

WHY A DISTIMAN SITE IS BETTER THAN MOUSER'S WEBSITE



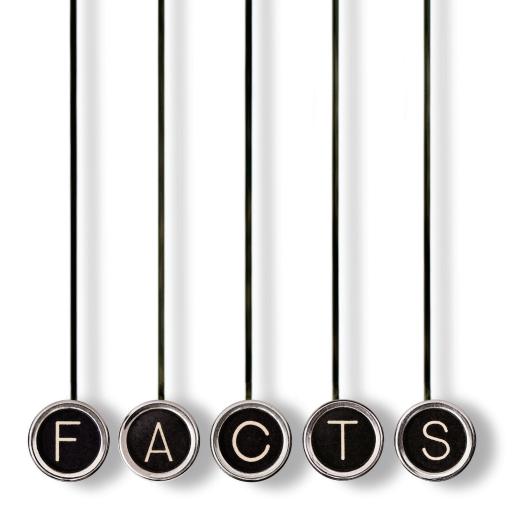
INTRODUCTION THE FACTS BEHIND THIS COMPARISON

I am a content manager hired by Microwave Components LLC to populate and design their website using the DISTiMAN website platform. With a shoestring budget and about 150 hours of total content & design effort, I launched **MWC-LLC.com**.

To prove and qualify my work, I decided to compare it with one of the monster's of the B2B tech industry, Mouser. They are the worlds 7th largest electronics distributor with 1.85 billion in sales and more than 2,400 employees.

. . . versus

- one person (designer & content manager)
- around for 40 hours of effort in excel and graphic design work
- and \$750 per month for DISTiMAN's SaaS website platform





HOME PAGE COMPARISON

GOOGLE PAGE SPEED INSIGHTS - DESKTOP PERFORMANCE

Mouser's Google Page Speed Insight test rated a 38, where DISTiMAN's rating is at 57. Mouser required 7.9 seconds "time to interactive" while DISTiMAN required a mere 2.5 seconds.

34% IMPROVED OVERALL SCORE 3.16 X FASTER TIME TO INTERACTIVE

NOTE:

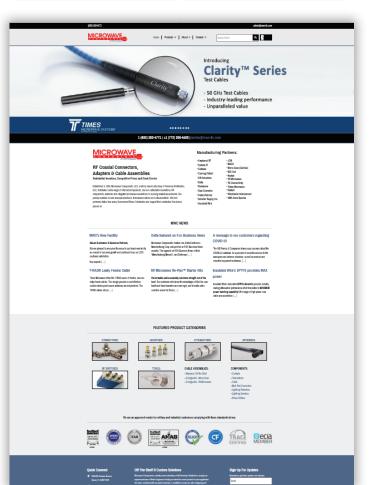
Design being a question of taste, is an argument we will bypass - and focus on performance of the home pages that have reasonably equivalent content and images on both home pages. MWC has 7 large slider images, Mouser has 5. MWC has heavier text content. etc. . . .

All performance results displayed are with one page "refresh". This ensures that Google was equally testing recent cached version of pages. Un-cached version are ~10% lower for both sites, should you run your own tests.



https://www.mwc-llc.com/

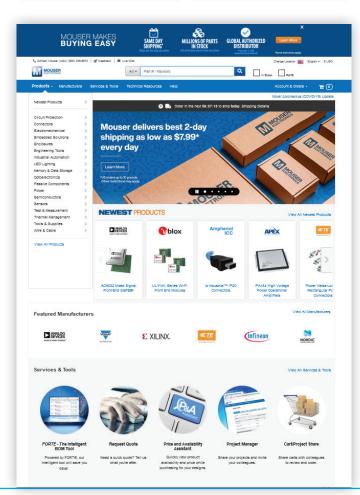
First Contentful Paint	2.5 s	Time to Interactive	2.5 s
▲ Speed Index	2.7 s	 Total Blocking Time 	10 ms
▲ Largest Contentful Paint ■	2.9 s	▲ Cumulative Layout Shift ■	0.279





https://www.mouser.com/

1.1 s	▲ Time to Interactive	7.9 s
2.7 s	▲ Total Blocking Time	860 ms
2.5 s	Cumulative Layout Shift	0.012
	2.7 s	2.7 s Total Blocking Time





HOME PAGE COMPARISON

GOOGLE PAGE SPEED INSIGHTS - MOBILE PERFORMANCE

Mouser's Google Page Speed Insight test rated a 12, where DISTiMAN's rating is at 35. Mouser required 27.9 seconds "time to interactive" while DISTiMAN

291% IMPROVED OVERALL SCORE 3.5 X FASTER TIME TO INTERACTIVE

required a mere 8.0 seconds.



https://www.mwc-llc.com/

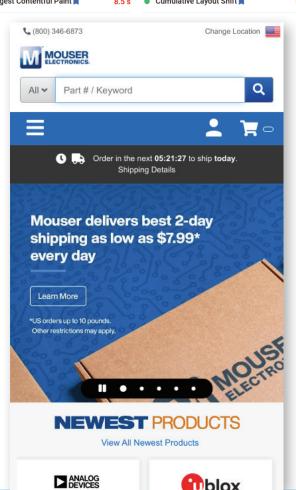
▲ First Contentful Paint	7.7 s	▲ Time to Interactive	8.0 s
▲ Speed Index	8.8 s	Total Blocking Time	220 ms
▲ Largest Contentful Paint ■	9.4 s	▲ Cumulative Layout Shift ■	0.385





https://www.mouser.com/



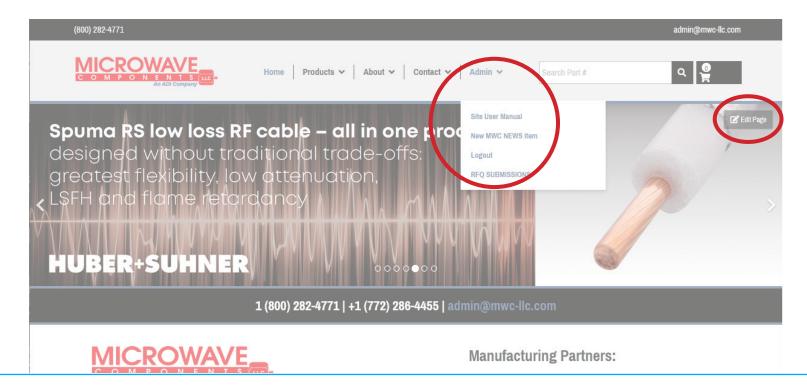


HOME PAGE - MANAGEMENT ONE-CLICK EDIT VS POSSIBLY LONG & INVOLVED PROCESS

DISTiMAN offers a major advantage in ease management with **one-click edit** feature, enabling direct management everything on the site with little or no html skill. Additionally, an admin menu provides links to the site manual, news item creator and to a report of all quotes submitted.

Mouser's site likely requires an administrator interface and some level of training to find, edit and create items. It is more likely that an experienced designer must be involved in all changes . . . versus giving out multiple administrator privilege sets.

I WOULD ARGUE THAT DISTIMAN OFFERS A 5-10X IMPROVEMENT IN EASE OF MANAGEMENT



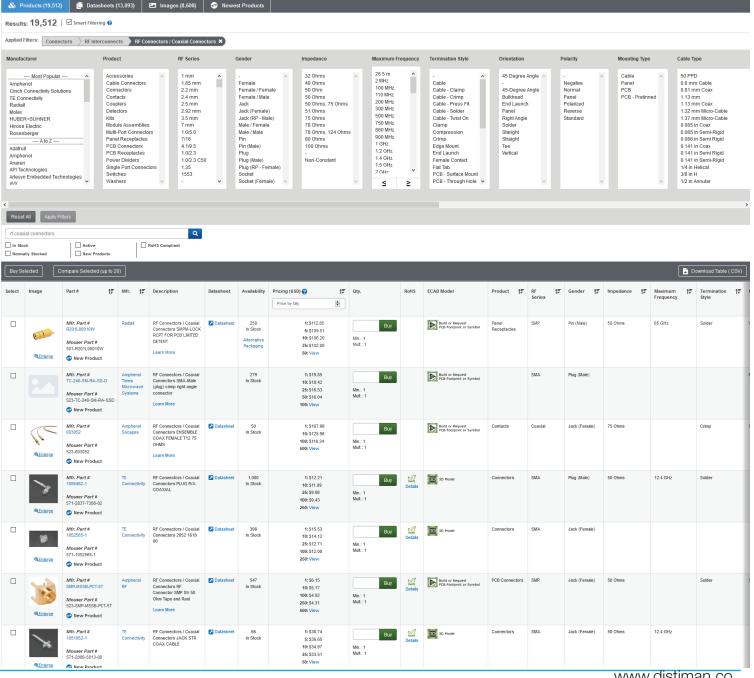


USABILITY - AT THE CATEGORY RF CONNECTOR LISTING FROM MOUSER

Searching for **RF Connector** on Mouser's site using a wide monitor, the selection table fits only 60% of the product data, you must scroll right of the page to see remaining columns.

Mouser has done a solid job of at least providing filter values that make sense and are useful. So their usability issue simply lies in their being too much data to fit on the screen. They could economized the use of horizontal space to make this page more usable.

END RESULT IS THAT MOUSER'S SELECTION PROCESS IS PRETTY GOOD FOR A DESIGNING ENGINEER



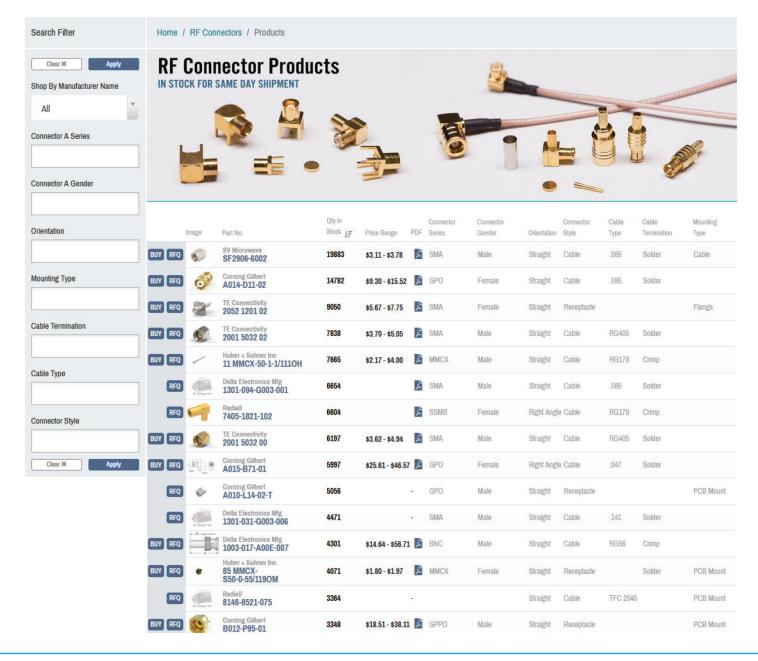


USABILITY AT THE CATEGORY

RF CONNECTOR LISTING FROM MWC - 1,960 PARTS

The available information and functionality is equivalent to Mouser with a much cleaner and intuitive design. Includes a well marketing message at the top of the page and easily fits . . . within standard 1100px screen width.

I WOULD ARGUE A >3-5X IMPROVEMENT IN USABILITY AS COMPARED TO MOUSER



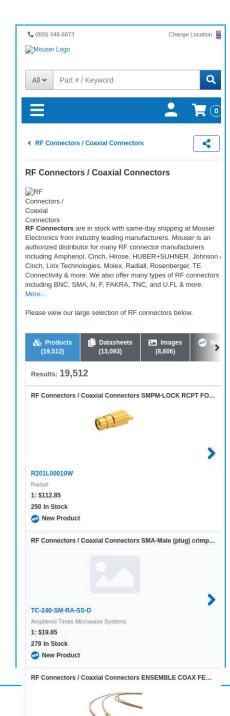


USABILITY AT THE CATEGORY MOBILE VIEW

Mouser's usability on a mobile platform falls off greatly. The search filter is no longer present and you are left with an unsorted / unfiltered list of parts, which is not helpful to browse for a solution.

DISTiMAN's filter function is tucked into an expandable button, and all the fields are still present, just going off the screen to the right and viewable by scrolling, or tilting the phone horizontally.

I WOULD ARGUE A >10X IMPROVEMENT IN USABILITY AS COMPARED TO MOUSER







CATEGORY COMPARISONMOUSER (2,670 PARTS) VS. DISTIMAN (2,360 PARTS)

PER GOOGLE PAGE INSIGHTS DISTIMAN SCORES 11.9% BETTER OVERALL AND 1.6 SECONDS FASTER TIME TO INTERACTIVE



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https://www.mouser.com/Semiconductors/Integrated-Circuits-ICs/Embedded-Processors-Controllers/Microprocessors-MPU/_/N-a86qz

First Contentful Paint	1.2 s	Time to Interactive 4.9 s	
▲ Speed Index	2.6 s	▲ Total Blocking Time	460 ms
▲ Largest Contentful Paint ■	4.1 s	Cumulative Layout Shift	0.012

https://mwc-	lc.com/category/rf	-connectors
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▲ First Contentful Paint	3.2 s	■ Time to Interactive	3.3 s
▲ Speed Index	4.0 s	Total Blocking Time	100 ms
▲ Largest Contentful Paint ■	3.9 s	■ Cumulative Layout Shift	0.107

NOTE:

⁽²⁾ DISTIMAN offers an option for Cloud Army optimization with Sucuri Content Delivery Network (CDN) that would improve these page load speeds by 40% (typical) for an additional \$250 per month.



⁽¹⁾ Mobile performance is equal.

EASE OF MANAGEMENTLET YOUR PRODUCT MANAGERS DESIGN THE TABLES / FILTERS

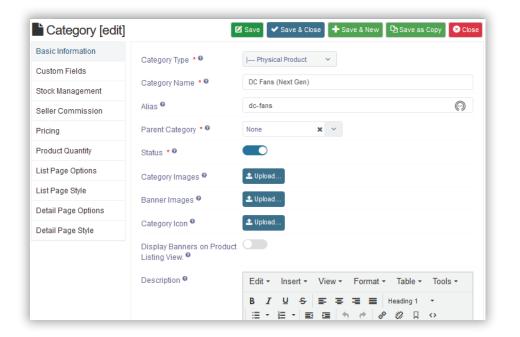
Mouser's category listing failed because their **design process is too far removed from their product managers**. Crippling the ability for PM's to directly mange their layouts.

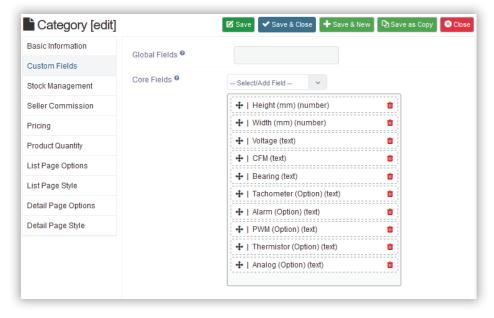
DISTIMAN **one-click editing of categories** empowers product managers an ability to directly design categories themselves. They can easily configure the marketing message above and below selection tables, which columns and filters display and more. Snapshots of the interface are shown at right.

BASIC INFORMATION TAB - defines title and header images with a WYSIWYG editor for the description at the top of the category. Additional options for content above, below and within the table are included as well control of all styles (fonts, colors, borders, backgrounds).

CUSTOM FIELDS TAB - lets the product manager select which fields to display and in what order.

THIS EASE OF MANAGEMENT IS HOW DISTIMAN OBTAINS A GREATLY IMPROVED USABILITY







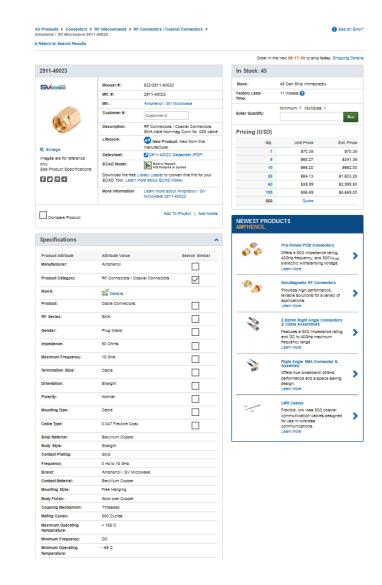
PRODUCT PAGES USABILITY

Two trains of thought on display here, Every possible bit of information with cross-selling features versus just the right information. These are design decisions and content availability limitations, not a limitation of the platform.

MOUSER TAKES THE WIN HERE BECAUSE THEY INVESTED MORE INTO CONTENT . . . BUT THE CAPABILITY IS EQUIVALENT

DISTIMAN offers multiple tabs for information, videos, images, downloads, related products, etc. . . .

Speed test comparison is not fair to Mouser as they are pulling related products, customer's also bout content (below what is currently shown on this page).





CONFIGURATOR TOOLS!

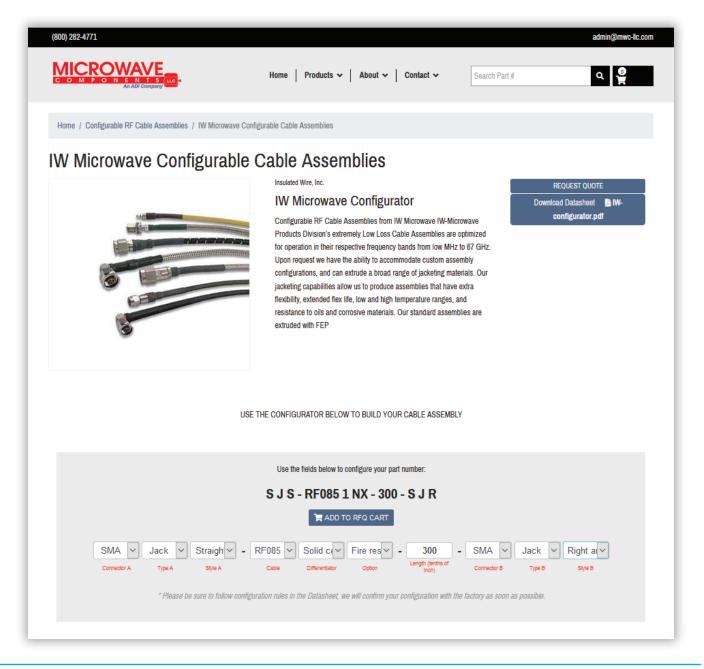
ON A BASIC INEXPENSIVE WEBSITE!?!!

Some products have so many options that listing them in a table is problematic. It simply is not possible to create part numbers for custom cable assemblies considering the numerous options for cable, two connectors, armor and mounting with unlimited lengths.

DISTIMAN's configure tool can build a part quickly and easily instead of navigating through thousands of individual part numbers.

As a content manager, it took less than 10 minutes to create this product with all its configurator options, saving hours of time required to create tens of thousands of possible listings.

ONE CONFIGURATION VERSUS TENS OF THOUSANDS OF PARTS





PRODUCT MANAGEMENT

DEVELOPER INTERACTION VS. ONE-CLICK EDITING

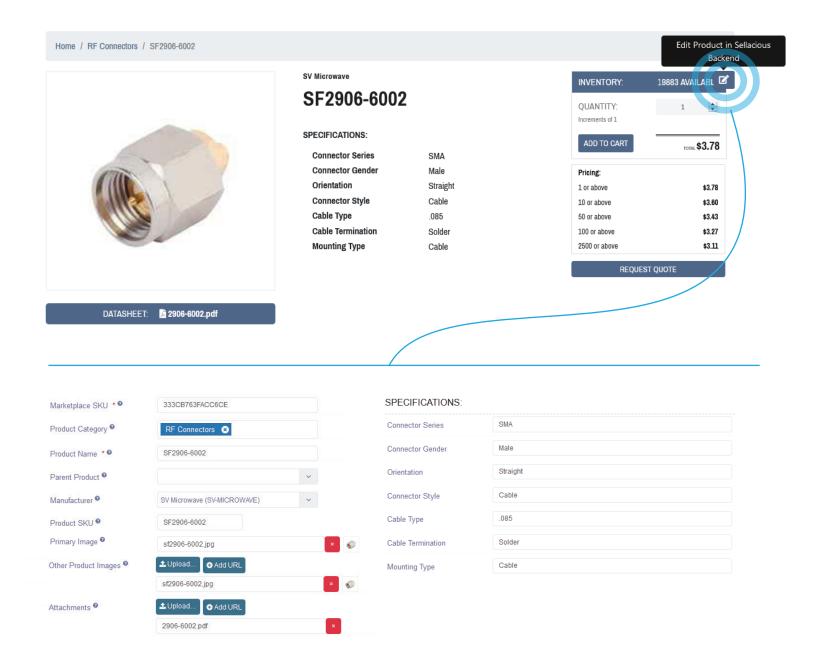
We can only guess how hard it is to manage product content for Mouser. We assume product managers are not given direct access and must funnel changes to a developer resource.

Assuming that every additional person involved in the update process increases complexity by a factor of 5, specifically:

- write up the change and submit
- receive, interpret, implement the change
- communicate the change was completed
- look up, review and approve the change
- and maybe repeat with additional corrections

DISTiMAN's one-click edit function allows any novice user to directly update content issues as they find it.

ONE-CLICK EDITING MUST BE AT LEAST 5X EASIER





PRODUCT CONTENT

... OR DRAG & DROP IMPORT MAPPING

When you need to update multiple parts, DISTiMAN's import mapping function is extremely useful. Simply one-click export the products you want to update, make your changes and re-import back in to the system.

Have a new spreadsheet? DISTiMAN's import mapping auto-syncs matching headers (regardless of order on the spreadsheet) and then you ca "drag & drop" the non-matched fields into the appropriate slots. You can then save your "import map" for re-use again at any time in the future.

PRODUCT PRODUCT TITLE SPEC_97_[SPEC_98_ISPEC_99_] variant_skSPEC_82_[SPEC_83_ISPEC_84_ISPEC_85_[SPEC_86_[SPEC_88_ISPEC_88_ISPEC_99_ISPEC_90_ISPEC_91_ISPEC_91_ISPEC_98_ISPEC_90_ISPEC_91_ISPEC_9 DC FANS AGR04020B DC FANS AGB04020B DC FANS AGB04020E 20 : AGB04020 B 12 7.0~13.2 0.11 10000 0.33 11.7 14 0.55 DC FANS AGR04020B 20 14GB04020 B 12 7.0~13.2 0.17 12000 0.41 14.3 20.1 0.79 20 : AGB04020 E 14000 DC FANS AGB04020E 20 AGB04020 B 12 7.0~13.2 16000 0.56 19.8 DC FANS AGR04028B 28 X DC FANS AGB04028E 28 : AGB04028 B 15.9 0.69 DC FANS AGB04028E 28 AGB04028 B 12 7.0~13.2 0.26 9500 0.45 17.6 DC FANS AGB04028B 28 AGR04028 B 12 7.0~13.2 0.35 11000 0.53 18.7 23.4 0.92 28 AGB04028 E 12 7.0~13.2 DC FANS AGB04028B 28 AGB04028 B 12 7.0~13.2 0.64 15000 0.7 24.8 41.6 DC FANS AGB04028B 28 AGR04028 B 24 14.0~26.4 0.1 2000 0.4 13.8 11.5 DC FANS AGB04028E 28 AGB04028 B 24 14.0~26.4 17.6 DC FANS AGB04028B 28 AGB04028 B 24 14.0~26.4 0.2 11000 0.53 18.7 23.4 DC FANS AGB04028B 28 AGB04028 B 24 14.0~26.4 0.27 13000 0.67 23.8 33.7 DC FANS AGB04028E 28 AGB04028 E 24 14.0~26.4 DC FANS AGB06038B 38 X 43.1-67.3 DC FANS AGB06038B 38 : AGB06038 B 12 7.0~13.2 DC FANS AGB06038B 38 : AGB06038 B 12 7.0~13.2 30.1 DC FANS AGB06038E 38 : AGB06038 B 12 7.0~13.2 10000 1.56 55.2 35.8 1.41 DC FANS AGB06038E 38 : AGB06038 B 12 7.0~13.2 DC FANS AGB06038B 38 : AGB06038 B 24 14.0~26.4 Comp 🔷 Comp 🐹 Modul 🥖 Fans | 🐶 cPanel ◆ PageS > + ✓ **∧ 060**20 DC FANS AGB06038E 38 : AGB06038 B 24 14.0~26.4 DC FANS AGB06038B 38 : AGB06038 E 24 14.0~26.4 https://www.cofan-usa.com/sellacious/ 🗐 🚥 🖾 🖒 DC FANS AGB06038B 38 : AGB06038 B 24 14.0~26.4 DC FANS AGB08038E 12,24,48 sellacious G # DC FANS AGB08038B 38 : AGB08038 F 12 7.0~13.2 DC FANS AGB08038B 38 : AGB08038 B 12 7.0~13.2 SPEC_84_V_RANGE ◆ SPEC_84_V_RANGE Dashboard DC FANS AGB08038E 38 AGB08038 F 12 7.0~13.2 DC FANS AGB080388 38 : AGB08038 B 12 7.0~13.2 SPEC 85 RATED CURRENT ◆ SPEC 85 RATED CURRENT ☐ Shop DC FANS AGB08038B 38 : AGB08038 B 12 7.0~13.2 DC FANS AGB08038F 38 AGB08038 F 24 14.0~26.4 SPEC 86 RPM ◆ SPEC_86_RPM DC FANS AGB080388 38 : AGB08038 E 24 14.0~26.4 ◆ SPEC_87_M3_MIN DC FANS AGB08038B 38 AGB08038 B 24 14.0~26.4 SPEC_87_M3_MIN User Profile ◆ SPEC_88_CFM A Categories SPEC 89 MM H2O ◆ SPEC 89 MM H2O ✓ Messages ◆ SPEC 90 IN H2O ☑ Additional attribute ☐ SPEC_91_DBA ◆ SPEC_91_DBA ♣ SPEC 97 LENGTH ◆ SPEC 92 FREQUENCY SPEC 92 FREQUENCY □ Import Utility ◆ SPEC_98_HEIGHT SPEC_93_MOTOR ◆ SPEC 93 MOTOR Languages SPEC 99 WIDTH SPEC 94 WATTS ◆ SPEC 94 WATTS Settings ◆ SPEC_73_TACH ◆ SPEC_95_M3_H SPEC_95_M3_H Distimar ◆ SPEC 74 ALARM ♣ SPEC_96_CMM SPEC_96_CMM ♣ SPEC_75_PWM SPEC_97_LENGTH_MM SPEC 77 THERMISTOR SPEC 98 HEIGHT MM ◆ SPEC 76 ANALOG SPEC 99 WIDTH MM SPEC 101 ALLOY ♣ SPEC_80_IP55 SPEC 102 FINISH ◆ variant_sku SPEC_103_TYPE wiax current SPEC 104 FOOTPRINT SPEC_105_HEIGHTS SPEC_106_MOUNTING SPEC 107 INTERFACE Save as Template Enter template name Save Mapping as New Templa **№** AUTO FIX ■ DOCUMENTATION

Live / API integrations with ERP systems are available with support from DISTiMAN as needed.



OPTIMIZATIONON-PAGE SEARCH ENGINE OPTIMIZATION

WHAT YOU CAN CONTROL AND WHAT WE HAVE ENGINEERED

Giving Product Managers direct access to content improves quantity, quality and timeliness of content. With a little guidance, you'll be able to write content with ideal key word densities and best use of content tags (hotlinks, meta title, meta description, heading, alt, title, image).

DISTiMAN programmatically manages the rest:

SEF - Search Engine Friendly urls

PAGE INTERLINKING - menus, breadcrumbs and more

MOBILE FRIENDLY - with Bootstrap, HTML5 & CSS3

HTTPS / SECURITY - secure connection for your customers

SCHEMA - structured data for all product content

SITE MAPS - auto-generated and published to the search engines

... AND SO MUCH MORE.

PERIODIC TABLE OF SEO FACTORS





ON-PAGE SEO TECHNIQUES

STACKED AGAINST OTHER RF CONNECTOR COMPANIES

We are not testing SEO against Mouser for two reasons, one their focus is not the same as MWC and technically we can't, as Mouser blocks robots from crawling their site making it impossible to run such a test.

For an accurate Test of on-page Search Engine Optimization, we are comparing MWC / DISTIMAN against to Google competitors of similar product type.

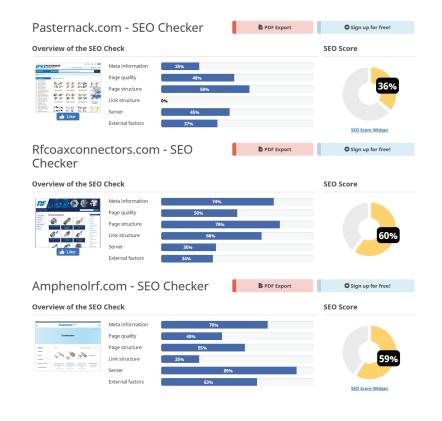
DISTIMAN HOME PAGE SCORE: 68% vs 36-60% DISTIMAN CATEGORY PAGE SCORE: 76% vs 34~62%

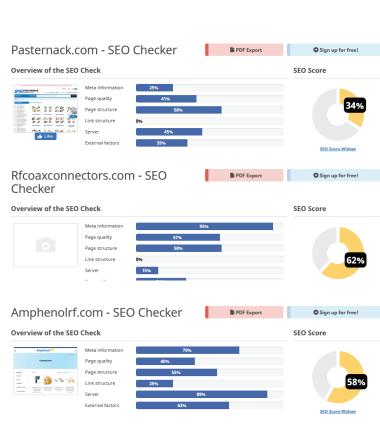
HOME PAGE



CATEGORY PAGE









IN SUMMARY DISTIMAN VS. ARROW WEBSITE

FEATURE	ARROW	DISTIMAN	DIFFERENCE
CAPABILITY	Millions of SKUs	Millions of SKUs	Equivalent
HOME PAGE SPEED SCORE			
- DESKTOP	38	57	+34% Improvement
- MOBILE	12	35	+191% Improvement
CATEGORY PAGE SPEED SCORE	42	47	+11.9% Improvement
CONTENT MANAGEMENT	Likely requires	One-click or	I would argue >3X easier (desktop)
EASE OF USE	developer support	Mapped Imports	I would argue >10X easier (mobile)
USABILITY	Not very Intuitive	much easier to find or	I would argue >10X easier
	or easy to find solutions	configure solutions	J
CONFIGURATORS	n/a	built-in	no comparison
SEO CATEGORY SCORE	can't test	76%	
VS COMPETITORS	(robots blocked)	vs. 34~62%	

