

ARMANINO'S HIGH TECH SOLUTION FOR MICROSOFT DYNAMICS 365 FOR OPERATIONS

AN ERP SOLUTION TO ADDRESS THE TOP CHALLENGES OF SEMICONDUCTOR MANUFACTURERS

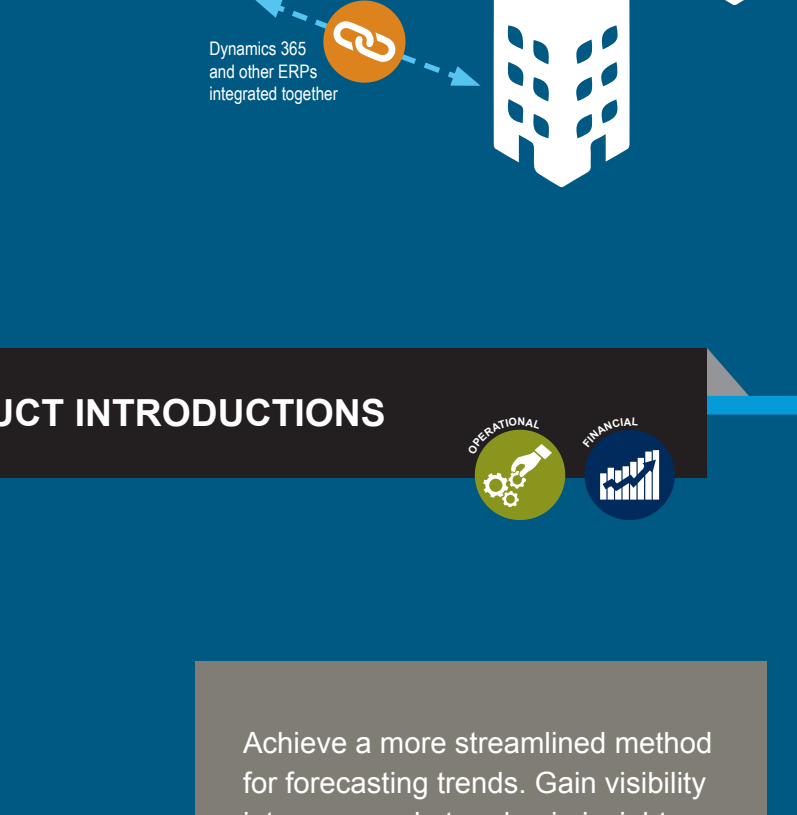
Semiconductor companies struggle with a wide range of operational, financial and regulatory issues. The following 15 areas demonstrate how Armanino's Dynamics 365 Solution for High Tech Industries (CFMD) enables manufacturers to overcome these challenges.



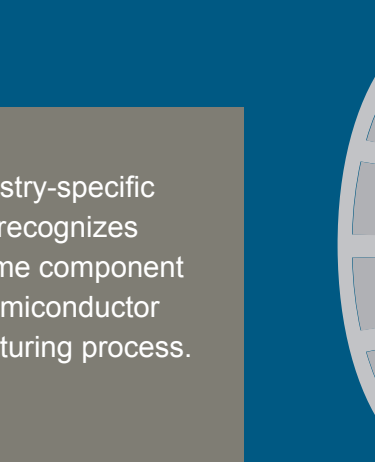
1 SUPPORTS M&A ACTIVITY



Growth through acquisition is a hallmark of the semiconductor industry. The right integrated technology platform can make these transactions easier from organizational, reporting and operational standpoints, whether you're making an acquisition or planning the sale of a business unit.

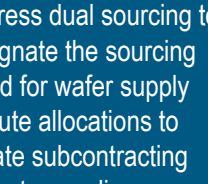


2 NEW PRODUCT INTRODUCTIONS

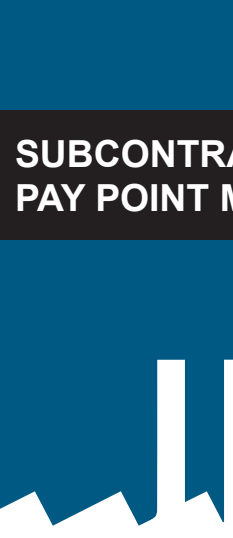


Achieve a more streamlined method for forecasting trends. Gain visibility into your market and gain insights that can influence decisions from a design and engineering standpoint.

3 TRUE INVERSE BILL OF MATERIALS MANAGEMENT & PLANNING



Our industry-specific solution recognizes the volume component of the semiconductor manufacturing process.

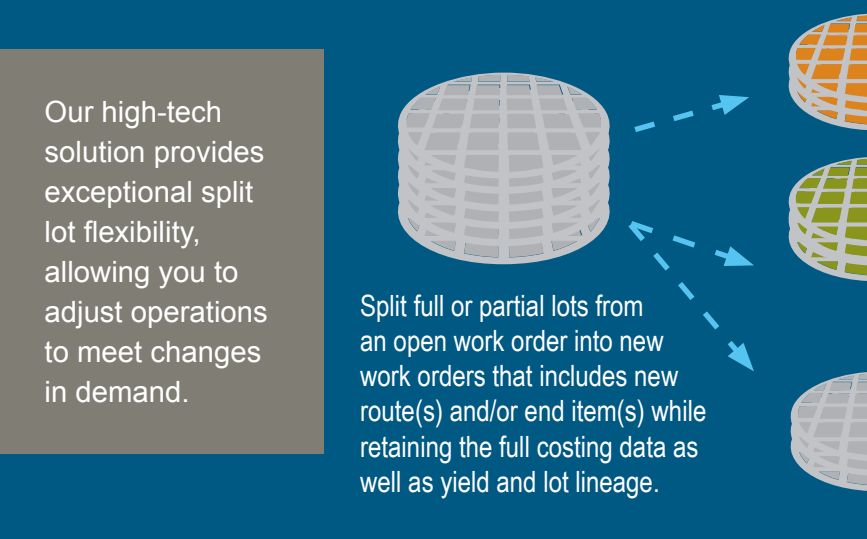


Use downstream yielding to calculate the number of lot starts

Address dual sourcing to designate the sourcing blend for wafer supply & route allocations to dictate subcontracting ratios to suppliers

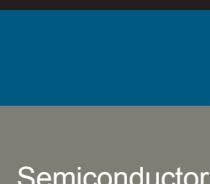
Supports the complexity of stacked and multi-chip designs

4 SUBCONTRACTING AND PAY POINT MANAGEMENT

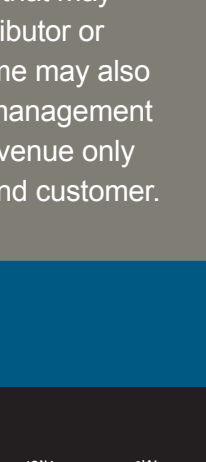
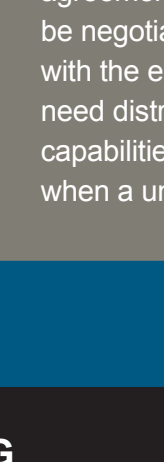


Address dual sourcing, managing in and out quantities and leveraging BOM allocations to designate the sourcing blend for wafer supply & route allocations to dictate subcontracting ratios to suppliers.

5 ROBUST SPLIT, ROUTE AND END ITEM SUPPORT



Our high-tech solution provides exceptional split lot flexibility, allowing you to adjust operations to meet changes in demand.



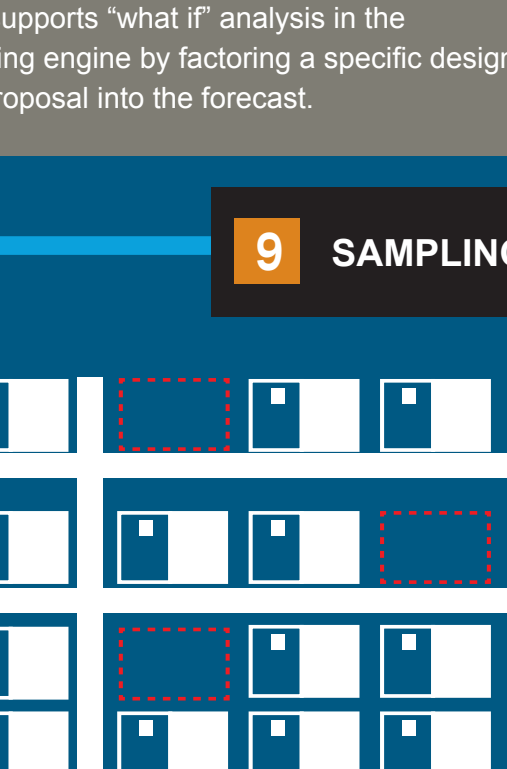
Split full or partial lots from an open work order into new work orders that includes new route(s) and/or end item(s) while retaining the full costing data as well as yield and lot lineage.

Split a lot into a new part or lot number.

Lots can be split several times and retain the lot lineage.

Split a full or partial quantity off to a new routing flow (sub-contractor).

6 PRICING AND DISTRIBUTION COMPLEXITIES



Semiconductor companies need to maintain pricing based on a complicated mix of tiered pricing, special pricing agreements and discounts that may be negotiated with the distributor or with the end customer. Some may also need distribution sell-thru management capabilities to recognize revenue only when a unit is sold to the end customer.

7 YIELD PLANNING



Hit production targets with more success through system suggestions, based on yield percentage, to achieve the desired outcome. Our solution also interprets the yield associated with raw materials used within the build, along with resources and the machinery necessary to meet these demands.

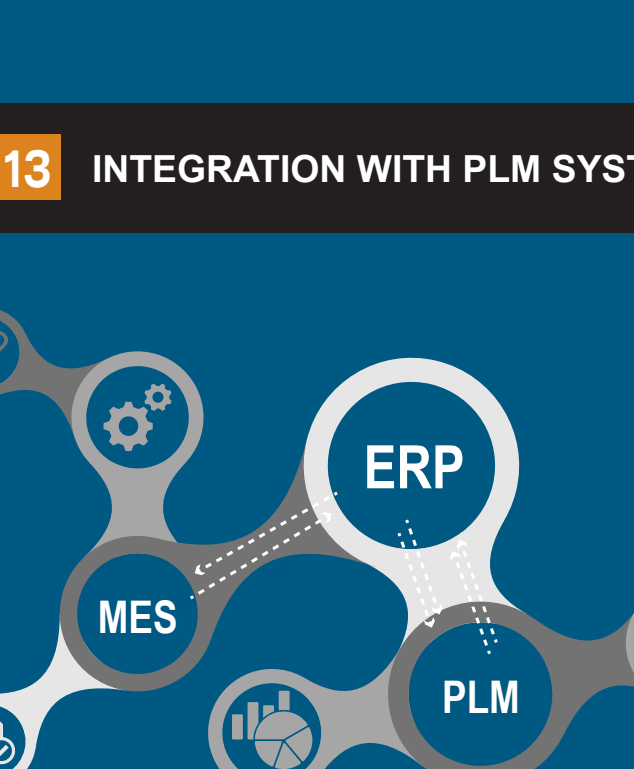


8 DESIGN WIN ROUTING, TRACKING AND PLANNING



Institute workflows to track and manage deliverables from all participating parties including lead intake from sales, prototypes and schematics from engineering, samples sent to prospects, quotes, pricing, and commission split percentages. This solution also supports "what if" analysis in the planning engine by factoring a specific design win proposal into the forecast.

9 SAMPLING AND EVALUATION UNITS

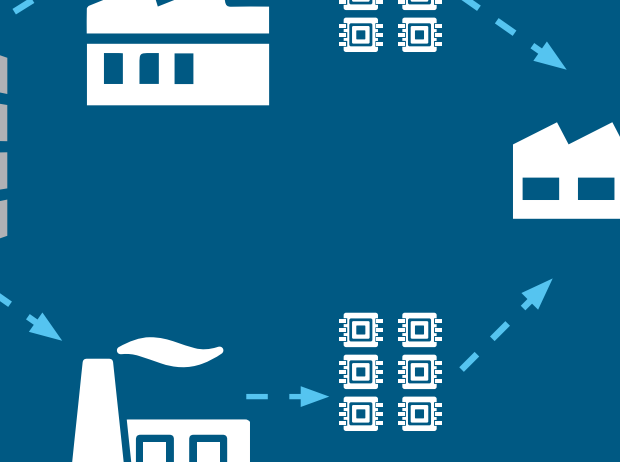


Use sample-specific order types to enable better control of the sample distribution process. This process allows manufacturers to set the quantity and pricing for test samples, and ensure that physical inventory is updated and accounting segregation is maintained within the general ledger.

10 SUPPLIER PERFORMANCE MONITORING



Strong reporting is necessary to help you understand yield performance on a supplier-by-supplier basis and see how individual suppliers perform based on nominal expectations.

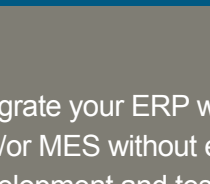


11 EXPORT COMPLIANCE / REGULATORY CONTROLS

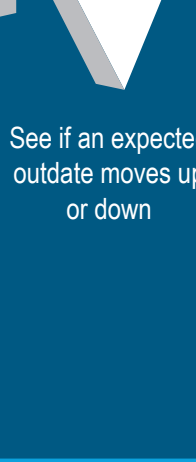


Institute compliance controls around regulated products, jurisdiction exclusions or inclusion lists, the country of origin and ever-evolving regulatory reporting requirements.

12 SUPPLY CHAIN INTEGRATION AND REAL-TIME WIP VISIBILITY



Enables integration with supply chain partners allowing you to receive electronic updates for near real time WIP visibility.



View status of items and yields in real time

Split lots

Request lot changes

