

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.

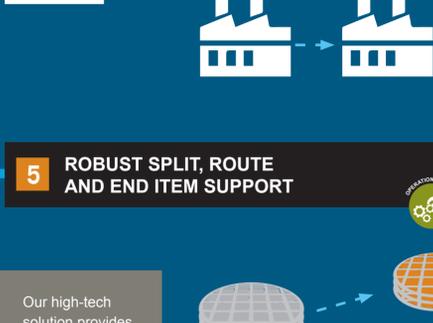


Use downstream yielding to calculate the number of lot starts

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



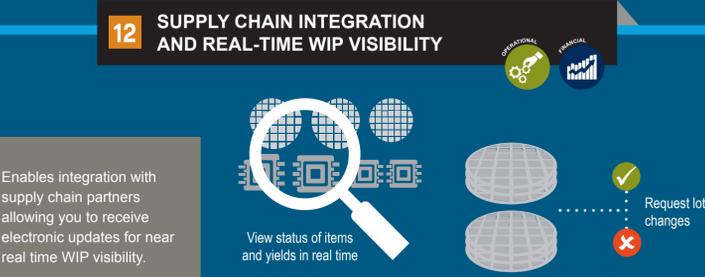
Use sample-specific order types to enable better control of the sample distribution process. This process allows manufacturers to set the quantity and pricing for test samples, and ensure that physical inventory is updated and accounting segregation is maintained within the general ledger.

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.

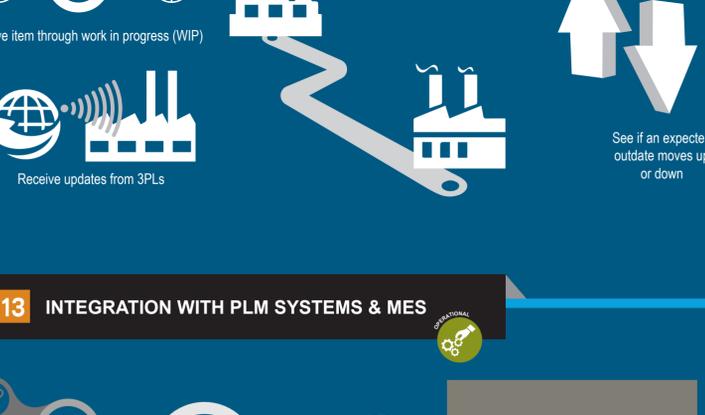


11 EXPORT COMPLIANCE / REGULATORY CONTROLS



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

Request lot changes

Split lots

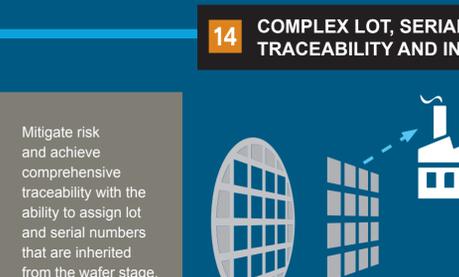
Move item through work in progress (WIP)

See when products have left one supplier and arrived at another

Receive updates from 3PLs

See if an expected outdate moves up or down

13 INTEGRATION WITH PLM SYSTEMS & MES



Integrate your ERP with PLM and/or MES without extensive development and testing, and enable your company to evaluate errors and rectify any issues. This simplifies the physical integration process and provides you with a centralized "single system of truth."

14 COMPLEX LOT, SERIAL TRACEABILITY AND INHERITANCE



Mitigate risk and achieve comprehensive traceability with the ability to assign lot and serial numbers that are inherited from the wafer stage, through assembly, to finished goods.

15 BINNING & SUBSTITUTIONS



Binning: Binning functionality allows you to plan for multiple finished goods to come out of a single production order, plan to a primary finished good and complete multiple bins of a product off of a production order based on performance attributes.

Substitutions: Plan for and use-up primary and alternate wafers or sub-assemblies.

ABOUT ARMANINO

Armanino is a Gold Certified Microsoft Dynamics 365 ERP and CRM Partner with a reputation for developing innovative solutions for semiconductor and fabless semiconductor manufacturers. Let us bring industry knowledge, Dynamics 365 expertise and business strategy to your next project. At Armanino, we deliver the tools you need to focus on your customers and grow.

Learn more at: armaninollp.com/industries/fabless-semiconductor