

# BEST

BROADWAY ENGINEERING SERVICES TEAM, INC.



*The B.E.S.T. Alternative*

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## The Evolving Secondary Market

### Refurbisher's View of the Customer and Supplier Relationship



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## ***OUR PREMISE***

New tool purchases are driven by  
Technology...

Buying Used is Relationship driven!



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## Broadway Engineering Overview

- Business established in 1987
- Focused on AMAT<sup>®</sup> Tools
  - Etch, CVD, PVD and RTP
- Software License offered from OEM
- Systems include
  - Source Inspection, Installation and Warranty

## Request for Quotation

- Detailed Configuration sheet
- Part numbers for Process Kit etc.
- Dialog with Equipment Engineers
- Equipment Purchase Specifications

## Quotation Delivered

- Lead Time
- Shipping and crating logistics
- Shipping documentation for International
- Procurement of required parts

## Purchase Order Placed

- Establish Project Timeline
- Facility Requirements
- Source Inspection Specifications
- Sign off requirements

## Refurbishment Completed

- Schedule of Source Inspection
- Final Facilities review
- Installation Schedule
- Shipping Logistics

## Installation Begins

- Primary Contacts Established
- Communication
- Support
- Acceptance

## Advantages of Purchasing Used

- A significant savings as opposed to new
- The ability to purchase an older System
- Delivery time is quicker
- Dealing with a smaller company

## Challenges of Purchasing Used

- Availability of certain tools
- Customer to supply critical parts
- Takes more effort on the customer's part
- Must be willing to form partnership with  
Supplier