



Requirements Panel
Materials Declaration Data Exchange Workshop
August 30, 2004



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Expectations (Process and Data) of Customers

- Equivalent or better quality and reliability
- No cost premium



Business Processes That Need to Be Changed to Accommodate the RoHS / WEEE Directives

- Approach is to use and improve existing processes
- Data Management: automated collection and reporting
- PCN / PCR and Qualification for Lead-free and RoHS
- Rework



Expectations (Process and Data) From Supply Chain Partners

- IBM expects all of its hardware and hardware service suppliers to be actively progressing toward RoHS-compliance to support product plans.
- IBM expects all of its suppliers to comply with IBM Environmental Requirements for Materials, Parts and Products Specification 46G3772.
- IBM expects suppliers to align their RoHS-compliance Roadmaps with customer requirements, including the ability to support both non-RoHS-compliant and RoHS-compliant product builds during the transition period.
- Expect Suppliers to inform IBM of any anticipated technology or cost issues that may affect the supplier's ability to support IBM products during or after the RoHS-conversion.



Expectations (Process and Data) From Supply Chain Partners

- There should be no cost premium for RoHS-compliant parts, materials, products or services.
- RoHS-compliant materials, parts and products shall be of equal or greater quality than non-RoHS materials, parts and products.
- Suppliers are responsible to notify IBM if any banned or RoHS-reportable substances are used in materials, parts or products provided to IBM.
- Suppliers are expected to provide a unique manufacturer Part Number for any part that is changed to become lead (Pb)-free or RoHS-compliant and are expected to have an effective management system to prevent inadvertent mixing of RoHS-compliant and non-RoHS-compliant parts. This should include an effective marking/labeling strategy for packaging, parts, and documentation.



Expectations (Process and Data) From Supply Chain Partners

- Suppliers are expected to provide periodic, detailed conversion plans with readiness updates. Conversion plans should include the following:
 - RoHS-compliance Roadmap including:
 - Sample availability – Dates and Lead-times.
 - Qualification schedule
 - High Volume Production availability & lead-times
 - End-of-life plans for non-RoHS-compliant materials, parts and products
 - Suppliers are required to confirm their sub-suppliers' ability to comply with applicable government RoHS regulations and IBM requirements.



Standards or Guidelines IBM Is Referencing in Developing Material Declaration Solutions

- EIA / EICTA / JGPSSI Joint Industry Guide
- Following the progress of the NEMI Materials Declaration work
- IPC / IEC Materials Declaration
- HDPUG Lead-free Assembly Guideline, JEDEC Standards
- IBM Environmental Requirements for Materials, Parts and Products



Critical Issues

- Supply chain readiness
- Component availability and lead time
- Quality and Long-term Reliability
- Need for uniform RoHS Test Methods
- Part number change management
- Need industry standard Materials Declaration format and process