

FAQs



1. What is the difference between C&K, C&K Switches, C&K Aerospace, C&K Components and C&K Connect?

- C&K is the umbrella group name, encompassing C&K Switches and C&K Aerospace business divisions.
- C&K Switches is the C&K division focused on switch design and manufacturing.
- C&K Aerospace is the C&K division focused on solutions for the Aerospace market segments (Space, Avionics and Military).
- C&K Components and C&K Connect are the legal entities for all legal, tax and financial transactions between C&K Switches and C&K Aerospace, respectively, and their customers.

2. Why are C&K and E.I.S. merging? What benefits does this bring to C&K and E.I.S. customers?

- The two companies complement each other in term of offerings, geographical footprint and expertise. By merging, this will allow us to provide better integrated solutions and better service to our customers.
- The objective is to improve our ability to improve customer service in terms of responsiveness, adaptability, flexibility, time to market and competitiveness.

3. I am an existing C&K or E.I.S. customer, will my Customer Service or External Sales contact change?

- No. There will be no changes to your existing contact persons.

4. If we buy C&K connectors and E.I.S. harnesses, will I have separate accounts and contacts with C&K and E.I.S., or will this be managed by one person through a single account?

- If you are an existing customer at either or both companies, nothing will change in the short term. You will keep your existing respective contact persons.
- If you are an existing customer at only one of the companies, your existing contact person will be your sole contact going forward and will coordinate internally with the other entity.
- In either case, all transactions will be with each company's legal entities (C&K Connect or E.I.S. Electronics).

5. Will I have one contact for technical queries and one contact for commercial queries?

- Same as above for your contact persons.
- Our focus is to bring you the best technical support and expertise with the right contact person.

6. Will we have to maintain different supplier accounts for C&K Connect and E.I.S.?

Yes, the factories and shipping addresses being different, you will have to create distinct accounts for each supplier legal entity if they are not already in your supplier portfolio.

7. I am a C&K customer and have an enquiry for harnesses, who should I address this to?

- Address your questions to your existing contact person, she/he will organize the right answers for you, coordinating internally.
- This is also true for a harness customer who has a connector enquiry.

8. Will C&K now offer harness solutions for customers buying C&K switches, or just for customers buying C&K connectors?

- C&K Aerospace's primary focus is on meeting the demanding specifications associated with connectors and harness solutions for Aerospace applications. We are, however, open to evaluate other opportunities when it makes sense for both parties.
- Market segments such as Energy Generation and Medical could be in line with the C&K Aerospace harness expertise and positioning.
- If the customer does not have a C&K Aerospace account and wishes to purchase harnesses, they will need to add the C&K Connect supplier (legal entity) to their order system.

9. Do we need to update our C&K or E.I.S. accounts in our order system?

- No need to change existing E.I.S. or C&K accounts.
- You will, however, need to create the C&K Aerospace division account under the "C&K Connect" legal entity.

10. Do we need to review or update contracts between our companies?

- No need to update any existing contract.
- In the case of a frame contract for distributors and for standard reference harnesses, the harness solutions will be incorporated as a product line.
- Where a specific harness project is sold through distribution, in most cases a service contract will be set up between E.I.S. and the distributor.

11. Where can I find out more about C&K and E.I.S. on your web site?

You can find all necessary information on the following web sites:

- C&K Aerospace: www.ckswitches.com/markets/aerospace-defense/
- E.I.S.: www.eis-electronics.de/en/company

12. How does the merger of the two companies affect qualification and approval by third parties such as quality associations, space agencies, and environmental certifications?

- The merger does not affect the companies' existing products, solutions or certifications.

13. I am a C&K distributor, will my company now be able to promote harnesses solutions, or does E.I.S. have separate and distinct Rep or Distribution Channels?

- If you are an existing C&K Aerospace distributor, you will be able to promote harness solutions.
- We will also create standardised harness solutions suitable for common applications.