



International Electronics Manufacturing Initiative

Wrap-up



Develop Plan of Attack

- **The following firms at meeting expressed support for this BGA availability effort (note: we did not get specific feedback from those on telephone – Delphi, HP, & Intel):**
 - **Agilent Technologies**
 - **Cisco**
 - **Celestica**
 - **Extreme Networks**
 - **Jabil**
 - **Lucent**
 - **Solectron**
 - **Sun Microsystems**
 - **Texas Instruments**

- **We must involve Chief Procurement Officers of firms to make this effective:**
 - BGA Team develops the business case/solution alternatives (iNEMI effort)
 - Individual firms work the process with their supply base (iNEMI not involved)
- **Establish leaders of BGA Team 10/24**
- **Time Window is 2006-2010 (presumption is that High Rel. firms will convert to Pb-free by then).**
- **List OEMs who support efforts on public documents.**
- **Each OEM identify “top ten” critical list of commodity BGA’s in that window (e.g. Nand Flash, D-RAM).**
 - Input by each OEM to iNEMI 10/16
 - Consolidated response from iNEMI by 10/23 (will not show OEM specific data)
 - For top 10 develop red/green/yellow (level of criticality).
- **Consider common survey for supply base.**
 - Help identify red/yellow/green
 - Provides some info. to supply base of situation

- **Get iSupply (or equivalent) data that shows size of market segments.**
 - Use this to estimate SWAG of SnPb BGA TAM
 - Need contact info. (Ken S.)
- **Develop story line based on above data 11/22/06.**
- **Communication steps:**
 - **High level message from Supply Base Mgmt. (by each OEM).**
 - Situation analysis
 - Draft by 10/17
 - Final by 11/17 (include venue, dates)
 - **Supplier workshop 1/17/07**
 - Select venue (Silicon Valley is logical choice)
 - Design event
 - Line up key speakers
 - Critical invite list
 - OEM
 - EMS
 - Suppliers (focus on critical list)
 - **Position paper (one internal, one external) 2/15/07**
 - **Press release 2/22/07**



Helping you connect with and strengthen your supply chain

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