

SUPPLY-CHAIN PERFORMANCE WORKING GROUP MINUTES

Date: October 1, 2009
Location: Santa Clara Convention Center, Meeting Room #212
Time: 4:00pm (Pacific)

Participants:

Chelsea Boone – GSA
Dan Wark – Amalfi Semiconductor Inc.
Ed Pausa – PricewaterhouseCoopers LLP
Feng Li – Parade Technologies
Vinayak Gupta – RMI Corporation
Jay Seaton – Evolutionary Operations Consulting LLC
Mark Ashton – PMC-Sierra
Ron Jones – N-Able Group International
Aashish Singhvi – i2 Technologies
Steve Kidd – Exar
Mark Lee – Validity Sensors
L.T. Guttadauro – Fab Owners Association (FOA)

Meeting Purpose:

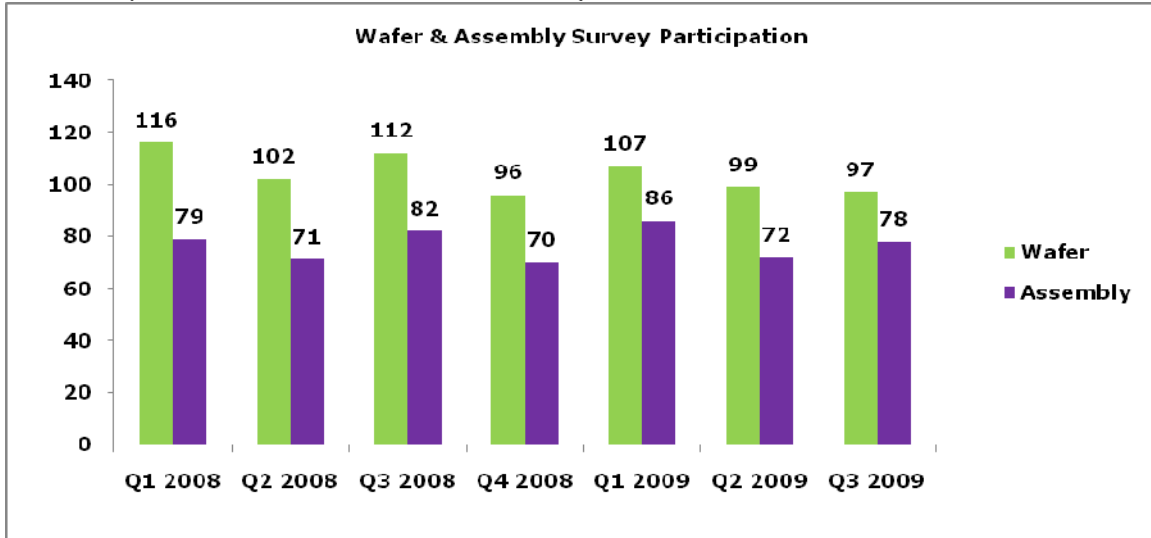
- To discuss participation numbers for the Wafer & Back-End Pricing Survey
- To discuss the newly developed Supply Chain Practices Survey

End Result/Conclusions:

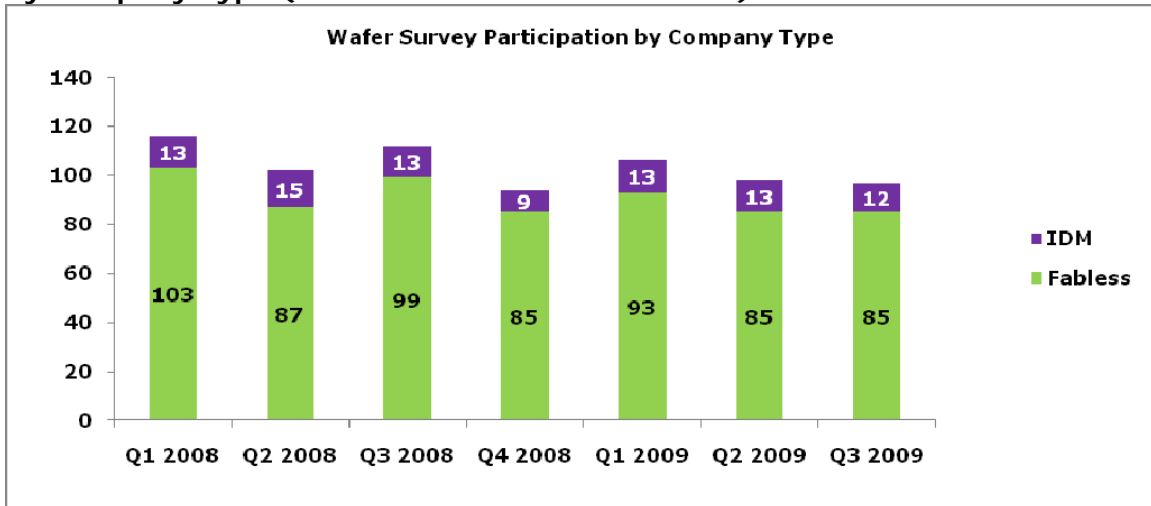
Wafer & Back-End Pricing Survey Participation

- GSA's current method of getting participation is contacting those in our survey database, contacting the top 25 fabless/IDM companies, contacting those companies that participated last quarter, and contacting those companies that have expressed interest in participating in the survey (filled out participation form online).
- Participation in the wafer and assembly sections has steadily decreased QoQ. With GSA having ~500 members, more companies should be participating. Companies do not have to be a GSA member to participate. Going forward, working group members will help recruit participants through the relationships they already have with fabless and IDM companies. They will place calls/emails each quarter to these fabless/IDM companies to ensure they participate. Chelsea will send out a list of possible participants for working group members to choose from. We will start with public fabless and IDM companies. Once they have chosen which companies they would like to contact, Chelsea will then create one master list with a working group member assigned to each company, so no one contacts a participant more than once. (See attached spreadsheet of public fabless/IDM companies)
- We also need to get more participation, in the survey and in the Working Group, from Asia-based companies. We will start having additional meetings at times when Asia companies can attend. Chelsea will try to engage GSA's Asia office in getting more survey participation from these companies.
- The Working Group wanted to see survey participation by company type, member type, public/private (See graphs below)
- # of Companies that consistently participated in the WP Survey from Q1 2008-Q3 2009: 40

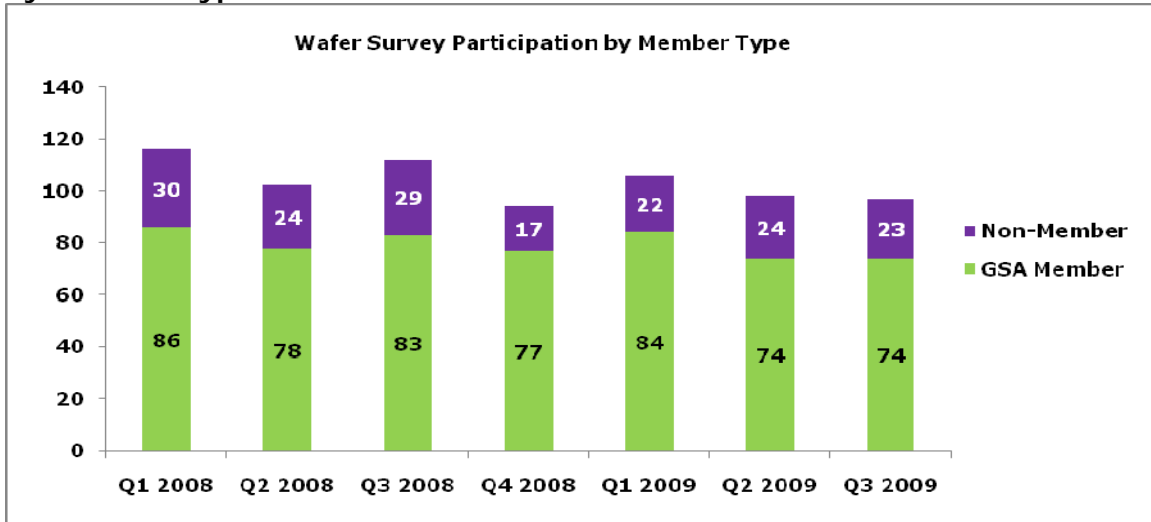
Overall (Raw Data, Not Scrubbed Data)



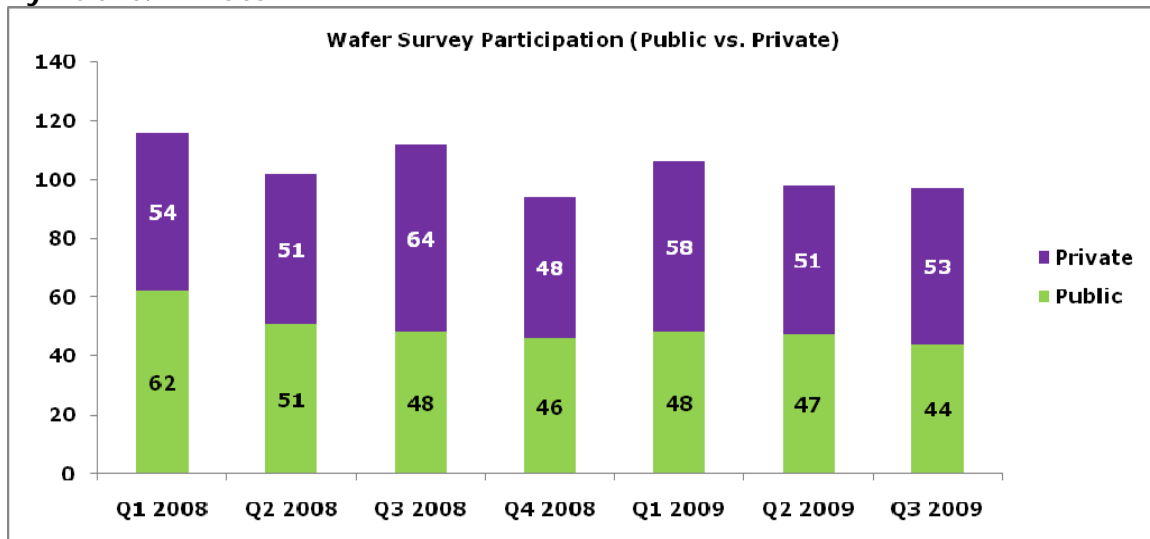
By Company Type (After data had been scrubbed)



By Member Type



By Public/Private



Supply Chain Practices Survey

- The Working Group came to the conclusion that the survey is too long and needs to be cut. There was not enough time to go through the entire survey, so members of the Working Group will each take a section of the survey and decide which questions should be added, deleted or re-written. The survey can take no longer than 20 minutes, so each section should not take longer than 5 minutes to complete. The following members have signed up to work on the following sections:

1. Company Background – L.T. Guttadauro,
2. Metrics / KPIs - Vinayak Gupta, Feng Li
3. Tools / Systems - Ron Jones, Steve Kidd
4. People, Process & Governance - Jay Seaton, Mark Ashton, Dan Wark

All members must meet and finalize their sections by the end of October. If you would like to help finalize any of the sections above, please contact Chelsea Boone (cboone@gsaglobal.org).