# Aluminum SMD Capacitors and EDLC Supercapacitors

Aluminum SMD and Energy Storage Capacitors for Automotive and Data Protection Applications

VISHAY

The DNA of tech.®

## WHERE TO HUNT

**Look-alike Targets:** NVIDIA, AWS, Tesla, Rivian, Borg Warner, GM, John Deere, Eaton, Lear, Aumovio, Aptiv, ZF, Schaeffler (Vitesco), Bosch, Valeo, Siemens, John Deere

**Door Opener Questions:**

- Is the EDLC the last leaded part on your board?
- Do you require AEC-Q200 qualification?
- Do you need high temperature (150 ºC) SMD capacitors?
- Does your application require high performance and long life?
- Are quality and reliability your main concerns?
- Do you need a source outside of China+1?

**Automotive:** e-latches / door locks, transmission controls, data backup, high temperature e-mobility, e-compressors, converters, OBCs, coolant, infotainment, motor control, power supplies

**AI / industrial:** datacenters, instrumentation, fabrication equipment, energy storage, fire detection, robotics, metering, power supplies

## HOW TO SELL: Sell the Solution, not the component

**"Vishay offers AEC-Q200 qualified aluminum SMD and EDLC capacitors. Our products surpass AEC-Q200 specifications in vibration and can withstand 85 ºC / 85 % RH testing; EDLCs are UL810A-recognized."**

- EDLC supercapacitors: soon offering industry-first SMD, eliminating need for additional wave solder costs
- EDLC passes full AEC-Q200 Rev-E testing; longest lifetime in industry, ensuring application reliability
- Aluminum SMD capacitors able to withstand up to 10x higher vibration than automotive standards

## HOW TO CLOSE: Advancing the opportunity

**"We don't just supply components — we partner with engineers to design the right product to fulfill the performance and lifetime requirements of the application."**

- Pull in support early: engage regional technical support
- Enable the customer: provide models, simulations, tools / calculators, quick-turn sampling
- Reinforce with resources: infographics, white papers, application notes, toolkits, videos, tailored follow-ups