

Polymer Capacitors

Polymer Capacitors for Industrial, Computing, and Aerospace and Defense Applications

VISHAY

The DNA of tech™

▶ WHERE TO HUNT

Look-alike Targetw: NVIDIA, Cisco, Groq, HP, Dell, Google, Microsoft, Eaton, Intel, Meta, AWS, IBM, Seagate, Boeing, Qorvo, L3 Harris, Honeywell, BAE, Raytheon, LMCO, SpaceX, Northrop Grumman, MDA, AMD, Micron, Sandisk, Pure Storage

Door Opener Questions:

- Do you require component profile reduction?
- Is a reduction of board space needed?
- Do you have piezo noise effect?
- Do you require special screening?
- Does your application require high voltage and capacitance on a single-piece capacitor?
- Does your application require high performance and long life?
- Do you need a source outside of China+1?

Industrial: test equipment, 5G networks, energy meters, power supplies

Computing: AI servers, PCs / laptops / tablets, data storage, SSD memory, data centers, chargers

AMS: satellites, radar, cabin equipment and systems

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

“Vishay offers broad portfolio of polymer capacitors to fulfill the needs of markets from industrial to aerospace and defense, providing solutions that reduce overall customer costs and enhance performance.”

- All polymer products are produced outside of China
- Multiple options between formfactor, electrical characteristics, and CoO
- Multiple screening levels to fulfill any customer requirements
- Ensure long term reliability under harsh conditions

▶ HOW TO CLOSE: Advancing the opportunity

“We don’t just supply components — we partner with customers to provide performance to the application and cost efficiency to the product.”

- Pull in support early: engage FAEs / regional technical support
- Enable the customer: provide models, simulations, tools / calculators
- Quick-turn sampling for customer validation
- Align on program timing and key milestones
- Reinforce with resources: infographics, white papers, application notes, toolkits, videos, tailored follow-ups

Polymer Capacitors – Automotive Grade

T51 – Automotive Grade Polymer Capacitors for Automotive, Robotics, and Aerospace and Defense

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▶ WHERE TO HUNT

Look-alike Targets: NVIDIA, Ford, Tesla, Rivian, Borg Warner, GM, Eaton, X1, Boston Dynamics, Apronik, Sanctuary AI, Figure, Honeywell, BAE, Raytheon, LMCO, SpaceX, Amazon LEO

Door Opener Questions:

- Do you require AEC-Q200 qualified parts?
- Do you require multiple sources?
- Is board space reduction needed?
- Do you have piezo noise effect?
- Does your application require high performance and long life?
- Do you need a source outside of China+1?

Automotive: ADAS, infotainment, in-car communication, OBC, DC/DC converters

Robotics: humanoids

AMS: satellites, cabin equipment and systems

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

“Vishay offers capacitors that go beyond AEC-Q200 qualification, with the lowest single-digit ESR in the market. Parts are produced in Japan and soon in Mexico, mitigating geopolitical and supply chain risks.”

- T51 polymer capacitors – produced in Japan and Mexico
- Tested beyond AEC-Q200 on LET, 85 °C / 85 % RH, and storage test
- Supply chain mitigation - only one competitor (Kemet) and customer needs multiple sources

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