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Avnet FAE Scorecard								
MOSFET Design Metrics	Definition	2025 Baseline	2X Growth Goal	2026 Achieved	Achieved %	Weight	Weighted Score	
Design Registrations Influenced	Number of Vishay MOSFET design registrations supported or influenced by FAE (i.e., number of design wins)					10 %		
MOSFET Revenue Conversion	Dollar value of MOSFET opportunities converted to revenue (i.e., branch MOSFET revenue)					60 %		
Vishay Interaction Metrics	Definition	—	2026 Goal	2026 Achieved	Achieved %	Weight	Weighted Score	
FAE-Vishay Collaboration	Joint customer calls, design reviews, or opportunity planning sessions (i.e., once a week checkpoints. Vishay team to log interaction)		20			20 %		
Vishay MOSFET Trainings	Attend monthly Vishay MOSFET product trainings hosted by Vishay divisional team		4			10 %		
		Total Weighted Score						