ASM MATERIAL MANAGEMENT
Integrierte Lösungen für die effiziente Materialversorgung in hochflexiblen Elektronikfertigungen

Juli 2018
ASM SMT Solutions
Best-in-class solutions on the move to your Smart #1 SMT Factory

First choice for all electronics manufacturers globally – best-in-class equipment & solutions

ASM SMT Solutions represents strong brands, united under the ASM roof for combined customer benefit
ASM PT: Successful 2017 LTM Group Revenue
(CARG 2007 – 2017 LTM 12.1%)

ASM PT turnover 2,16 B U$ (October 1st 2016 – Sept 30th 2017)

SMT Solutions Segment is generating significant revenues

ASM Back End Equipment
- Die & Flip-Chip Bonder
- Wire Bonder
- Encapsulation Equipment
- Tester & Sorter
- Laser Dicing
- LED Equipment

ASM Materials
- Leadframes
- Other Materials
- Molded Interconnect Substrate (MIS)

ASM SMT Solutions
- SMT Line Solution
- DEK Printing Solutions
- SIPLACE Placement Solutions
- ASM Smart Factory Tools & Services

Market Assembly & Packaging Equipment

#1

#4

Market Leadframe

New Record!
ASM SMT Solutions: An influential part of ASM Pacific Technologies

ASM Pacific Technologies (ASM PT) today: Three successful business segments

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ASM Pacific Technologies “in a nutshell”:
- founded in 1975
- present in > 30 Countries
- headquartered in Singapore
- >1,100 patents
- >1,700 R&D engineers
- 7 R&D centers
- 10 manufacturing facilities
- revenues 2,16 Bn US$ in 2017 LTM

New Record!

The ASM PT Group is the world’s largest supplier of assembly and packaging equipment
ASM SMT Solutions
A long-term success story together within the electronics industry

ASM SMT Solutions: More than 30 years of success

1984
First SMT placement machine MS-72.

1990
First placement machine carrying the SIPLACE name.

2000
SIPLACE becomes the global market leader.

2011
SIPLACE is integrated into the ASM PT Group.

2012/2013
ASM Back End Systems Europa is integrated into ASM Assembly Systems.

2014
Acquisition of DEK – SIPLACE and DEK form ASM PT’s SMT Solutions Segment.

2016
ASM Assembly Systems “Factory of the Year” 2016

ASM SMT Solutions team in a nutshell:

- placement systems and printer solutions, installed in > 100 countries
- > 58,000 machines installed
- >4,930 customers
- >2,100 employees
- revenues 811 M US$ Q3 2017 LTM

New Record!

The ASM SMT Solutions team
On the Smart Move: Together #1
Global coverage – regional presence

1. Line and company brand: ASM
2. Product brands: DEK & SIPLACE
3. Product Line Innovation Centers
   Munich, Singapore, Weymouth
4. SMT Centers of Competence
   Munich, Shanghai, Singapore, Suwanee
5. Trading regions
   Americas, Germany, EMEA, Greater China, Rest of Asia

Where ever you are. We are there to support you to be the #1 in electronics assembly.
On the Smart Move: Together #1

Günter Schindler  
COO  
SMT Solutions  
In the industry since 1987

Günter Lauber  
CEO  
SMT Solutions  
In the industry since 1986

Mike Möhlheinrich  
CFO  
SMT Solutions  
In the industry since 1995

Ralf Blömer  
Managing Director  
CRM Germany  
In the industry since 1989

Günter Lauber  
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Ralf Blömer  
Managing Director  
CRM Germany  
In the industry since 1989

Jeff Timms  
Managing Director  
CRM Americas  
In the industry since 1984

Stefan Techau  
Managing Director  
CRM EMEA  
In the industry since 1985

Herbert Hofmann  
Managing Director  
CRM China  
In the industry since 1979

Peland Koh  
Managing Director  
CRM Asia  
In the industry since 1990

Product Line Innovation Centers

Munich  
Weymouth  
Singapore

The management team of ASM SMT Solutions: Experienced, open, committed, and always close to our customers
"In Germany our customers benefit strongly from the most sophisticated sales, service and engineering network in the SMT industry, with process skills and line solutions, the Center of Competence, the Training Center in Munich, experts for Industrie 4.0 / Smart #1 SMT Factory and direct access to hard- and software engineering.”
Ralf Blömer, MD Germany
Workflow description:

1. Receiving of material shipment, assignment of UIDs
2. Management of different storage sites:
3. For withdrawals: automatically generated, path-optimized pick lists
4. Setup preparation area with intermediate material storage
5. Automatic recording of material consumption in the placement machines
6. Automatic request of fresh supplies by the placement machines
7. Setup-optimized material issue

MATERIAL MANAGEMENT
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ASM Factory Solutions – Workflow description:

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Unique IDs for reels are a prerequisite for a functioning material management system.
Receiving of material shipment, assignment of UIDs

Incoming Module

All information is transferred via Webservice

ASM Material Manager

Scanning and Printing

Labeling

Ready for storing

Incoming Material

Incoming Module

ASM Assembly Systems

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Receiving of material shipment, assignment of UIDs

WORKFLOW

- AIV is called or dispatched via button. AIV takes the tray automatically.

- AIV transfers reels to the tower and unloads automatically
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The ASM Material Manager monitors and controls all your material logistics from receiving to production.
MATERIAL MANAGEMENT

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With the ASM Material Manager picking is done paperlessly and route optimization in the warehouse saves a lot of time.
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With ASM Material Manager you know where everything is located and you have complete production transparency.
Setup preparation area with intermediate material storage

WORKFLOW

- Operator chooses requirement list on PDA with one click
- Picking Process
  - For material on manual shelves: Operator is picking the material from different location
  - For material in Tower: AIV is triggered to bring the needed material to the defined locations (and put the reels on the docking station)
- Start setup preparation and verification
MATERIAL MANAGEMENT

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The ASM Material Manager communicates with placement machines in real time in order to synchronize the time for replenishments, residual amounts, MSD status.
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The ASM Material Manager automatically sends a request for material supplies to the warehouse.
PRODUCTION

WORKFLOW

- ASM Material Manager gets material requests from the line
- ASM Material Manager sent requirement list to line side stock
- AIV were transferring Material from Lineside stock to the specific line
- Lineside stock triggers Kanban because of warning level reached
- During production event-based quantity update to ERP
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ASM Material Management solutions provide to the offline area material sorted already by table and by track.
MATERIAL MANAGEMENT: Velankani, Bengaluru, India

Impact on production

- Operator
- Line downtime
- Costs
- Productivity
- Quality

Before HIGH
Did you know

- Smart ASM customers **reduced their material logistics costs by up to 35 %** with SIPLACE material management and UIDs?

- Customers who replace their storage systems next to the line with the ASM Material Tower for automatic setup-oriented material supply operations **save another 20 percent of related costs.**
MATERIAL MANAGEMENT – your tools

- ASM Material Manager
- SIPLACE Material Setup Assistant
- ASM Material Tower
- ASM Production Planner
- ASM Setup Center
- ASM Line Monitor
- ASM Traceability
- ASM OIB
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Professional network on Xing and LinkedIn

All ASM online tools at a glance MyASM

ASM Newsletter

Together #1

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