an acceptable level of risk – the risk appetite.

The full *Guidance on Risk* leaflet, along with a convenient wallet card of the six principles, can be downloaded free from: www.engc.org.uk/risk

The Guidance is reviewed periodically and, following consultation with the engineering community including IOM, this edition replaces and updates the previous Guidance. The Engineering Council produces guidance on a range of topics which can be found at: www.engc.org.uk/guidance

Philip Wardle - IOM Head of Professional Development and Certification
Content derived from Engineering Council's authorised media copy

Member Spotlight - Brian Tulley, Rochester Electronics



What do you enjoy most about Obsolescence Management?

I'm fortunate to have over two decades experience of obsolescence challenges particularly in high switch cost, high sunk cost applications where the regulatory scrutiny is almost forensic. Whilst these markets can rarely switch out and avoid component obsolescence, they can be managed. I enjoy exploring these and being able to offer solutions in these environments whereby working closely with my customers and across functions including Engineering, Programs, Quality & Procurement we can offer alternative sustainability. These alternatives can be beneficial across the organisation, reducing functional disruption, providing sustainable inventory fulfilment, and creating free cash flow. It's great to be able to help customers to reduce these risks and their costs of obsolescence by assuring continued availability of Semiconductors through Rochester's Authorised Distribution, Licensed Manufacturing & Manufacturing Services.

What is your biggest concern for the discipline in the near future?

Many customers will have long term, contracted obligations for product fulfilment over decades where they may be accountable for the cost burden of material availability & provisioning. Whilst the Hi Rel A&D market will become ever more exposed to the shortening of product lifecycles consequentially, many more companies invest in dedicated resources to monitor the effect of obsolescence within their product lifecycles but not necessarily understand what optionality they may have.

Additionally, it is my experience that many companies do not understand the risks of sourcing components from outside authorised channels and may end up with counterfeit products affecting product Safety this may have a directly negative impact on the company's reputation, financial standing its accreditation or product type approval.

Therefore, companies that understand there are credible alternatives such as product stocking after EOL, die reservations & devices recreations have supply chain options.

These alternatives in turn bring another dimension to what has sometimes been a two-dimensional decision to the challenge of obsolescence.

What is your favourite sport and team if you support one particularly?

I like Rugby & my team would have to be the Leicester Tigers

How do you relax after work?

I like to cook & spend time with my family

What is the one thing you have achieved in life that you are most proud of?

During the earliest part of lock down I spent 4 months working incredibly long days and weekends being part of an amazing team who created a totally separate, independent supply chain manufacturing around 8,000 intubating ventilators under license from a medical manufacturer.

Chief Technical Officer Update

How lucky I am
to have some-
thing that makes
saying goodbye
so hard.

~Winnie the Pooh~

When you read this newsletter, I will have already stepped down from IOM CTO role at both the International and UK levels.

I have enjoyed the role very much for most of the time, after all nothing is perfect, and it is time for me to move towards a reduced work commitment and retirement in a few years' time.

IOM is now six years old, and we can be proud of what we have achieved together! Thanks to all the Directors and members that have contributed.

As an individual member now, here is what I want to see from the institute within the next few years.

- Regular successful conferences that enable us to spend more on marketing and overseas chapter development
- Membership growth and community building in the US and Indian Chapters
- New chapters in Europe and Australasia
- A community of several hundred IOM qualified practitioners at all levels
- Further development and promotion of the world leading obsolescence standard IEC62402
- Capability assessment for companies offering obsolescence solutions and OEM's

Please treat my successors with the same kindness and trust that you have shown me.

I hope to see many of you at meetings, webinars, and conferences in the coming months.

Feel free to contact me via LinkedIn or my personal email ian@elanbusinesssupport.com

Ian Blackman

Chief Technical Officer, IOM International

IIOM Certificates Presented at IOM UK Member Meeting



You will all be pleased to know that after 6 years or more of effort we have our first "Fellows" in the institution. I am very pleased to say that Jeremy Franks and Ian (I'm off) Blackman have achieved this recognition and received their certificates at the recent IOM UK members meeting.

Ian recently commented that he had put his certificate on LinkedIn and had received several enquires as to how to achieve the same level of recognition, clearly the first step is to be a member of IOM. Well done all and to the Membership and Standards committee for assessing the applications.



Jon Anslow
IOM UK Chairman

Announcement of new CTO for IOM UK Chapter



David Johnson will be assuming the CTO role at IOM UK Chapter, in December.

David has over 50 continuous years in Electronics as a Time-served Electronics Engineer in Avionics with Elliott Automation/GEC then with EMI Medical on pioneering CT Scanners before moving into Technical Field Sales at Bourns Trimpot /PMI. Accumulating 30 years+ as a Sales Professional, he has worked with legendary companies including Walmore Electronics, Thame Components, VTM, Microlog, Axiom, Hybritek, Rochester Electronics, QP Semi, Ismosys, Chips Supply & SSDI. In later years working with effective sales channels across EMEA to achieve positive sales offering solutions to obsolescence & discontinued semiconductors.

He participated in the first ever meeting at the DTI when COG was first formed in the 90's. He has remained actively supporting COG, then IOM, in many ways- serving for periods on both Councils. He has presented papers on Obsolescence, Counterfeiting, COTS, Long Term Storage of Semi's at CMSE (Components for Military & Space Electronics) & COG.

Currently, an individual Affiliated Member at IOM, David is also a member of IET & The Federation of Small Business (FSB)

His contact details at IOM will be cto@theiom.org.



Announcement of new CTO for IOM International



Martin Steinleitner will be assuming the CTO role at IOM International, in December 2021.

Martin has 25+ years of management experience in companies with international business. Special skills in management of large projects and organisations and in guiding complex and challenging business transformation caused by disruptive changes.

His focus is on process and transformation activities to overcome life-cycle and obsolescence topics. The special focus is on up front preparation avoiding unexpected occurrence of obsolescence or shortages. This leads to the systemic and holistic consulting for the manufacturing industry. Due to the introduction of SCIP database by the EU there needs to be even more focus by companies on good and streamlined processes for life-cycle, obsolescence and material compliance.

Martin is committed to IOM International to support and provide the best for the members with respect to bring forward the organisation.

Thanks to Ian



As you all know our CTO Ian Blackman has decided to stand down from his role with IOM to pursue a less stressful life and ease himself into semi-retirement. He was recently recognised at the UK members meeting for this and a picture of that is shown here. I am sure you will join me in wishing Ian a quieter life away from the limelight and can enjoy just being a member again.

When I think back I can remember Ian and others all the way back to our COG days in the 90's and perhaps more infamously the COG band involving various "characters" who have enriched all our lives. Although Ian is just stepping back a little the whole board will miss him and his quiet efficiency pushing us forward. Thanks for all the work over the years mate, the beers are very definitely on the President.

Jon Anslow, IOM UK Chairman



Standards Matter – 40 years of regulating the UK engineering profession

The Engineering Council was incorporated by Royal Charter in November 1981 to regulate the engineering profession in the UK. This week marks our 40th year of setting and maintaining standards, to ensure that society continues to have confidence and trust in the engineering profession.

Our mission as a regulator is to maintain internationally recognised standards of competence and commitment for the engineering profession and to license competent institutions to champion those standards to deliver public benefit.

There are currently over quarter of a million professionally registered engineers and technicians on the Engineering Council's Register, all of whom have committed to maintaining and developing their knowledge throughout their careers. The most recent Ipsos MORI Veracity Index shows that engineers are the third most trusted profession in Britain, only ranking lower than doctors and nurses.

Engineering Council CEO Alasdair Coates said "The Engineering Council's vision is to maintain society's confidence and trust in the engineering profession. Voluntary regulation is important because standards matter - the public has a right to expect engineers, who do so much to shape our world, to be able to demonstrate their competence and behave in an ethical, sustainable way."

Professional registration is internationally recognised and open to all practising engineers and technicians who can meet the requirements, which are based on competence and commitment, rather than academic qualifications. What matters is the standard those seeking professional registration have reached, not the route they took to get there.

Because engineering is not regulated by statute in the UK (with the exception of some safety-critical areas, such as aircraft maintenance, gas fitting and railway signalling), there is no legal restriction on who can call themselves an engineer. But the four professional titles awarded by the Engineering Council:

- [Engineering Technician \(EngTech\)](#)
- [Incorporated Engineer \(IEng\)](#)
- [Chartered Engineer \(CEng\)](#)
- [Information and Communications Technology Technician \(ICTech\)](#)

are legally protected and can only be used by individuals who have been assessed against our internationally-recognised standard. Everyone on that register has also committed to abide by a Code of Conduct and to undertake Continuing Professional Development (CPD), which is monitored.

This maintenance of standards for public benefit is at the core of the Engineering Council's purpose. In this 40th anniversary year, we:

- are implementing the latest version of our Standards, revised through a wide-ranging consultation with stakeholders. This is a five- yearly process, which ensures that the Standards (including the requirements for professional registration) remain fit-for-purpose as engineering and the wider world changes.
- have delivered online tool RegCheck, to support employers and members of the public. This is a simple online check to verify whether an individual engineer or technician has a currently active Engineering Council registration.
- have launched our 'Advancing Regulation' Strategy, developed in consultation with the profession, with our goals and priorities to 2025.

In that 2025 Strategy, we set out our aspiration to see professional registration moving from being seen as a 'benefit to the registrant' to being an 'expectation of the individual'. As the importance of competence becomes increasingly clear in all areas of life, standards matter.

We look forward to continuing to deliver public benefit by setting and maintaining standards, to ensure an engineering profession with sustainability and ethical principles at its core.

REACH Update

It has been relatively quiet in REACH terms over the last few months, but there are a number of issues being looked at which will provide some excitement next year.

UK REACH

The deadline for Downstream User Import Notifications (DUIN's) was Oct 27th, however, it appears that late DUIN's will be accepted, although this will not lead to a slip in the registration deadline. There is a HSE consultation ongoing for the inclusion of sodium octaborate and Dicyclohexyl phthalate into the UK REACH Annex XIV Authorisation List. The UK is starting to look at its programme of work for additions to the UK Candidate SVHC list in 2022.

EU REACH

The main work ongoing in Europe are the proposals to change EU REACH. Possible changes include additional data requirements for low volume registrations; possible 'authorisations for articles' made using / with substances which are subject to authorisation for use in the EU; changes to the current authorisation process (including the possibility that authorisation process will be replaced by restriction); and other changes to reduce the burden on the authorities. I doubt that the burden on industry will be significantly reduced.

PFAS are also under significant review to limit use of fluorinated alkyl substances in the EU. These 'forever chemicals' which do not break down or decompose are beginning to be seen as a significant hazard from a waste and health viewpoint. However, they are also extremely useful. Because of the vast number of PFAS chemicals, the most likely way forward for the EU is a restriction (prohibition) on use except for what are agreed to be 'essential uses'. The EU is working on how an essential use may be defined; in itself a complex issue with various differences of opinion being seen between industry and NGO's. The UK is also looking closely at PFAS, and it is expected that there will in this case be some comparable solutions put in place to manage PFAS use.

Terry Rees-Pedlar
IOM UK Council

Member Spotlight - Christin Otto - Würth Elektronik eiSos



What do you enjoy most about Obsolescence Management?

The exchange with COGD members in general is a great benefit for me. In addition, I gain insights into the challenges faced by our customers, particularly with regard to component procurement. This gives me a feel for how the internal change processes work at our customers and what Würth Elektronik eiSos has to consider as a component manufacturer. I also find it very exciting to see how supply chains interact globally and how they depend on each other.

What is your biggest concern for the discipline in the near future?

I see the worldwide shortage of raw materials in all areas as a major challenge for the coming period. My personal focus is on resource-saving production. This means reduction of waste, minimal use of materials with maximum efficiency.

Do you have an unusual hobby that you can tell us about?

I am a very active person and I love extreme experiences. I enjoy climbing in the mountains and sometimes I may even jump out of a plane or off a bridge.

What is your favourite holiday destination?

I can combine my love of travel and my interest in many different countries and continents very well with my travel activities for Würth Elektronik eiSos. Through international cooperation with colleagues, I get an intensive insight into countries and cultures, off the tourist track.

What is the one thing you have achieved in life that you are most proud of?

Despite my leadership role at work, I manage to balance my family life with it. I have many adventures with my husband and my two sons.

CMCA(UK) Release COMPaSSWeb Version 2

Following the successful launch of our COMPaSSWeb Obsolescence Management Tool earlier this year, CMCA(UK) is pleased to announce that we have recently released Version 2 to our current and prospective customers. This new version contains enhancements to the dashboards and reporting capabilities, and we have further iterations planned for the end of 2021 and into Q1 of 2022.

COMPaSSWeb has been very well received by our clients to date, who are already seeing the benefits to managing their obsolescence management requirements in line with edition 2 of the IEC62402 standard.

We have recently delivered two AIOM training courses to over 20 students from various industries. Both courses were held virtually, one for North America and the other based in West Africa. Many students in attendance were from government and customer based roles, which highlights that OM is now starting to be seen as the important issue that it is, and that end users are looking to ensure that their prime contractors are considering it, when both bidding for, and delivering large projects.

Member Spotlight - Chris McTernan - Atec Engineering Solutions

What do you enjoy most about Obsolescence Management?

I get an insight into the components market from a perspective that I would not have normally been aware of. Although I've been in EPCM (Mostly Procurement) for many years, I've never been aware or concerned of obsolescence management, as it was always something that "other" people took care of. Even though I'm only two years in, and coming at it from a Buyer's eye view, the knowledge and experience that I've gained from IOM has allowed me to make better, more strategic procurement decisions.

What is your biggest concern for the discipline in the near future?

Having been blissfully unaware of the need for obsolescence management for over 20 years, my concern is that more lay people like me, who are not from an engineering background, will not reach out to obsolescence management and get involved. Even if, like me, this is just as an Informed bystander. Taking ATEC as a microcosm of our manufacturing industry, having more stakeholders in the obsolescence management knowledge loop will be critical, when we get into the "return to manufacturer" phase of sustainable product lifecycle management, which will be upon us ALL in the next 5-10 years.

Which famous person do you consider to be your hero?

Can I have three please? Matt Busby, Jock Stein and Bill Shankly. (*Especially Shankly*)

Although I'm not really a football fan, all three of these guys personify what I endeavour to achieve myself, every day. Humility in thinking, honesty in actions, hard work in pursuing achievements, enthusiasm for their duty, giving before taking, putting the consideration of others before self, leading by example, confidence in their ability, coaching and mentoring before criticising.....I could go on and on. I'm very, very far from being even close to being able to achieve just one or two of these attributes on a daily basis, but these three men serve me as an example, and a reminder, of where I need to be.

What would have been your dream career if you did not follow the path that you did?

When I was 17, I was offered an apprenticeship as a Bagpipe Maker, for a very reputable and old firm of Scottish Highland Bagpipe makers. I foolishly turned this down and over the last 30 years I've had many occasions to regret it enormously, especially in the dark times when everything doesn't seem to be working out.

However, I find it incredibly unhealthy to resent former decisions and although I didn't manufacture a career in procurement, that's what I've ended up with and it's given me great rewards in experience, world travel and comradeship. Even now, I can't think of any industry or environment that my experience in procurement could not get me into, at some level.

What do you do to relax?

I enjoy playing music. Bagpipes are my 1st instrument but I'm also playing / learning piano, guitar, drums and Saxophone.



Rochester Opens Our Newest Sales Office in Warsaw, Poland

Rochester Electronics' Sales Presence Expands into Eastern Europe

We are proud to announce the expansion of Rochester Electronics in EMEA with the addition of our newest sales office in Warsaw, Poland. The addition of the Warsaw office further bolsters our existing offices located in St. Neots, UK, Toulouse, France, and Munich, Germany.

Our Polish Team are looking forward to continuing with the Rochester tradition of delivering superior customer service, sales support, and business solutions that the market has come to expect from Rochester.

“The decision to expand our presence into Eastern Europe was a logical step in our business growth strategy,” said Stephen Morris, General Manager EMEA. “Today, the electronics industry is one of the fastest-growing segments of the Polish economy and with this new office we have the opportunity to further improve our customer service and provide even better support to our existing and future clients locally, in their own language!”

We keep your business moving.

Rochester Electronics Sp. z o.o.
ul. Domaniewska 44
02-672 Warsaw,
Poland

emeasales@rocelec.com
<https://www.rocelec.pl>



Sponsorship Opportunity

Are you interested in sponsoring a UK Member Meeting in 2022?

The first meeting of the year will take place in Milton Keynes on 1st March 2022. The cost of sponsoring the meeting would be £2000 - £3000 depending on the number of attendees.

The 2nd and 3rd meetings will take place in July and November, locations for these meetings have not yet been decided.

Benefits of sponsoring a meeting

- Your Company name and logo will appear on the Agenda for the Member Meeting and Agenda slides at the meeting.
- A 20 minute Welcome Speech slot at the beginning of the meeting.
- Ability to display material in the Meeting/Refreshment area.
- Option to provide promotional material to be added to the registration pack for delegates at the meeting.
- Receive a list of delegates in advance of the meeting (some delegates may opt out)

Interested in sponsoring?

Please contact Sue Butler, admin@theiiom.org for further information.

IIOM Newsletter Content

Content for the next newsletter should be submitted to admin@theiiom.org by 15 February 2022 at the latest

IOM Welcomes New Members



Advance Product Services Ltd

Advance Product Services was setup to look after the 1000s of Customers in critical industries worldwide who had bought DC power supplies from Farnell / Advance / APC before they closed down their UK manufacturing in 2002. Well known as experts for repair, refurbishment and replacement for these PSUs, APS now offer solutions for obsolete power supply units from all manufacturers.



Our multi-disciplinary team brings informed expertise, from a variety of backgrounds and across a range of sectors, which include Strategic Asset Management, Project Management, Technical Consultancy, Commercial Consultancy and Quantity Surveying.

Our tried and tested enhanced lifecycle management services, empower decision makers with the insights, recommendations, and solutions they need to make informed capital planning and funding allocations. We enhance value for clients through asset innovation and intelligence derived from our data and skills.

By combining technical expertise with data-led intelligence of all physical assets, their condition and replacement costs, we manage capital planning and maintenance expenditure proactively in line with investment programmes.

JOB VACANCIES

AMSYS - Project Manager Life Cycle Management Software

You will play a key role in ensuring that we offer our customers the greatest possible benefit with our SaaS solution for Life Cycle and Obsolescence Management. Software implementation with the highest customer satisfaction is a matter of course for you? Do you also have experience in multi-project management and a professional manner?

If **"yes"**, finally keep the right target precisely in sight: https://www.am-sys.com/app/uploads/2021/11/Projectmanager-Aftersales_job-description.pdf . Send your application to Hans-Georg Dueck (info@am-sys.com | +49 89 997 4080 01).

AMSYS - Key Account Manager SaaS and Integration

You will open sales channels for our best-in-class Life Cycle Management SaaS solution and play a key role in driving our business growth. You think in a networked way, resistance does not stop you and a "no" drives you to top performance? Have you already built up a track record of successful contract closures?

If **"yes"**, finally take off with the number 1: https://www.am-sys.com/app/uploads/2021/11/KeyAccountManager_job-description.pdf Send your application to Hans-Georg Dueck (info@am-sys.com | +49 89 997 4080 01).

AMSYS - Business Solution Manager Life Cycle Management

You will play a key role in ensuring that we offer our customers the best Life Cycle and Obsolescence Management SaaS solution implemented cost-effectively. Are you enthusiastic about product life cycles of highly complex products? Software implementation with the highest customer satisfaction is a matter of course for you?

If **"yes"**, finally find the right solutions: https://www.am-sys.com/app/uploads/2021/11/BusinessSolutionManager_job-discription.pdf Send your application to Hans-Georg Dueck (info@am-sys.com | +49 89 997 4080 01).

If you wish to advertise a vacancy in the newsletter, email admin@theiom.org