



# RoodMicrotec Newsletter

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## Full pipeline, major orders

In early 2015 we said that there were a number of major orders in the pipeline, all from new customers or new business from existing customers.

Now we are approaching the end of the year, we can proudly say that we have indeed booked several major orders which

will run for several years, in some cases in fact 10 years.

And the pipeline remains full. 50% of the increasing portfolio is converted into orders (hitrate).

It is certain that they are going to bear fruit in the form of recurring revenue and more structure to our internal organisation,

because we can work with a more project-based approach.

However, as indicated before, projects have long lead times, so that it is difficult to make definite statements for the near future.

Vic Tee, Chairman Supervisory Board.

## ParsiFal 4.0 focuses on highly innovative applications

RoodMicrotec is one of the partners in the ParsiFal 4.0 project.



This project, started on 1 November 2015, aims to build flex foil with several integrated circuits for automation systems for Industry 4.0.

Industry 4.0 means extensive networking, using innovative IT systems which enable entirely new production methods.

The aim of the project is to realise a thin flex foil with integrated electronic chips for different purposes: pressure-, vibration-, magnetic field-, temperature- and humidity-

sensors, microcontrollers, wireless interfaces and energy harvesting components.

The key of the new technologies is to fit very thin chips (50 micrometers) from different suppliers to a foil that is flexible. It is an important step forward that will have applications in many different markets.

The first application will be for Festo AG & Co.KG, a leading global industrial control and automation company. It will be used as a flexible control unit for independent automation equipment (smart sensor system). The second application for Bosch will be flexible foil used as an information label on shipments, especially in the food and pharmaceutical industries, whose products are very sensitive to high temperatures and vibration. With several sensors the conditions during transit can be recorded. This will be a major step forward in securing safe transport.

RoodMicrotec will be responsible for reliability, test and failure analysis. Over the next 3 years we will have the opportunity to establish new test and analysis methodologies for several applications.

Being a partner in a consortium with leading companies strengthens our reputation, our knowledge and capabilities in the field of Industry 4.0. All in all, we are proud to be playing an important role in ParsiFal 4.0. It will help us to gain further expertise.

The other partners are Festo AG & Co.KG, Bosch GmbH, Hahn-Schickard Gesellschaft für angewandte Forschung e. V., Institut für Mikroelektronik Stuttgart, Infineon Technologie AG, Micronas GmbH, Stackforce GmbH, Würth Elektronik GmbH Co & Co.KG. The project is approx. 50% publicly funded by BMBF (Bundesministerium für Bildung und Forschung/Federal Ministry of Education and Research).

# A look back at RoodMicrotec's Seminar of 22 October

Automotive: Reliability of Electronic Components, Robustness Validation, Qualification / Failure Analysis, Safe Launch, Complaint Handling, Statistical Methods

The reason to organise a seminar on the abovementioned themes in the automotive industry was the fact that since the set-up of its Automotive Competence Centre RoodMicrotec is increasingly seen as a key partner to the automotive industry. Looking back at this event, we can say that it was a great success.



67 participants from three different countries attended the seminar, where eight speakers – four guest speakers and four speakers from RoodMicrotec – discussed various subjects.

The guest speakers, whom we would like to thank once again for their contributions, were:

- Lothar Doni, Inova Semiconductors GmbH;
- Jörg Dreybrodt, EM Microelectronic Marin SA;
- Helmut Keller, SAE/ZVEI;
- Fabian Plinke, Institut für Qualitäts- und Zuverlässigkeitsmanagement GmbH.





The guests were highly positive about the seminar, with reactions including: 'the seminar met my expectations to the fullest satisfaction' and 'the seminar is ideal for colleagues selecting/qualifying components'.

In feedback from the participants, the seminar got the following marks (1 = poor, 4 = very good):

- In general: 3.4
- Presentations: 3.2
- Organisation: 3.8
- Recommendation: 3.8

For some years now, we have been organising well-attended seminars with an extensive programme of speakers and subjects. The feedback described above shows clearly that our business relations are very happy with them, so we will continue organising seminars next year.



## Agenda 2015

	26-28 April 2016	International Exhibition and Conference for System Intergration in Micro Electronics	Nuremberg	Hall 7A, stand 331L
	March/April 2016	RoodMicrotec Seminar	Stuttgart	
	22 November 2016	RoodMicrotec/ Exact Seminar	Switzerland	

# Brand new RoodMicrotec CFO Erwin Vrielink checks in



## *How did you come to RoodMicrotec?*

I was approached by someone in my network, someone who knows me well, knows what my abilities are, and what appeals to me. We talked, we got along well, and I accepted the position.

## *What is it that appeals to you about RoodMicrotec?*

Although I am not technically schooled, I like the technology business. RoodMicrotec is involved in projects for high-tech applications in innovation-driven sectors, such as the automotive industry. I like real processes. And I like the new strategy.

After a number of difficult years, the new approach is opening up new opportunities. Although, as has been said before, lead times are long, the order portfolio now has a very different make-up from a year ago. This will lead to far more stable recurring sales over the next few years.

Also, I like to work in an internationally oriented company. And finally, perhaps obviously for a financial officer, I like to translate business results into financial figures.

## *What were your first weeks at RoodMicrotec like?*

Before my start on 1 November, I was able to get a day off every week from my previous employer to be inducted into the business. Over that time, Remy Cuny handed over the various current dossiers and familiarised me with the ins and outs of the specific business.

My first full weeks at RoodMicrotec were very intense and interesting. During these few weeks I have got to know all the aspects of RoodMicrotec, as well as the team, which is made up of very enthusiastic people who are dedicated to implementing the new strategy.

It is wonderful to be part of such a positive team. So I am really enjoying myself.

## Further information:

Erwin started his career in 1998 with Deloitte in Amersfoort as an audit manager, where his account portfolio included listed and bigger Dutch companies.

Since 2008, Erwin worked as senior accounting & reporting specialist with Koninklijke Philips N.V. in Amsterdam, and as controller with Sparta B.V. in Apeldoorn.

Erwin has built up a broad track record as a senior finance professional in many areas, including IFRS and due diligence.

His last job was in Heerenveen at the head office of Accell Group N.V., which is also a listed company.

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