

BÜRKLIN

Company Presentation



Agenda

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- Product Range
- Manufacturers & Customers
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Company History

1954 Bürklin Elektronik was founded by Dr. Hans Bürklin in Munich.

1960 Establishment of a branch office in Düsseldorf.

1962 Publication of the first catalogue.

1995 Handover of the company to Ralph and Achim Bürklin.

2000 Go live first webshop.

2011 Opening of new location in Oberhaching near Munich.

2016 The last printed catalogue was distributed and the new online shop was launched.

2019 Bürklin Elektronik celebrates 65 successful years.

2020 Generation change. Mrs. Veronika Bürklin and Mr. Johannes Bürklin come on board.

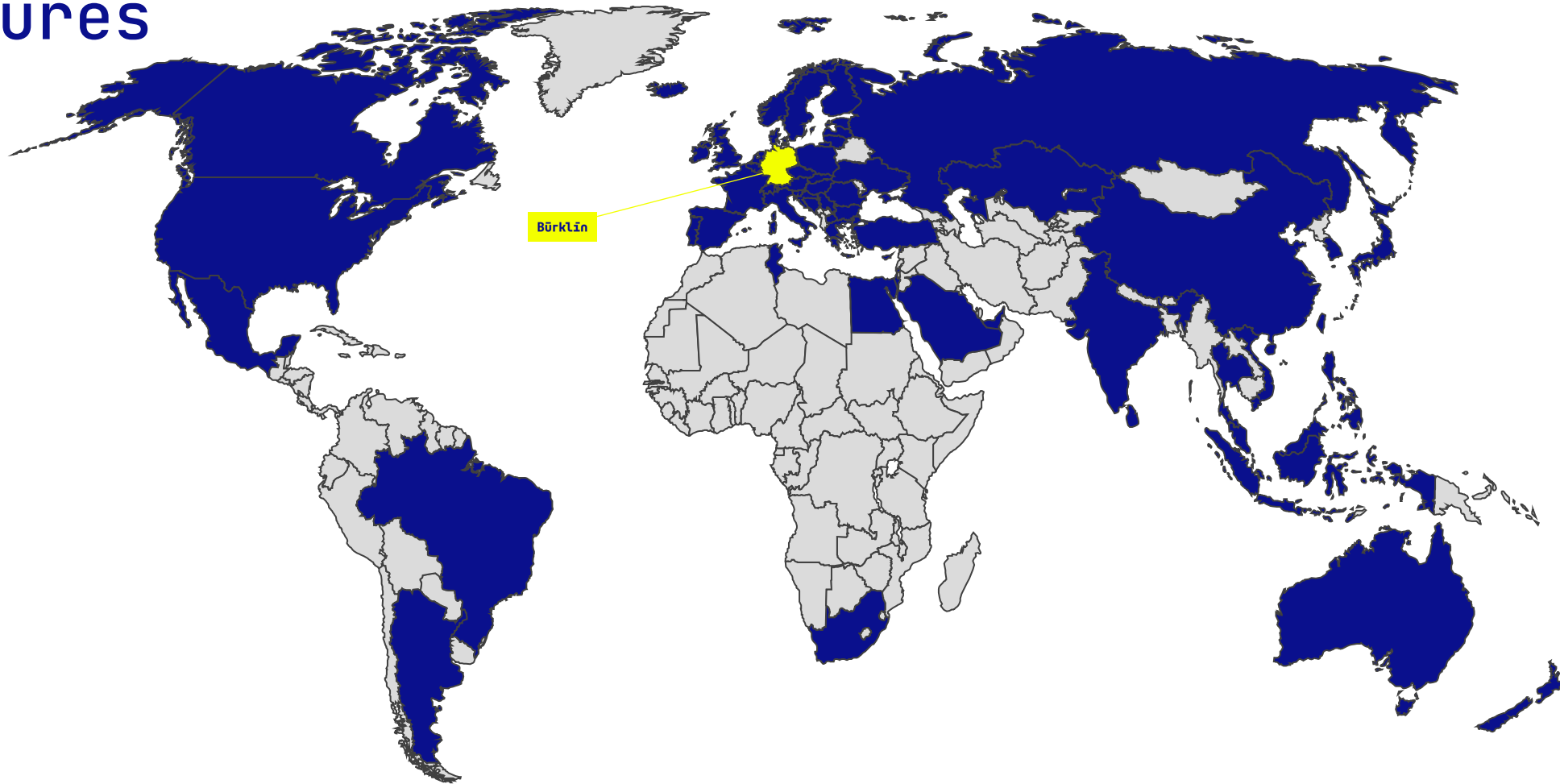
2022 Jürgen Lampert joins the company as CEO. Veronika Tretter and Johannes Bürklin step down as managing directors but remain shareholders.

2024 Bürklin delivers. To celebrate our 70th anniversary, as proof of our vision, Bürklin has launched a new brand identity for the future. Also, Holger Ruban joins Bürklin as new CEO in November 2024.



Figures

Bürklīn



18+
Branches

500.000+
Articles

Customers from
80+
Countries

130+
Employees

Vision & Mission

We are shaping the future of electronics distribution sustainable and digital.

Bürklin is a high-service distributor for electronic components with the best range of quality, innovative products from leading manufacturers as well as complementary services for development, maintenance and education.

As a reliable and competent partner since 1954, we are the first choice of our suppliers and customers. We enable them to realize their potential with tailor-made solutions, making them more successful in the long term.



Sustainability in focus

To protect our society and nature, we are responsible in our use of resources and are committed to a sustainable future. We promote equal opportunities and diversity, are involved in various social networks and initiatives and work in a highly energy-efficient building that is in line with our corporate philosophy.



Expansion of sustainable product portfolio



Delivery directly from Munich in the heart of Europe



Compensation for CO2 emissions caused by shipping goods worldwide



Climate action by planting 5,000 trees for our company-owned forest



Corporate Social Responsibility



Electricity consumption 100% from renewable energies



E-charging stations are available for our employees' vehicles at the company site in Oberhaching



JobRad bicycle leasing for our employees.



Digitalization

We want to optimize processes and create efficiency for both ourselves and our partners. We are already demonstrating digital excellence with two flagships: the newly created best-in-class webshop and our smart eProcurement solutions.



Digital whenever possible

Manufacturer	 Electronic connection	 Automatic transmission of product data	 Monitoring of supplier performance	 Digital marketing as part of the marketing packages
	 Best-In-Class Webshop	 eProcurement solutions, e.g. API, OCI5, cXML	 Services, e.g. online offers	 Self-service of data in My Account
	 Digital application process	 Presence management	 Communication via Teams or Jira	 Document and process management

Selected contact points in person



Corporate Values

DYNAMIC

THOUGHTFUL

DIRECT

OUR BEHAVIOUR

agile
powerfull
courageous

OUR PERFORMANCE

competent
intelligent
individual

OUR STYLE

clear
uncomplicated
personal

Branches

Bürklin

Our customized solutions are tailored to the various needs of our customers.

Our experts have **in-depth know-how**.

We serve various industries and markets with our **comprehensive range** of electronic components.

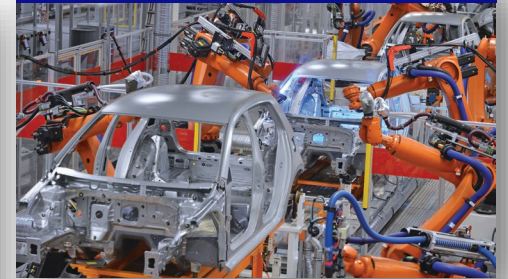
Device construction



Mechanical and plant engineering



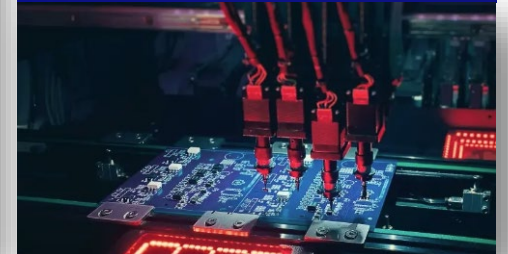
Automotive



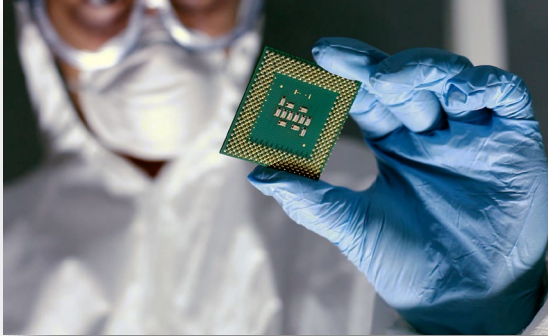
MedTech & Healthcare



Electronic Manufacturing Service

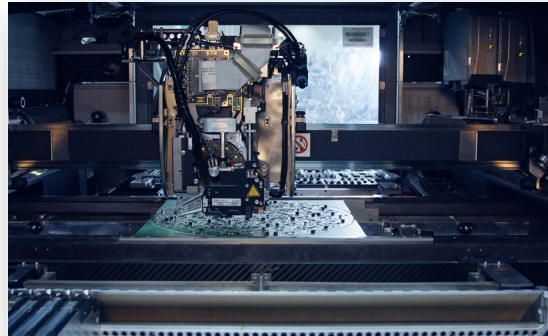


Target Groups



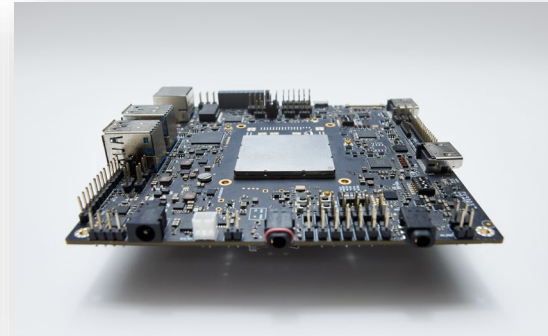
Research & Development (R&D)

From prototyping to low-volume production. Original articles, small quantities and a wide range of products make the development process efficient.



Maintenance, Repair, Operations (MRO)

The rapid procurement of spare parts with the highest quality, ensure that operations run smoothly. Downtimes are minimized as a result.



Purchasing & Procurement

Tailored procurement solutions with eProcurement provide for more efficient procurement in the company. Processes are optimized and reduced costs.

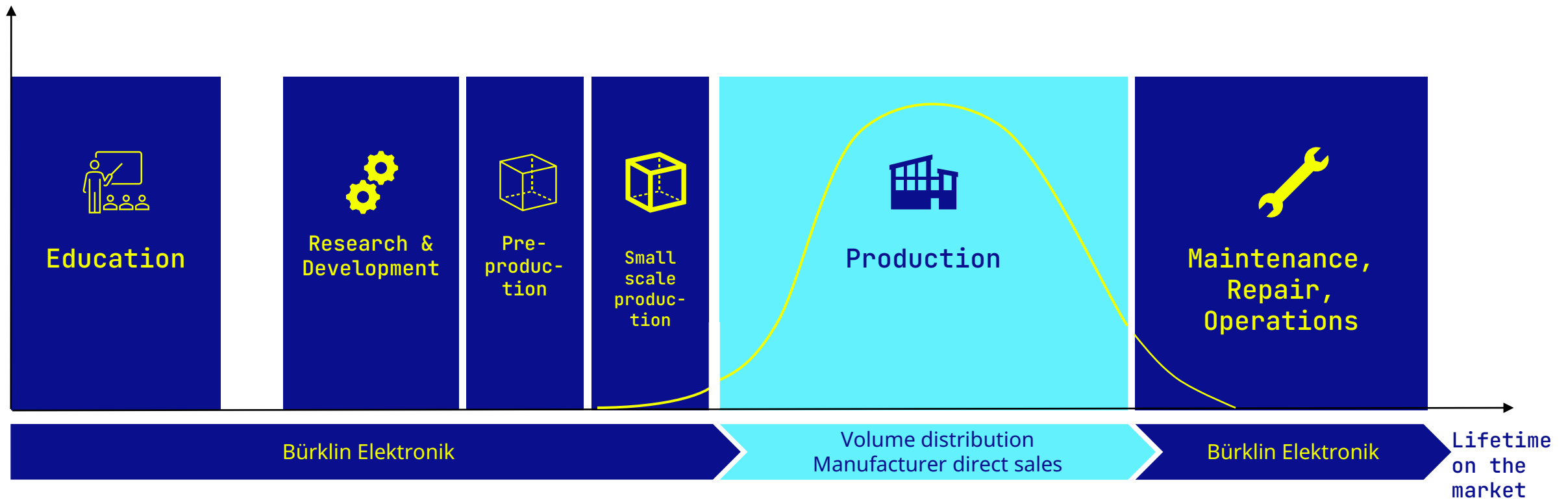


Education

We support prospective experts with our certified and comprehensive range of products.

Product Lifecycle/Value Chain

Sales volume/sales revenue



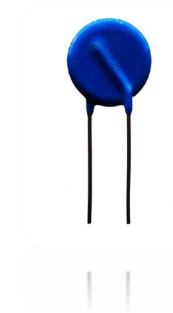
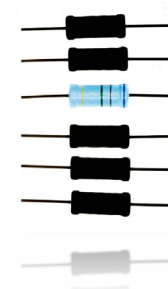
Product Range

We are constantly expanding and updating our product range. We make sure to provide the needs of our customers. In addition, we offer access to over 500,000 articles in our online shop, there of a considerable number directly on stock – available in small quantity.

Handpicked manufacturer & product selection, which are tested in depth, ensure that we can offer exactly the products that are required.

Our product range includes the following product areas:

- Semiconductors
- Passive components
- Electromechanics
- Connectors
- Cable & Wires
- Power supplies, batteries
- Tools & Production Supplies
- Test- & Measurement
- Automation



Manufacturers

Bürklin

For many decades, we have been focussing on long-term partnerships and that is part of our success. We only stock high quality products from over 500 leading manufactures and reliable suppliers.

Bürklin delivers

FLEXIBILITY AND AGILITY



Amphenol



BOURNS®



ebmpapst



HellermannTyton



Customers

Bürklin



B/S/H/



Technische
Universität
München



ProSiebenSat.1
Media SE



Giesecke+Devrient



MAX-PLANCK-GESELLSCHAFT



Many customers from different industries trust and value us as a reliable partner in the electronics industry. We are continuously developing ourselves and will also offer in the future flexible and customized solutions.

Ingenieurbüro Koch

„For more than 35 years, we have found Bürklin Elektronik to be the ideal component and tool partner for our test systems.“

BMV Elektronik Fertigung GmbH

„Cooperation at eye level for over 30 years.“

ideal-tek

„Long-term partnerships are the key to success.“

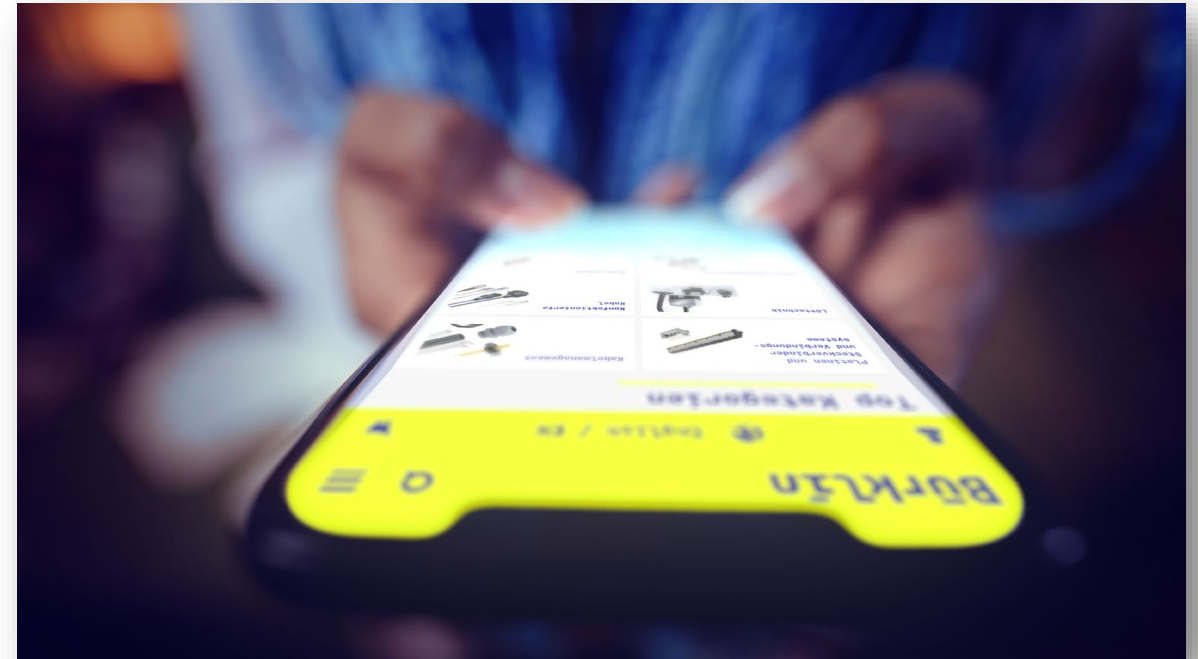
Onlineshop

Bürklin

Our online shop focuses even more on our clients with customer self-service functions and a clear structure, while at the same time impressing with a fresh and modern design. We want to optimize the purchasing processes of our customers.

All advantages at a glance:

- The improved search and filter functions make it quick and easy to find the products and fast finding of the desired products.
- The digital customer account allows access to the order history of all orders, as well as insight into the current order status.
- Thanks to excellent product data quality, we can provide all necessary product information.
- Prices and availability are displayed in real time.



[buerklin.com](https://www.buerklin.com)

Procurement Solutions

Bürklin



Quotation service – individual tailored.

Thanks to our quotation service, it is possible to obtain individual prices, quantities and conditions. Quotation requests according to customer requirements are possible at any time.



Forward orders – precise planning.

Through forward orders, we stock our warehouse exclusively and individually per customer, with exactly the quantity that is needed. Thus we guarantee 100% availability and individual call-off of the goods.



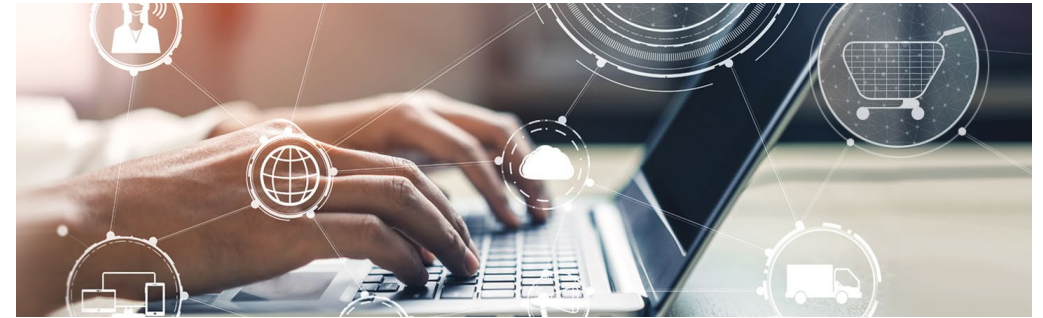
eProcurement – efficient purchasing.

With our individual eProcurement solutions, we help to ensure that the procurement process runs smoothly and becomes more time-saving, transparent and standardized.

eProcurement

For a smooth and efficient procurement process.

With our individual eProcurement solutions, we help to make the procurement process more time-saving, transparent and standardized. As a result, errors can be actively avoided, the purchasing experience improved, and process costs reduced.



- **OCI** (version 4.0 and 5.0), allows direct access to our online shop via the ERP system, including customer-specific prices and real-time stock levels.
- **EDI** connectivity reduces errors by eliminating the need for manual intervention. Closed networks ensure automatic transfer of all order documents (order, order confirmation, invoice, etc.).
- We support various **procurement platforms**.
- **BMEcat** allows access to the entire product range. Prices are fixed for a certain period.
- **API interface** provides dynamic data retrieval and shows availabilities, stock levels, delivery times and prices in real time.

Product Services

Calibration service – precise measuring results

Accuracy deviations of electronic components in measuring instruments often occur. With the calibration service, we ensure exact measurement results.

- Access to an extensive range of already pre-calibrated measuring equipment.
- On request we calibrate the devices regularly according to quality standard DIN ISO 9000f.

Reeling-Service – individual component quantities

For automated processing, we offer the Reeling Service in cooperation with our partner, which supports the acceleration of production processes.

- Access to an extensive range of reeled components.
- On rolls incl. prestressing and finishing tape.
- Suitable for direct insertion into the placement machine.

ECAD - Faster PCB design with ready-to-use ECAD models

In cooperation with Samacsys, we offer you a free tool with which you can download circuit diagram symbols, PCB footprints and 3D models.

- Access to millions of components
- Fast and precise



Delivery Conditions

With a warehouse area of over **8,500 m²** and a total length warehouse racks of **2,500 m**, we immediately ensure the availability of a **comprehensive range of articles**.

Shipping information – order today, delivery tomorrow*.

To make the shipping of the goods as easy and efficient as possible, we offer different delivery options.

- Delivery on **next working day**
- Delivery **worldwide** to more than 80 countries
- Individual delivery options (same day, direct, by desired date)
- **No minimum quantity surcharge**
- Delivery of **small volumes**

*Delivery promise is valid on working days (Mon. to Fri.), for goods in stock and national shipment in Germany. May vary for dangerous goods or rare exception (force majeure).

Bürklin

**Bürklin
delivers**

Quality & certifications

Our certificates are proof of our **proven quality** and define requirements for reliability, professionalism and expertise.



ISO 9001 is the most important standard in quality management. It forms the basis for the continuous improvement process of our quality management system.



AEO-F certification (Authorized Economic Operator) is a customs status for companies that certifies reliability and security in international trade.



With ESD certification in accordance with DIN EN 61340-5-1, we are committed to ensuring that all items are handled in an ESD-compliant manner. We guarantee this through our own ESD zone in the warehouse, proper packaging and trained employees.



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