

Invited Speech: **Achieving optimal efficiencies of vertical integrations along a horizontal supply chain**
 Mr. Yih-neng Lee, **VP and General Manager, Asia Sales, Verigy Ltd**

About the Speaker



Yih-Neng Lee is the vice president and general manager of Asia Sales, Services and Support of Verigy Ltd.

Great China and South Asia Pacific are two major regions within Asia. Leading the Asia team, quickly capturing the rejuvenation of semiconductor industry from the 2nd half of year 2005, Asia proves to be the number one revenue contributor for Agilent STS (semiconductor test solutions) and Verigy, before and after June, 2006.

Before relocated to Shanghai, November, 2005, Yih-neng managed both Worldwide Fables and SCM (sub-contracted manufacturer) business, leading sales, marketing and services & support, out of Santa Clara office in California, USA. In the position, he was responsible for both the upstream Fables sales operation, whose main responsibility is to win design wins from Fables design companies, as well as the downstream SCM sales team, which worked with the foundries and test houses to put in the right capacity at the right time. By managing both the teams, Agilent could provide seamless and integrated support assisting customers manage their supply chains.

Prior to that, he manages the Worldwide Fables business. Yih-neng has profound experience within automation test field. He has held a variety of jobs and positions within HP, and Agilent in Asia.

Yih-neng was born, raised and educated in Singapore. He has a Bachelor's degree in Electrical Engineering and a Master's in Business Administration from the National University of Singapore.

Abstract

There is no doubt that test is a critical node in the horizontal, disaggregated semiconductor manufacturing supply chain. From a capability point of view, it has been proven over and over again that test quality not only does not suffer but can exceed that of a vertical supply chain. Yet what about cost (as in cost of test)? Are there still inefficiencies we can look at and improve on? In this session, we will discuss our perspectives, a semiconductor test equipment supplier on what we as an industry must do differently, how we must innovate in order for this horizontal supply chain to match the efficiencies and most importantly, the cost derived from a vertically integrated supply chain.