

# VYRIAN

Houston, Texas

Bangalore, India

Hong Kong

Shenzhen, China

Guadalajara, Mexico

Neu-Isenburg, Germany

A long-exposure photograph of a city skyline at night, likely Houston. The sky is a deep blue, and the city lights are visible. In the foreground, a multi-lane highway shows long, curved light trails from cars, with white trails for headlights and red trails for taillights. Several tall skyscrapers are illuminated, their lights reflecting on the glass facades. The overall scene is a vibrant urban nightscape.

The parts you need.  
The excuses you don't.

## Contents

- Our Mission
- Our Team
- Our Value
- Operational Performance
- Comprehensive Testing Services
- Sustainability & Corporate Responsibility

Quartered in Houston, TX USA

Supplying millions of high-quality computer and electronic components since 2011.



A silhouette of a man and a woman sitting at a desk in front of a large window with a grid pattern. The woman on the left is holding a pen and looking at the man on the right, who is looking at a laptop. The scene is backlit by warm orange light from the window.

# Our Mission

To reduce costs and accelerate our customers' time-to-market by providing them the right blend of independent and authorized distribution to support the many stages of the product lifecycle process.

# Our Team

At Vyrian, we're *not just brokers*. We are technically-oriented market experts.

Our executive management team has over **50 years** combined engineering experience in computer and electronic component testing, design and distribution. Our technical expertise enriches our customer partnerships and allows us to provide strategic feedback and expert consultation for a variety of both technical and engineering problems. Put us to work for you.

- Sath Sivasothy, CEO BSEE



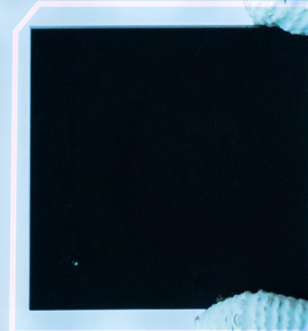


# Our Value

We deliver sealed, new and original components from the world's top manufacturers direct from the manufacturers to meet our client's toughest requirements.

We also leverage our key partners on the open market to bring our customers the highest quality "obsolete" components to meet their shortages and end-of-life procurement needs.

V Y R I  N





# Our Line Card

Vyrian utilizes an extensive parts database which is updated daily with products from more than 50 of the industry's leading manufacturers.

The Vyrian Line Card contains computer and electronic components and peripherals from the world's top manufacturers.

We've also created rich, proprietary cross-referencing lists that allow us to provide our customers with significant cost savings on their projects.



... And so much more.





# Value Additions

We're *more* than just electronic components.

## Vertical Integration.

From cooling to connecting, Vyrian's distribution model is vertically-integrated to allow broader access to all kinds of critical project peripherals.



## Plug & Play Tools.

Vyrian's powerful cross-referencing tools can quickly shave down costs and make component shortages a thing of the past. Let us review your BOM and we'll tell you where you can save. Ask us how!



## Technical Support.

Our key partnerships allow us to coordinate technical product support for many of the items you buy.



# & More Additions

We're *more* than just electronic components.

## Graphics Cards

Find graphics cards from key players like NVIDIA and AMD.



## Processors

Get processors from industry leaders such as Intel and AMD.



## Motherboards

Ask about our diverse selection of motherboards from top brands like ASUS and MSI.



We've got memory, storage, plus all the board-level components you need.



# Smart Procurement

- Our expansive network means that at Vyrian, “out of stock” items are hardly ever an issue.
- We have over 5 million high-quality products ready for testing and shipment per your requirement.
- Give us your large and small jobs. We have no large minimum order requirements.
- Procure, even specialized products quickly (typically within 3-7 business days)—not weeks.



Counterfeit components can have a serious, negative impact on your supply chain. Do you know where your components have been?



### Counterfeit Avoidance

We offer a menu of options for comprehensive parts testing to ensure authenticity, conformance and functionality. As a GIDEP member organization, we actively report all instances of suspect-counterfeits in the supply chain.



### Expert Quality Assurance

We're AS9120, AS6081, and ESD S20.20 certified and committed to providing our customers peace of mind with their purchasing experience.



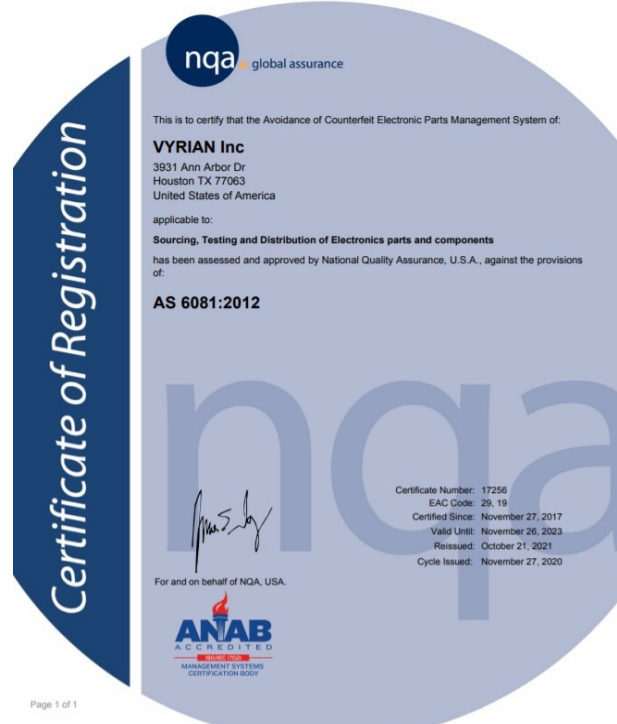
### Worry-free Procurement

Formal test reporting ensures that your components work as you expect them to, and if there's ever a problem-- our hassle-free returns policy ensures that your purchases are protected.

Is your supply chain in good hands?



# Counterfeit Mitigation Certifications



This approval is subject to the company maintaining its system to the required standard, which will be monitored by NQA, USA, 289 Great Road, Suite 105, Acton, MA 01720, an accredited organization under the Aerospace Registrar Management Program.

This approval is subject to the company maintaining its system to the required standard, which will be monitored by NQA, USA, 289 Great Road, Suite 105, Acton, MA 01720, an accredited organization under the ANSI National Accreditation Board

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**AS 9120**  
**ISO 9001:2015**

**AS 6081**

**ESD S20.20**

# Operational Performance





# Memberships & Certifications

- ISO AS9120, AS6081, and ESD S20.20 Certified
- Government-Industry Data Exchange Program (GIDEP) Member Organization
- Registered U.S. Government Contractor
- International Traffic in Arms Regulations Compliant
- BBB Accredited







## Operational Milestones

- **\$70 million in** annual business volume and growing year over year.
- **4,000** business-to-business sales transactions annually.
- **2,500** top-tier business customers.
- Searchable components inventory of over **5 million** products.
- Our global franchise distribution network spans across **4 continents**



# Operational Performance FY 2023

	Q3	Q2	Q1	Q4 FY 2023
Headcount (Period End)	70	64	64	75
New Clients Added	222	109	157	192
Repeat Business	97.8%	89.2%	98.0%	97.3%
Increase in Searchable Products Database	5.5%	5.7%	4.5%	3.9%



# A GLOBAL FOOTPRINT THAT DELIVERS.

With global locations in the United States, Hong Kong, Mexico, India and China—Vyrian stands ready to meet your toughest component requirements.

Looking for hard-to-find, specialty parts?

**PERFECT.** We specialize in obsolescence.

## Our Global Reach

- United States
- Germany
- Hong Kong
- Mexico
- India
- China

Houston, Texas

Bangalore, India

Hong Kong

Shenzhen, China

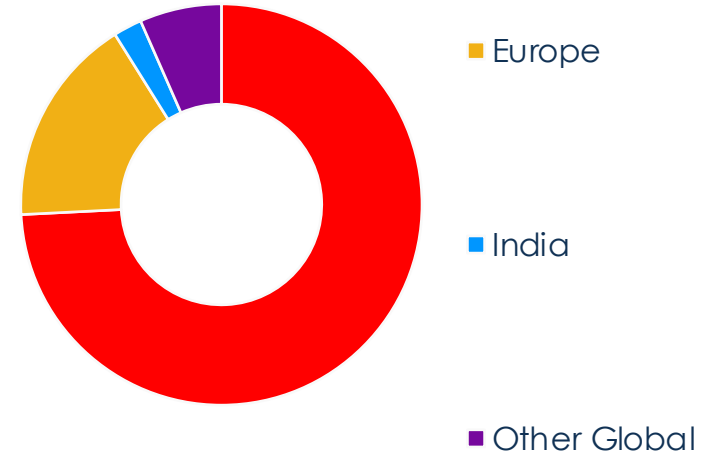
Guadalajara, Mexico

Neu-Isenburg, Germany

# Revenue by Region FY 2023

%			
REGION	Q3	Q2	Q1
North America	74.2	73.7	76.1
Europe	16.9	17.6	21.1
India	2.3	2.7	1.7
Other Global	6.6	6.0	1.1

## Global Sales Distribution





# Industries Supported

Vyrian supports OEMs and CMs in the following end user-markets:

- Computer hardware and peripherals
- Medical
- Industrial and Manufacturing
- Communications
- Military and Aerospace
- Information Technology







# Key Customers







# Key Customer Concentration

## FY 2023

	%		
REGION	Q3	Q2	Q1
Top Client Contribution to Revenues	5.7	7.1	5.4
Top 5 Customer Contribution to Revenues	23.7	22.9	21.1
Top 10 Customer Contribution to Revenues	36.9	39.5	38.7



# Comprehensive Testing



A photograph of four business professionals in a modern office setting. Three men and one woman are gathered around a small table. One man is standing and gesturing, while the others are seated. The scene is backlit by a large window showing a sunset, creating a strong silhouette effect and a bright lens flare. The office floor is highly reflective, mirroring the people and the window view. The overall color palette is dominated by the warm tones of the sunset and the cool blues of the office interior.

# Vendor Certification

We believe that who you partner with matters, and our team-building starts with our strict vendor certification and selection process. We're proud of our compliance and high vendor qualification standards.

Our suppliers are rated on:

- Past performance history,
- Demonstrated commitment to improving quality controls,
- Financial strength, and
- Other risk factors

These high standards ensure that we only work with the best suppliers and that you receive the best components the industry has to offer every time.

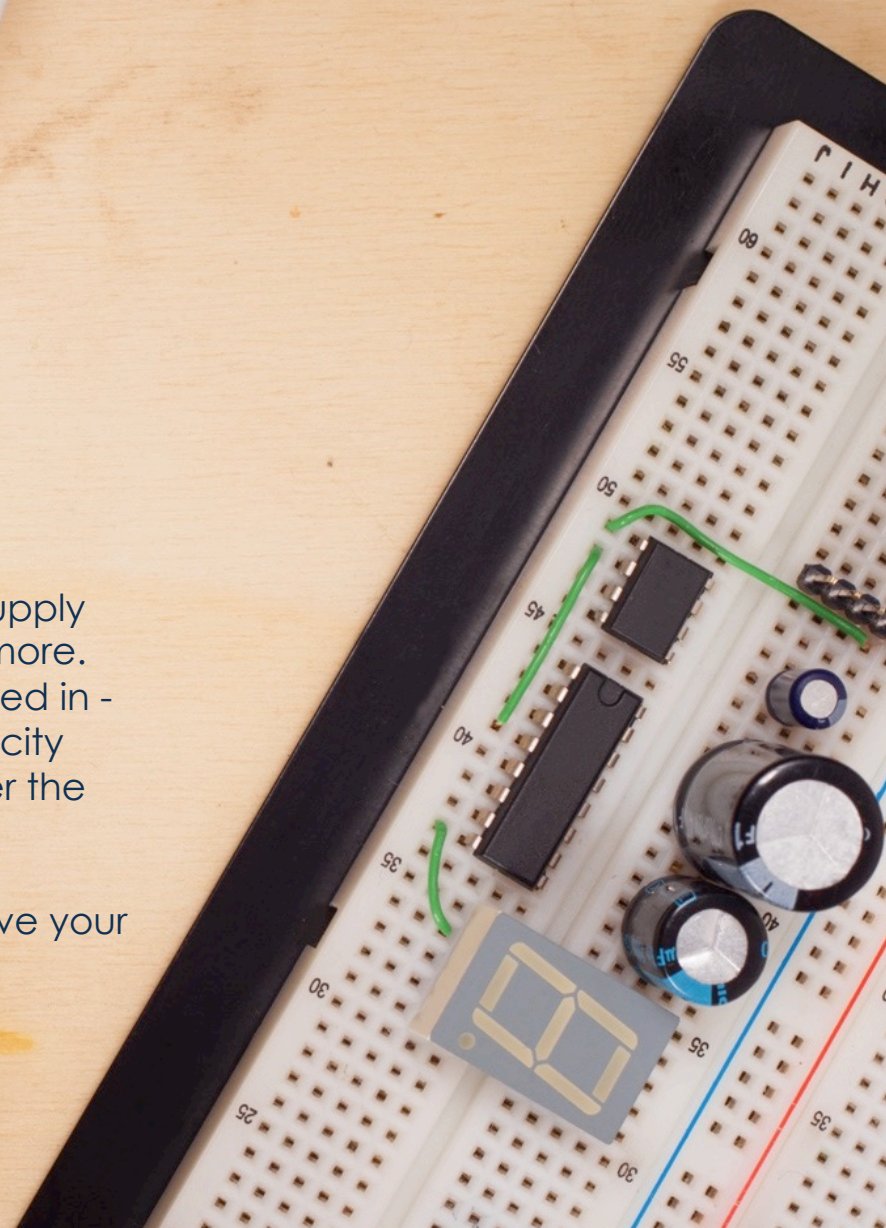




# V is for Vigilant

When it comes to protecting our customers and the supply chain against counterfeit components, no one does more. That's why we've designed full-scale, third-party audited in-house compliance laboratories to ensure the authenticity and functionality of our components before they enter the electronics supply chain.

Our in-house testing facilities cut your costs and improve your time to market.





# Compliance

Vyrian works hard to ensure that components comply with international manufacturing standards. Our strict risk assessment protocols ensure the authenticity of all components that pass through our facility.

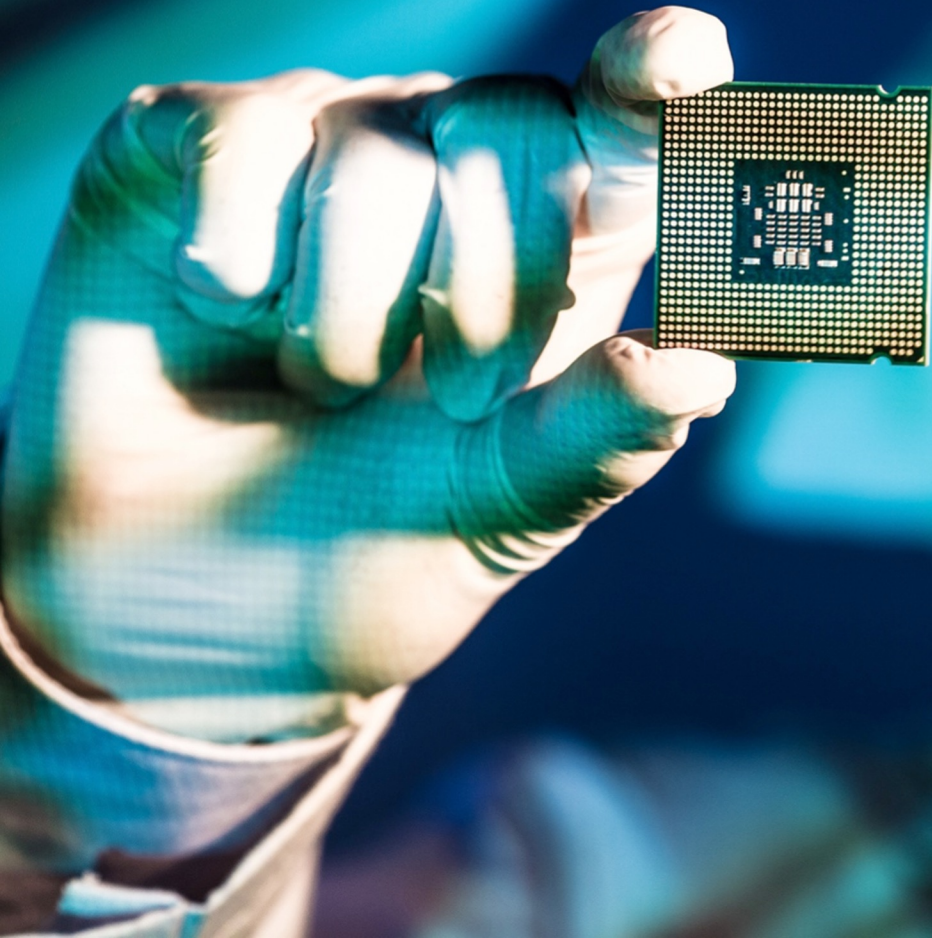
We use internationally recognized Acceptable Quality Limit (AQL) standards for all product inspections which allows you to set your own acceptable quality tolerance levels. Our due diligence and thorough inspection and acceptance processes add yet another layer of protection to the supply chain for our customers and their customers as well.





# Testing Services

For components that have been identified as vulnerable or at high risk for counterfeiting in the supply chain, we offer the following component authenticity inspection and testing:



- Document and Packaging inspection
- External Visual Inspection (General or Detailed)
- Material Analysis/Device Composition
- Inspection RoHS Compliance/MIL Lead Compliance
- Physical Dimension Inspection
- X-Ray Screening and Inspection
- Marking Permanency Inspection
- Blacktopping Inspection
- IC Decapsulation/De-lidding (Internal Analysis)
- Die Verification
- Solvent Testing (Resistance and Heating)
- Solderability Testing
- Failure Analysis



# External Visual Testing Services

While product variations do not necessarily mean counterfeit components, Vyrian is always vigilant. Because we truly understand manufacturer supply chains, engineering controls and the manufacturing process, we know when variations are evidence of counterfeiting or something unique to the manufacturer.

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# Marking & Permanency Testing

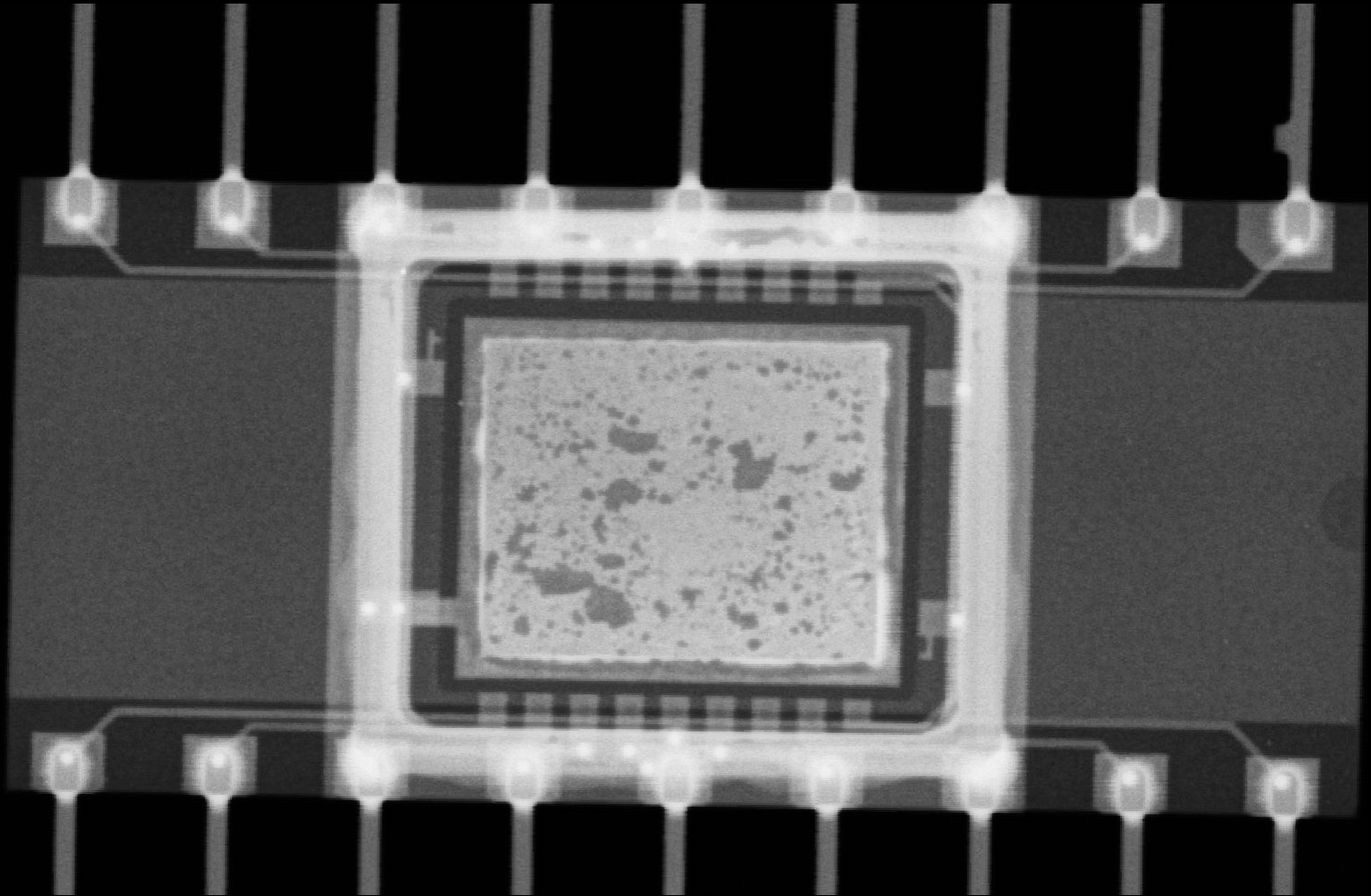
Counterfeiters often have unauthorized access to scrap or excess components. Our marking and permanency tests help determine if these components have been remarked or resurfaced.

Marking and Permanency tests are based on the following industry standards: AS5553, MIL-STD-202 and JESD22-B107C



# Radiography (X-ray) Testing

Vyrian uses real-time X-ray technology to examine electronic components. X-ray inspection is a non-destructive test that verifies the bond wire connections and offers a chance to perform die size comparisons.

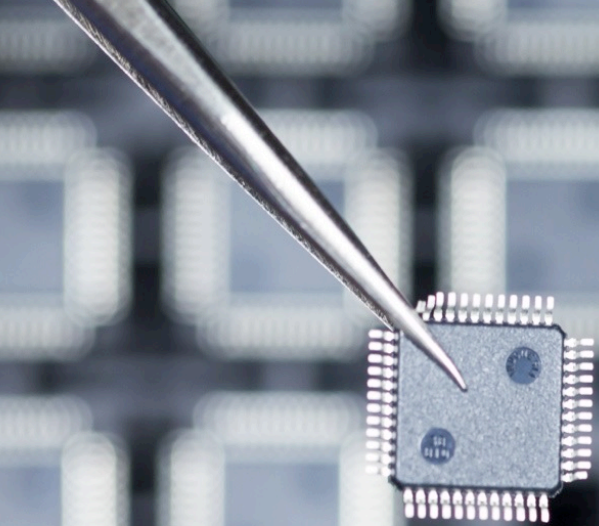


# Decapsulation/ Delidding

“Decap” is a “destructive test” that helps verify the manufacturer die to ensure that it is indeed the correct one. The component’s insulation package is removed to reveal the die and is viewed under high-power magnification.

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# XRF Screening

## (Restricted materials testing)

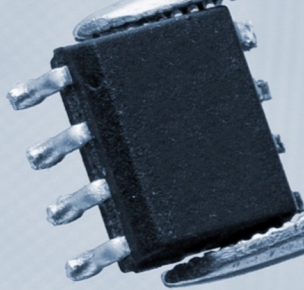
The EU RoHS Directive (2011/65/EU) restricts the maximum allowable levels of lead, cadmium, mercury, hexavalent chromium, polybrominated biphenyl (PBB) and polybrominated diphenyl in electrical equipment and electronic products.

XRF is a non-destructive x-ray test that helps detect the presence, or absence, of these materials.



# JTAG Testing

With our JTAG / Boundary Scanning we are able to utilize thousands of test points using only four test access points. They enable us to test connections between the pins of ICs.





# Solderability Testing

Solderability testing allows us to determine whether a component can be successfully soldered onto another surface in the next level assembly using SnPb or Pb-free solder.

We follow the joint standard J-STD-002 accept-reject criteria for all thru-hole, surface mount, and BGA devices.





# Pre-shipment Inspection

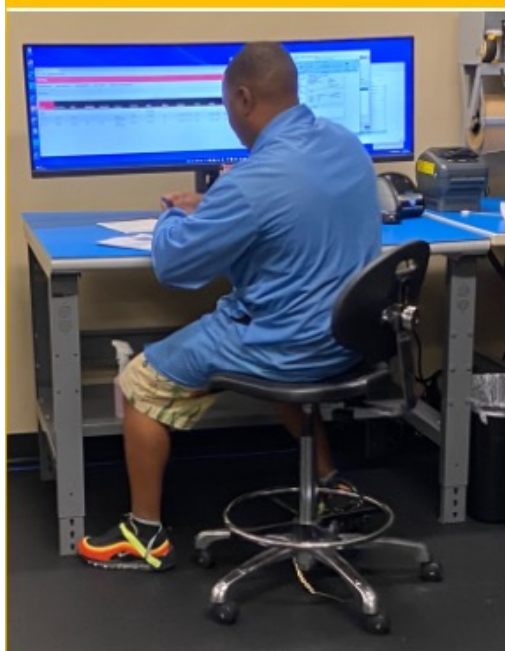
Vyrian's pre-shipment Inspection process is a systematic inspection of randomly selected components from your order. It is the final phase before your order ships and allows us the opportunity to take corrective action before your order is packed.







# Functional and Counterfeit Mitigation Testing Equipment & Capabilities





# Dino-Lite Microscopes



Dino-Lite Digital Microscopes

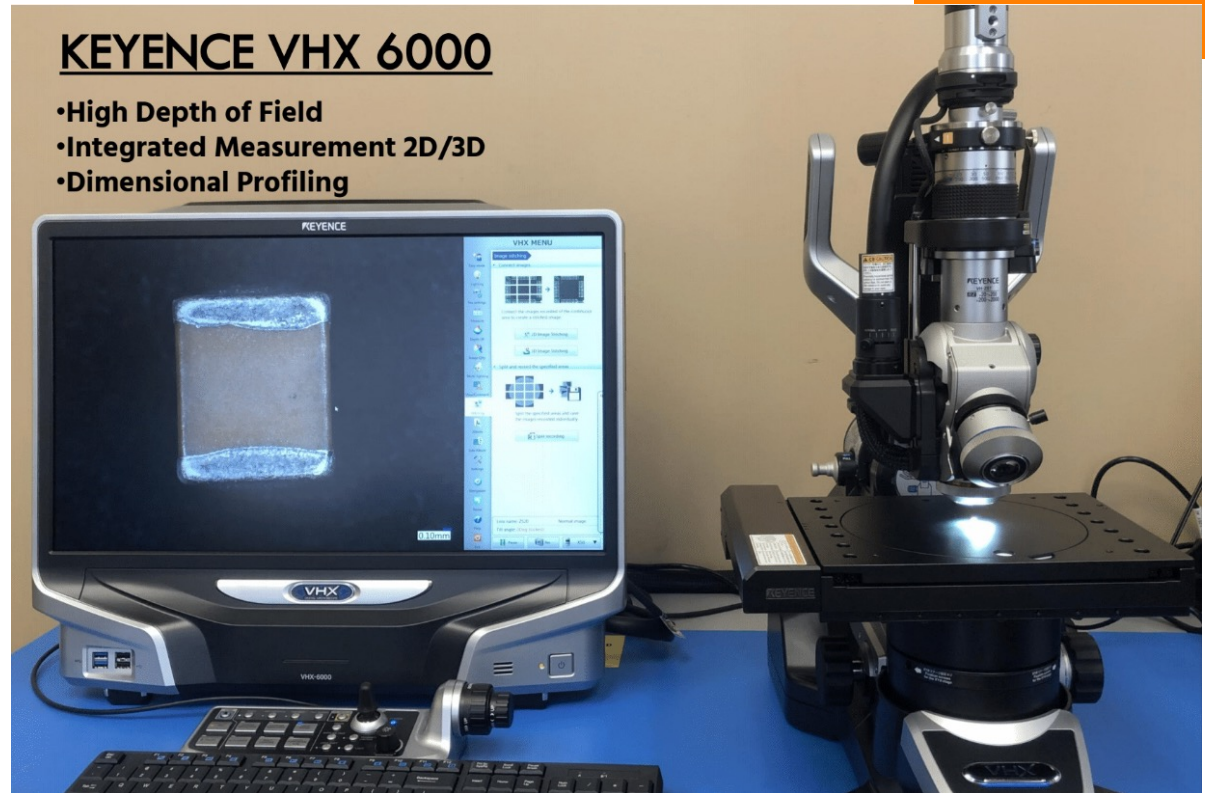




# Keyence Imaging Systems

## KEYENCE VHX 6000

- High Depth of Field
- Integrated Measurement 2D/3D
- Dimensional Profiling



Keyence VHX6000 Digital Microscope



# Keyence Imaging Systems



**Keyence VHX7100 Digital Microscopes**





# Keyence Imaging Systems

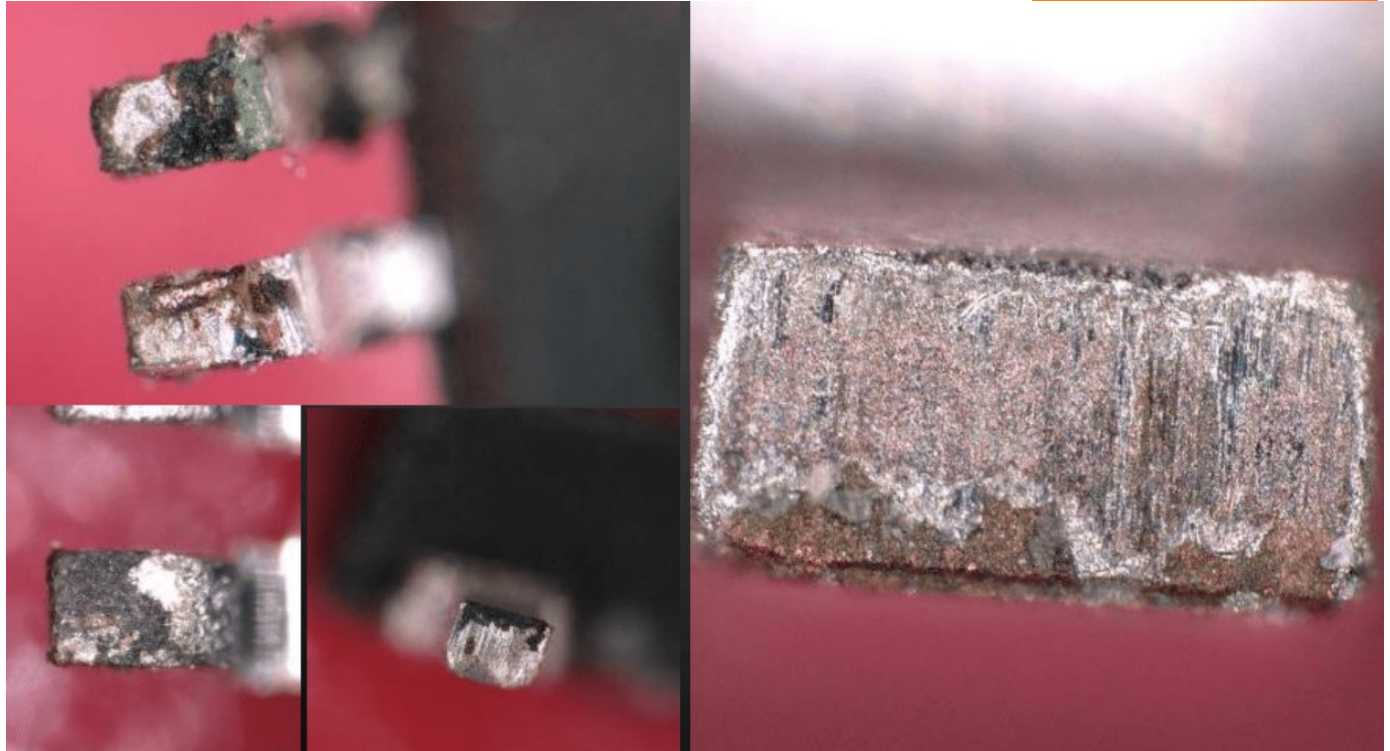


**Keyence LM1100 High Accuracy Image Dimension  
Measurement Systems**



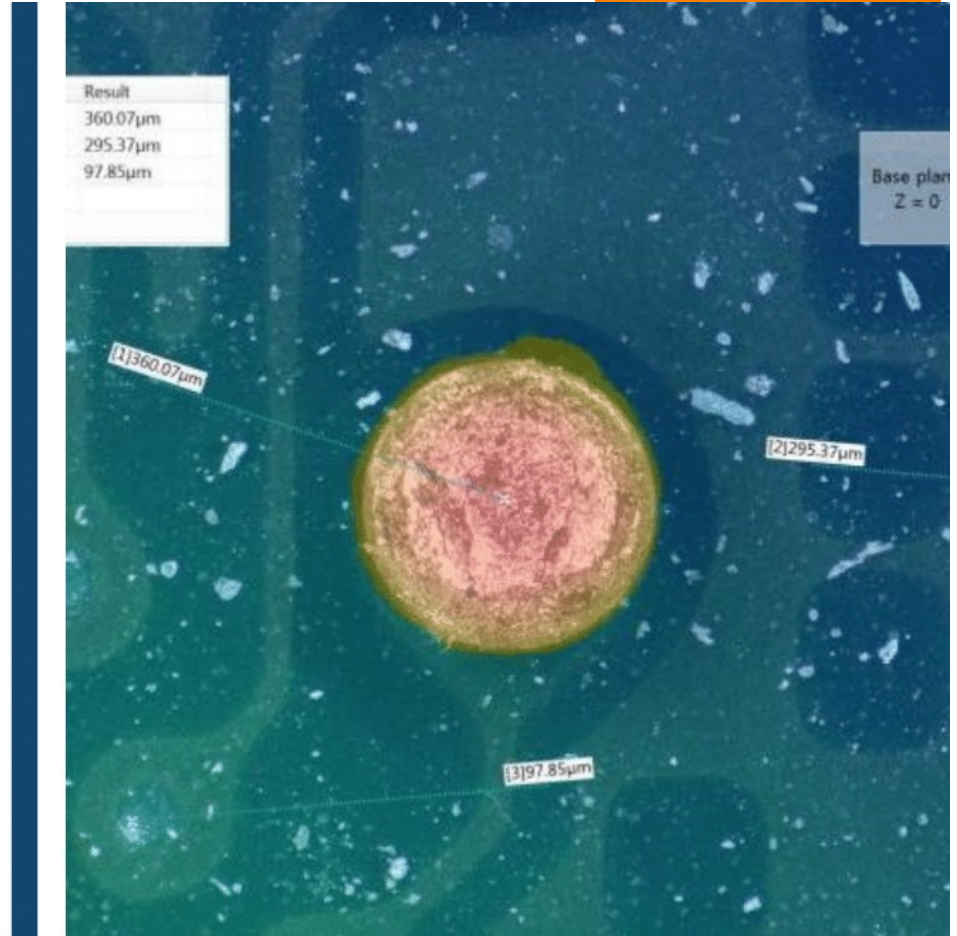
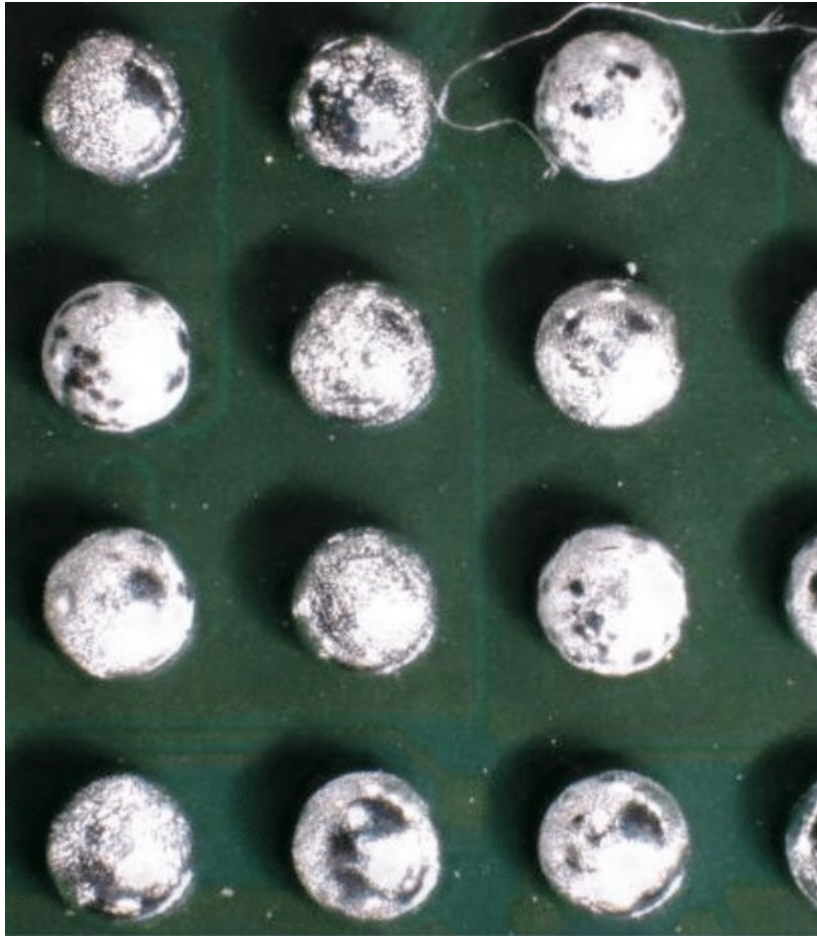
VYRIAN

# Imaging Examples

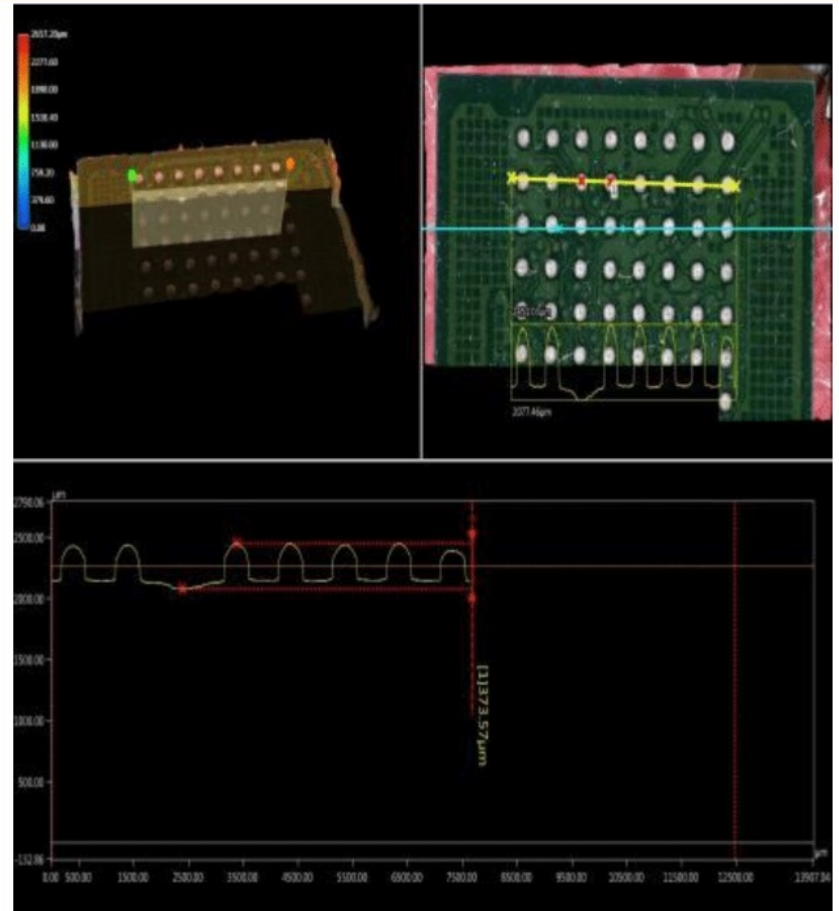
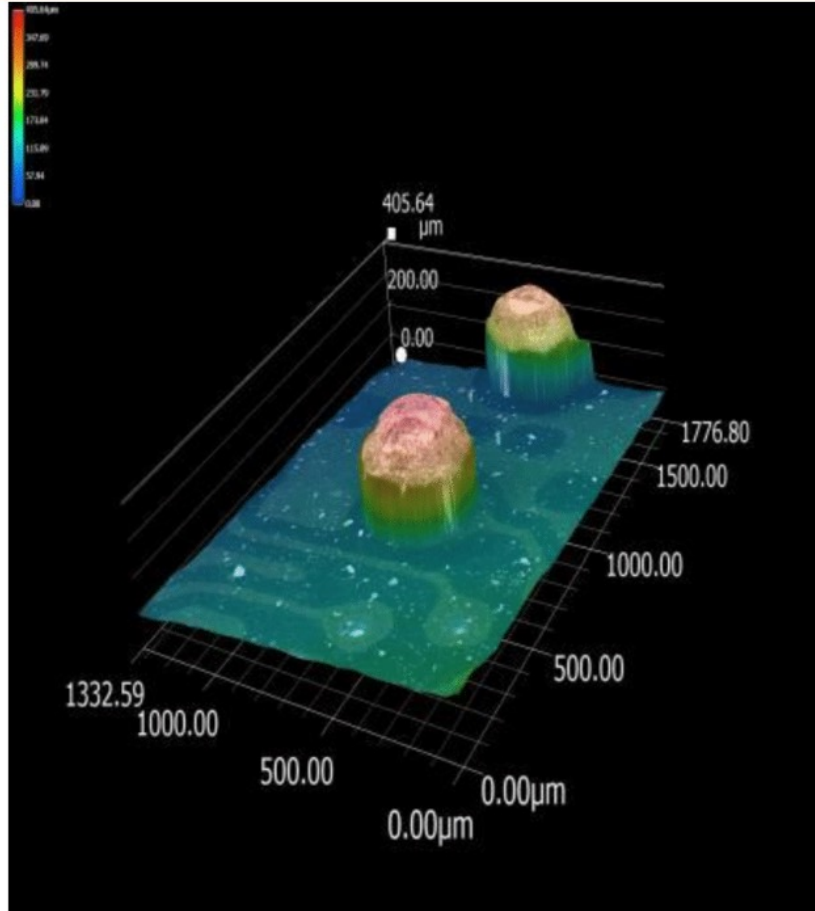


Pins exhibiting corrosion, oxidation and re-tinning



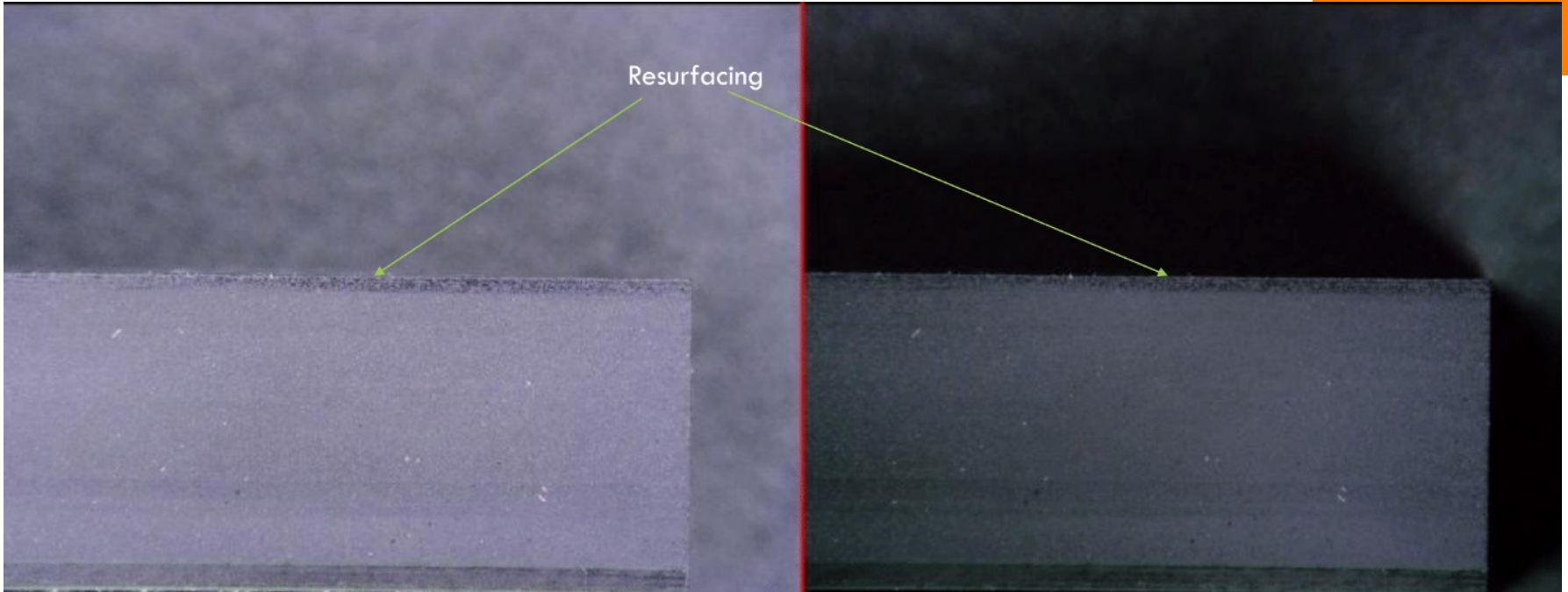


**BGA Inspection and Ball Measurement 3D**

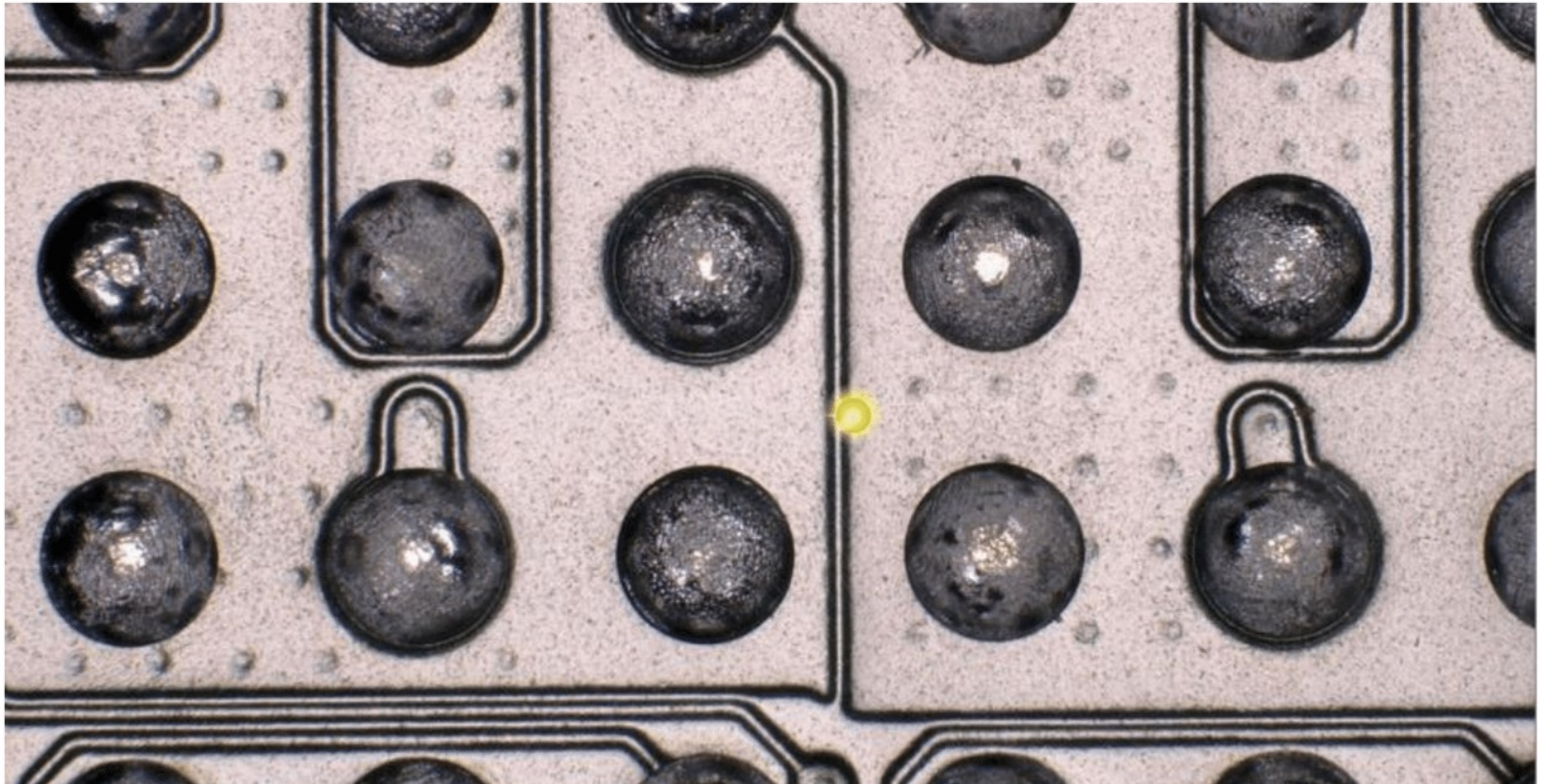


Coplanarity, 3D Ball Inspection and Dimensional Profiling





Resurfacing Images



**BGA Ball Inspection**





# A3- Chemical Testing



**Chemical Fume  
Hoods** for  
Chemical  
Testing and  
Solderability  
Testing.

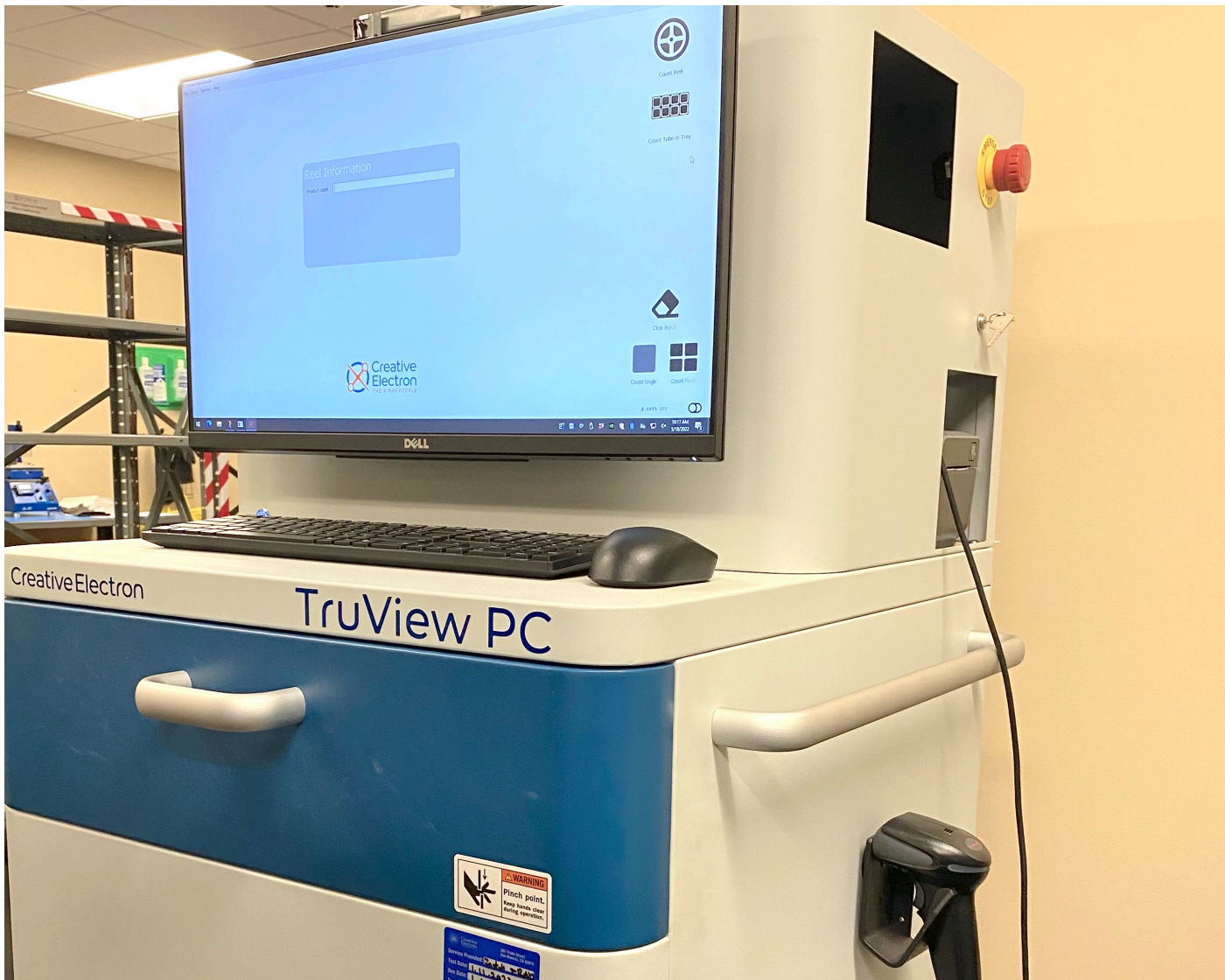






# A4- XRAY Testing





TruView PC2- X-Ray  
AI Part Counter

# Creative Electron X-Ray Systems



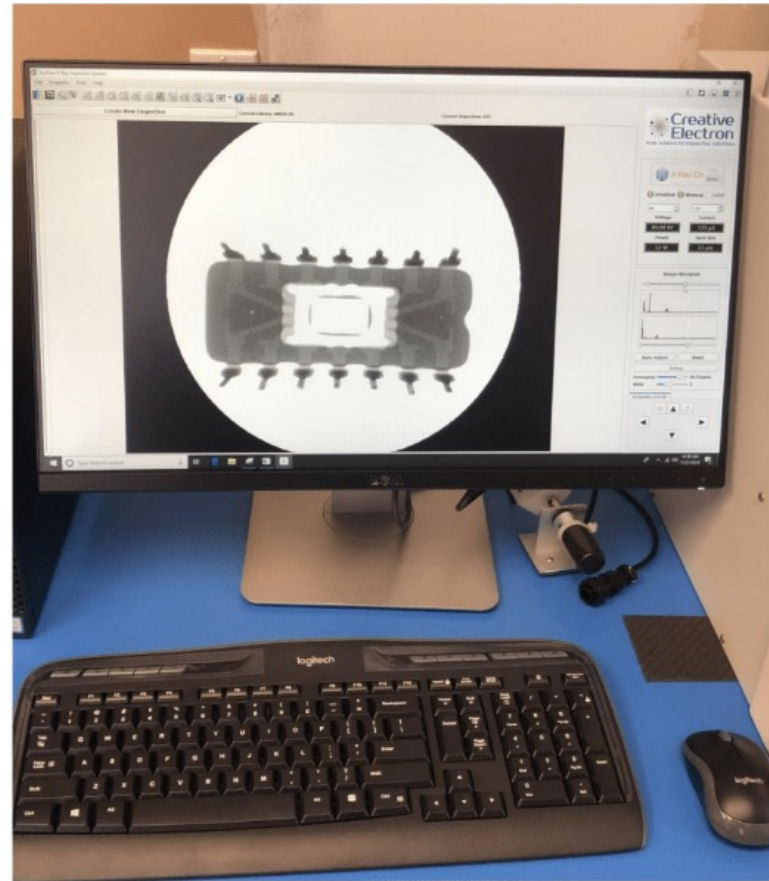


# Creative Electron X-Ray Systems



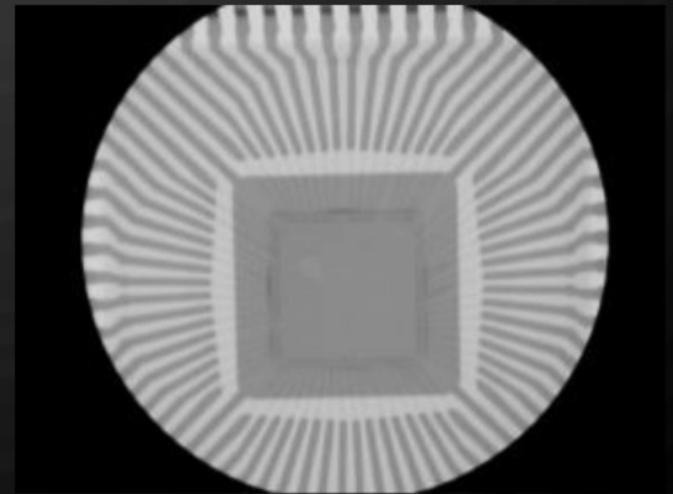
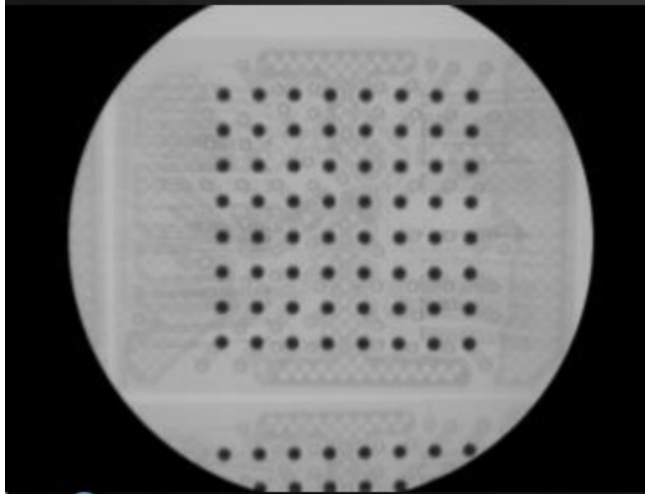
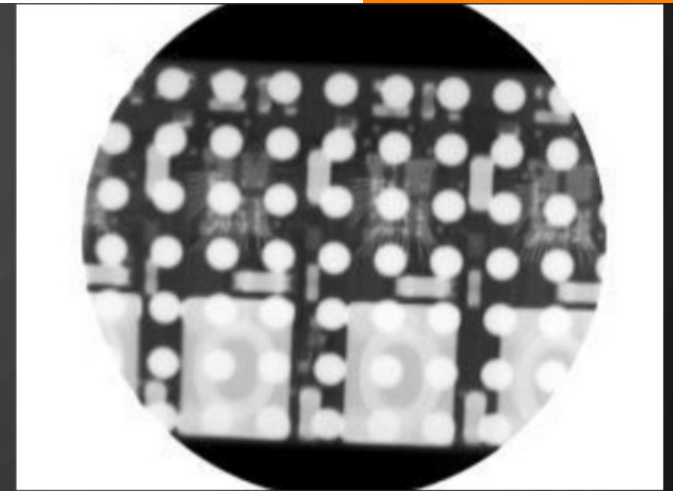
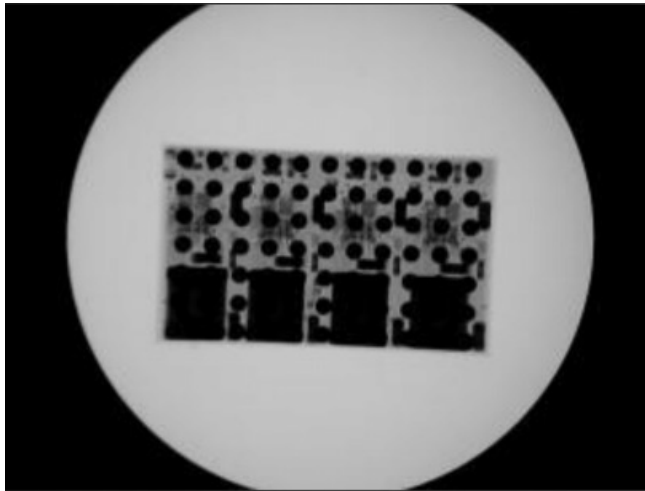
TruView Prime R- Xray Inspection System

# Creative Electron X-Ray Systems



TruView Cube

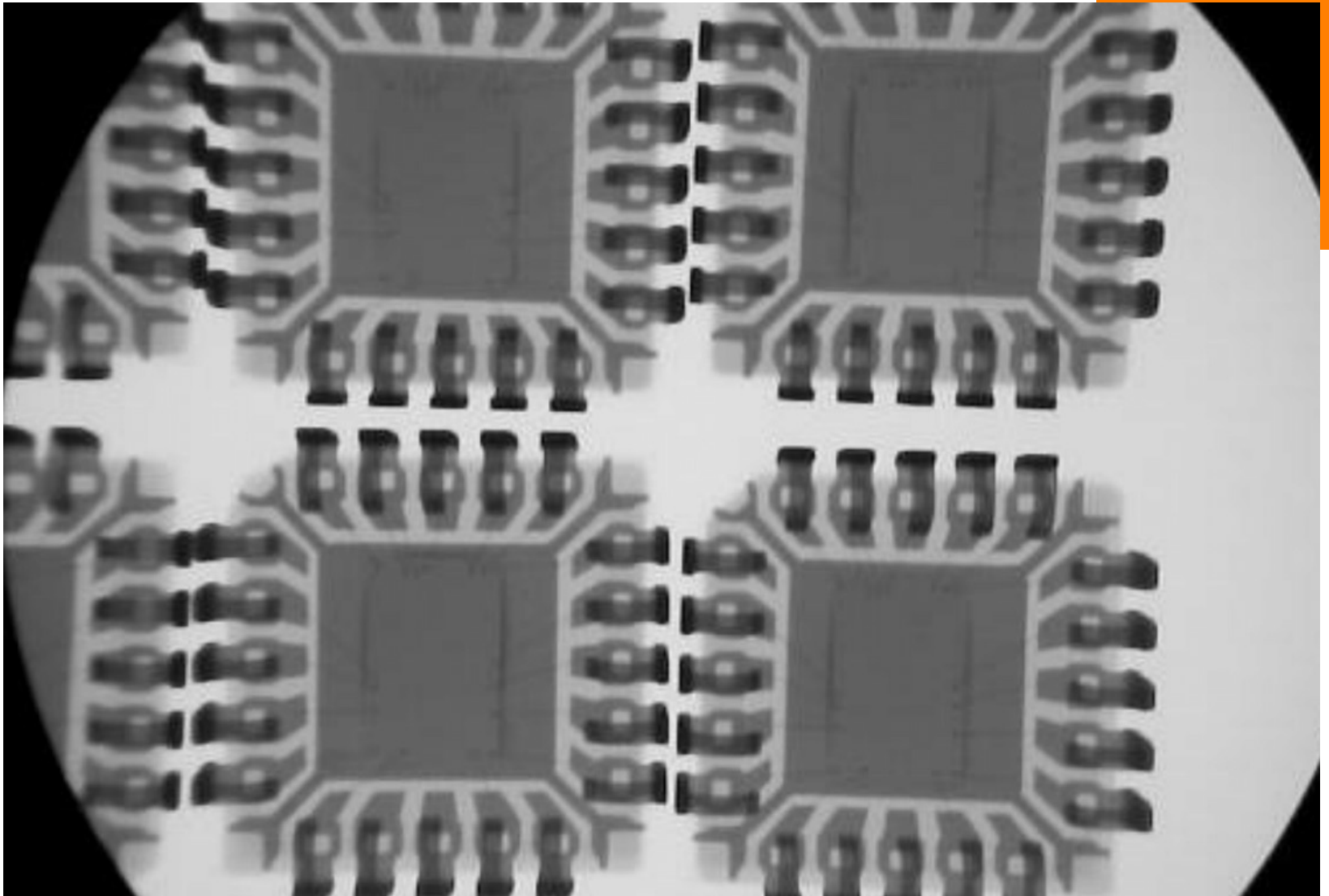




Wire bond Inspection

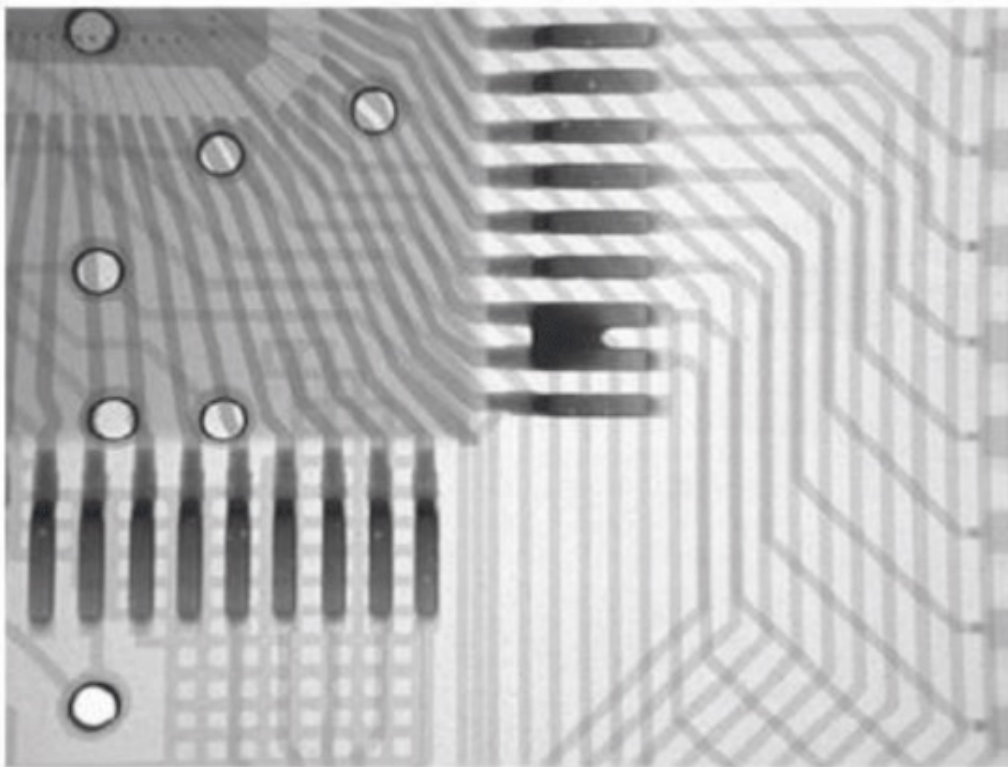


# X-Ray Images



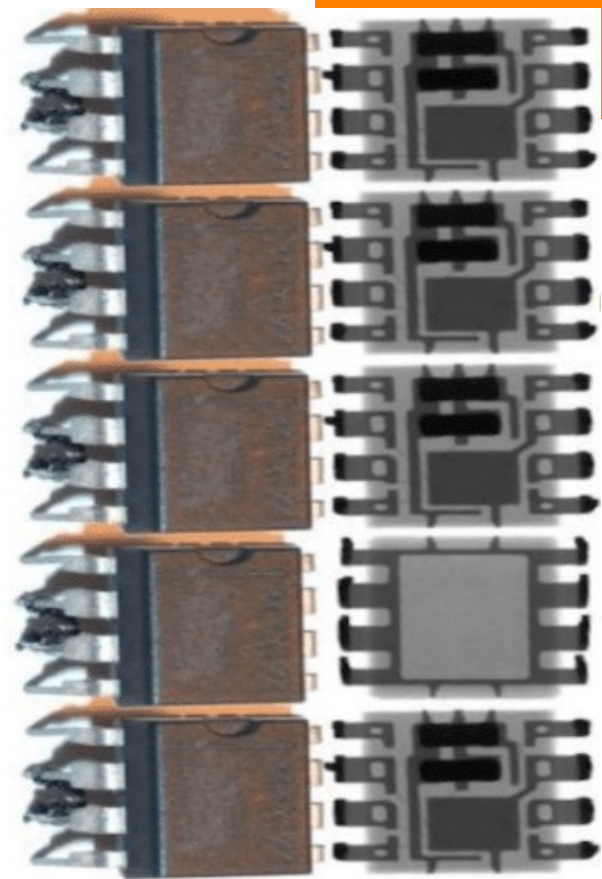
Wire bond Inspection





Wire bond Inspection

# X-Ray Images





# A5- Lead Finish Evaluation





# XRF Analyzer



ThermoScientific XL3T 700S



# Keyence Imaging Systems



**Laser-Based Element Analyzers**



# XRF Evaluation



## Laser-Based Element Analyzer

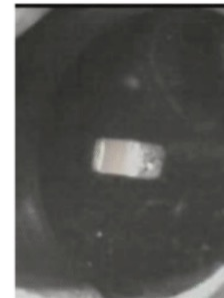


Vyrian Testing Services  
4660 Sweetwater Blvd #200  
Sugar Land, TX 77479

### Certificate of Verification

XL3t-84299

Reading No 74  
Mode Electronics Metals  
Time 2018-09-15 05:08  
Duration 21.92  
Units %  
Sigma Value 2  
Sequence Final  
Alloy1 No Match : \*5.00  
Result : \*2.00  
Flags  
SAMPLE  
SAMPLE NOTES  
HEAT / LOT  
BATCH  
OPERATOR  
COMMENTS  
OTHER NOTES



Ele	%	+/-	$\pm 2\sigma$
Al	<LOD	:	80.000
Ba	51.886	+/-	1.689
Sn	6.901	+/-	0.151
Zr	0.237	+/-	0.021
Pb	<LOD	:	0.063
Zn	<LOD	:	0.093
Cu	21.442	+/-	0.489
Ni	19.069	+/-	0.489
Ti	<LOD	:	3.988



# A6- Decapsulation







# BlueMill Drills

for Physical  
Decapsulation

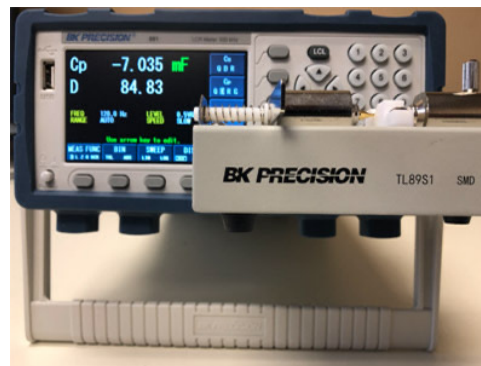


# Electrical/Other

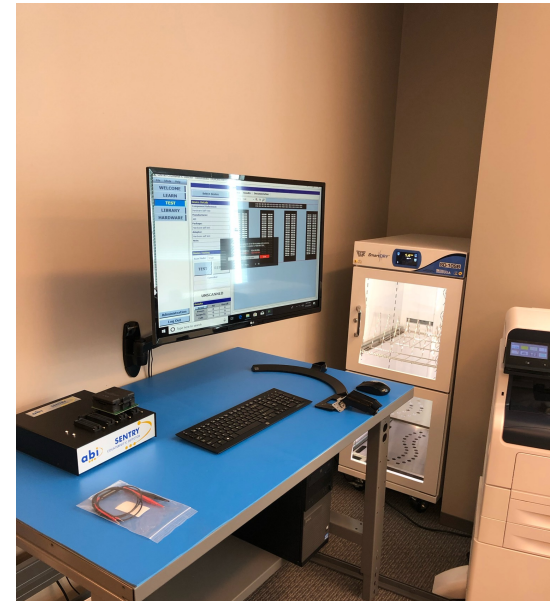




# LCR Meters



# ABI Sentry Counterfeit IC Detector







**SMD Chip  
Counters**

**Smart Dry Baking Ovens**

# Worry-free Procurement

You can buy from Vyrian with confidence because our commitment to quality does not end once your parts leave our facility.

Our no-hassle return policy means that if any electronic component we provide fails under normal use and conditions, we will immediately replace it or refund the purchase price.

Guaranteed.





No matter your requirement,  
we're ready to help.

Please call or contact your  
account manager for a  
quote, BOM review and up-  
to-date product availability.

VYRIAN







# Sustainability & Corporate Responsibility





# Sustainability & Corporate Responsibility

## **Conflict Minerals Policy**

Vyrian condemns the violence in the Democratic Republic of the Congo, and does not use designated "conflict minerals" in the conduct of its business.

## **EU ROHS Compliance Statement**

Parts are compliant with the European Union Directive 2011/65/ EU (RoHS 2), also known as the RoHS Recast or exempted under RoHS 2 Annex III.

## **REACH Compliance Statement**

As a downstream user of high concern substances, Vyrian does not distribute affected components in REACH-prohibited concentrations.