

Distribution Channel RosettaNet Quoting

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Corporate RosettaNet Development

Fairchild Semiconductor Company Profile

Fairchild Semiconductor (NYSE: FCS) is the leading global supplier of high performance power products critical to today's leading electronic applications in the computing, communications, consumer, industrial and automotive segments.

As The Power Franchise®, Fairchild offers the industry's broadest portfolio of components that optimize system power through minimization, conversion, management and distribution functions.

Fairchild's 9,000 employees design, manufacture and market power analog, power discrete and standard products from its headquarters in South Portland, Maine, USA and numerous locations around the world.

You can contact us on the web at www.fairchildsemi.com.

Fairchild Semiconductor Company Vision

Grow our leadership position as the number one supplier of power products : **THE POWER FRANCHISE®**

Our strategic imperatives are :

- Superior customer service
- Global presence/local leadership:
ODM,EMS,Distribution
- Innovation and demand creation in the Americas, Europe, Korea and Japan
- Asia as the primary growth engine
- Exceed new products (as a % of revenue) goals
- Growth in target markets in all regions

- Use RosettaNet solutions for global demand creation
- Use RosettaNet solutions for business requirements that cannot be serviced through classic EDI
- Use RosettaNet solutions for reducing human-to-system processes
- Use the RosettaNet business case driven approach, main criteria : Revenue, AVL, ASP, analyze ROI
- Use strategic partnerships and global RosettaNet message structures

Fairchild Semiconductor Key RosettaNet Projects

- RosettaNet Quoting (PIP3A1+5D1)
Price Quote, Price and Delivery Quote, Resale Quote
Global roll-out with 4 partners on 3 continents
- RosettaNet Design Win Registration (PIP5C series)
Global roll-out with 4 partners on 2 continents
- RosettaNet Order Management (PIP3+4 series)
Global roll-out with 10 partners on 2 continents

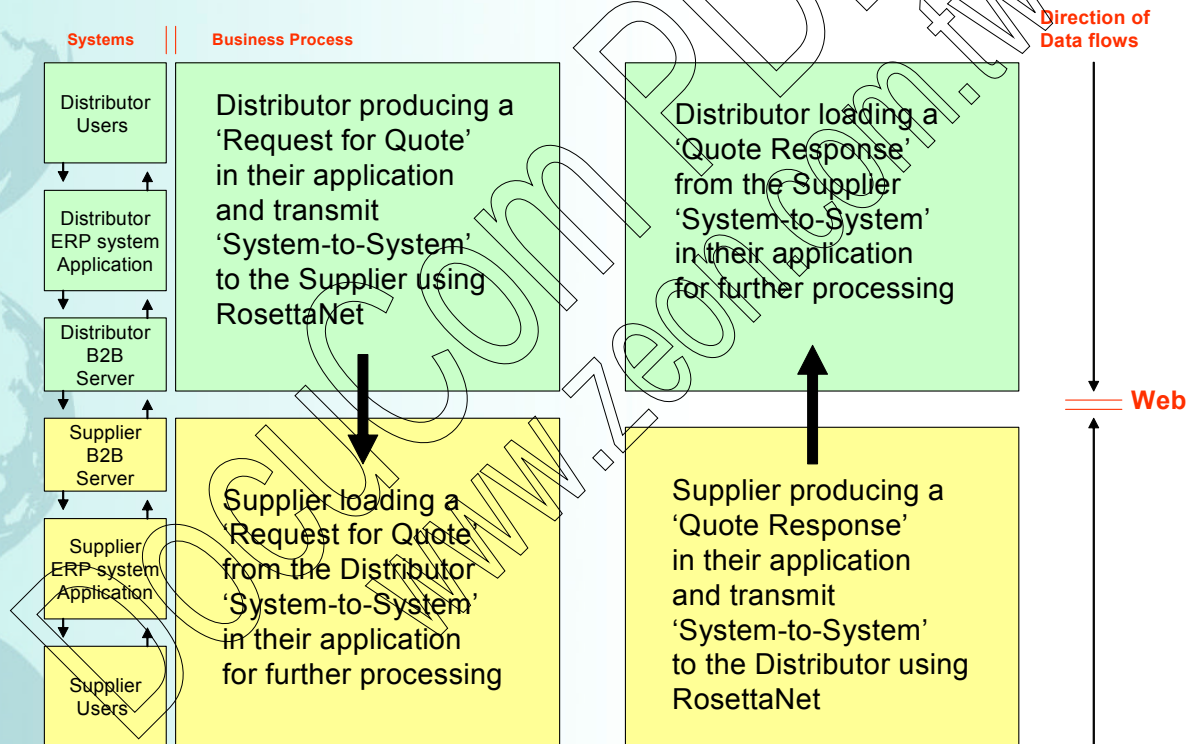
Goals & Objectives :

- Increase customer satisfaction, making it easier to do business with Fairchild Semiconductor compared to other suppliers who operate extranet-portal solutions for their distributors
- Increase the speed of doing business due to a real-time system-to-system business process instead of a portal
- Increase revenue and market share. Distributors will place RFQs with Fairchild Semiconductor first, right out of their own systems
- Establish a faster Quote follow-up process

The RosettaNet PIP3A1 Quoting project between Fairchild Semiconductor and Wintech Microelectronics started back in 2002

- Phase 1: from Q4 2002 till Q1 2005
PIP3A1 implementation based on a batch-driven process (from the RosettaNet format to a proprietary format)
- Phase 2 : from Q2 2005
PIP3A1 migrated to a 'Real-Time' fully RosettaNet-compliant business process between the Fairchild PeopleSoft system and the Wintech Microelectronics SAP system

High level overview RosettaNet Quoting Business Process Price Quote + Price and Delivery Quote



Any Questions ?

Thank you for your attention

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Fairchild Semiconductor Corporation - USA