

Used Equipment: The Evolving Secondary Market July 13, 2005

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The SEMATECH Surplus Equipment Council (SSEC) was formed in 1990 to address common areas of interest in the used equipment market



SSEC > SEC/N

With the formation of SEC/N, the SSEC has seen positive growth and development in 3rd party providers.

- Forum for common issues
- Industry wide recognition
- Secondary market guidelines
- Education focus



SSEC View of the Secondary Market

Opportunities abound

- Cost recovery
- Responsible RE-Use
- Capacity gains
- Cost effectiveness



Secondary Market view from the SSEC

- 2005 vs 2004

- 2005+ ?????



Issues, Challenges & Opportunities:

- Relationships
- OEM role
- Seller Assistance
- Resource
- More Full Service providers

- China challenge
- The Buy side

The SSEC White Paper

1. Software
2. Spare Parts
3. Service
4. Refurbishment
5. Standards / Guidelines
6. Continuous Improvement

"This information is being exchanged solely for the purpose of improving supply chain efficiencies and not for use in negotiations between any contracting parties. Each party should negotiate its own terms on an individual basis."



SSEC View

The used equipment market has undergone significant changes in the last 15 years since the formation of the SSEC



SSEC Challenge

All of us have the opportunity and responsibility to drive improvements in this segment of the IC industry.

