



# 2018 April 24-25 Case Study *Please choose 2*

1. Long term supply agreements - Positive or Negative aspects, or
2. Challenges of having a long logistics supply chain for your materials, or
3. Supply-Chain Map (bring one of your supply-chain maps to present)

Laurent CORDUAN, FE Indirect Materials Sourcing Manager  
STMicroelectronics

[www.cmcfabs.org](http://www.cmcfabs.org)  
cmcinfo@Techcet.com

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# Case Study Introduction

Following the decision of two EU manufacturers to stop their production and a third EU supplier to stop distribution of a chlorosilane, ST had to implement in a short period of time, a supply-chain from a Japanese manufacturer, in respect with regulations about dangerous goods.

## Case Study Challenge

The challenges of having a **long & complex logistics supply chain** from this Japan source :

- the building and certification of a brand new fleet of drums (German manufacturer),
- the passivation of the drums (Japanese chlorosilane manufacturer),
- the qualification of the new drums with the new Japan source at ST
- incoming/outcoming check before/after sea shipment in Netherlands



# Case Study Approach

To optimize the batch size of manufacturing for drums + the sizing of the fleet, taking into account the constraints of drums manufacturer and chlorosilane producer.

To minimize transports lead-time, using airfreight for empty new drums and micro-scheduling for drums passivation and sea-shipment.

# Case Study Results

With the collaborative work made with the different actors on this challenge, we have been able to reduce by 30% the initial lead-time required to implement the full supply-chain.



# Case Study Critical Success Factors

The critical success factors were the **benchmark** made with different drum manufacturers, the detailed understanding of the **process flow** of drums manufacturing / certification / passivation / qualification, the **leverage** of our supplier on the Japanese manufacturer, and the **supply-chain skills** of our supplier.

## Case Study Lessons Learned

Whenever there is a supply issue due to material disruption for dangerous goods that can not be air freighted, the **main concern can be packaging availability** due to long logistics supply chain.

This packaging's concern remains a risk when the supply-chain is running, due to corrosion issue on drums, coming from inappropriated connections and maintenance.

Finally, the best solution is to **support regional production of materials**, as much as possible.



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