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# RoodMicrotec Newsletter

Number 1, March 2016 • RoodMicrotec

I am delighted to be able to introduce this newsletter once again after a few months of absence. In the meantime, of course, RoodMicrotec has not sat still; the company succeeded in participating in a public funded project, see below.

As you may have read in the press release of 22 February, Martin Sallenhang and Reinhard Pusch will be nominated CEO/CTO and CSO/COO respectively on 26 May 2016. Until that date I will remain CEO, and work together very closely with

Martin Sallenhang and Reinhard Pusch to prepare for the final transfer of my responsibilities. I am confident that they will continue to build on RoodMicrotec's strategy. Philip Nijenhuis, CEO.

## Legal issues and liability risks in the supply chain of electronic components and modules

### RoodMicrotec Seminar

Introduction of more and more complex electronics in almost all areas of daily life entails not only reliability and functionality risks, but also throws up complex legal questions. Who is liable when a self-driving car is involved in a traffic accident due to an electronic problem? From whom can you claim damages when a house catches fire due to an electronic fault?



These are questions that many people, including experienced engineers, designers and buyers of electronic components, are often unaware of. High time to organise a seminar on legal issues and liability risks in the supply chain of electronic components and modules.

The seminar presents the basic legal aspects and risks involved in particular in the supply chain that need to be considered. Experienced experts and lawyers will give their views on the issues based on real life case studies. They will also give concrete advice on how to avoid legal pitfalls from the outset and illustrate with various cases the issues that must be considered in case of damage and the options to resolve disputes in a legally valid and binding way.

A highly informative event for managing directors, product managers, quality managers, engineers, designers of electronic components and systems, failure analysts and buyers.

Please note the date in your diary:  
Thursday 14 April 2016  
Location: Siemens Stuttgart  
For more information, see our website [www.roodmicrotec.com](http://www.roodmicrotec.com).

# RoodMicrotec takes another step towards Industry 4.0 with funded project Scale IT

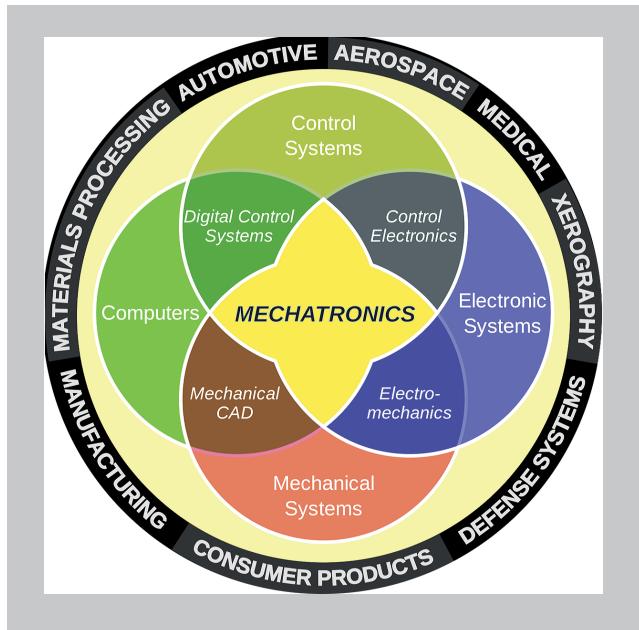
## Scale IT @ Shopfloor to increase productivity in Mechatronics Production

Being a partner in several public/private projects is of major importance to RoodMicrotec. It not only helps us to gain further expertise, but it also enhances our visibility in the market and therefore strengthens our reputation.

The funding project ScaleIT @ Shopfloor is another project in which we participate, with an conglomerate of partners.

The project started on 1 January 2016 and will run for 3 years. We will develop intelligent test equipment for electronic test systems, with the objective to increase productivity in the complete Mechatronics Production flow.

Mechatronics, which is originally a combination of mechanics and electronics, has a much more complex meaning in this context. It includes more technical areas, see the picture below.



The project should prepare high-tech companies for the start of Industry 4.0.

Currently there are still many manual processes in high-tech companies' production lines.

In Industry 4.0, production should have a high degree of automation and intelligent networking in the company. That is why, with our partners in the project ScaleIT @ Shopfloor, we want to achieve solutions in the area of intelligent test devices and also process concepts which can be introduced into production.

The biggest hurdle in Industry 4.0 is the complex network of different areas, for example how to connect the hardware with software and so on.

For this we are in a good position in this project, because the partners are all key players in their field, so we can gain the best synergy.

In the first step our Partner 'Feinmetall' will produce an intelligent test card, which we will implement at an intelligent electronic test system workstation that we will build.

That intelligent workstation should interact with the intelligent test card from Feinmetall and also with all our IT systems which are necessary for an electric test. The benefits we expect to gain from this system, is ad hoc data, like necessary information for the operator, status for the ERP system, and data for the quality system or staff.

Another important point that we want to achieve is that we get automatically the conditions during operation, like hit-downs, contacts, operational temperature and also decisions about calibration or maintenance.

We expect our production to benefit in terms of pace and quality, but it also is an opportunity to introduce Industry 4.0 to the company.

With our partners we will also develop Industry 4.0 processes which should be tested and refined during the project.

In this project we can achieve know-how in new fields and improve our know-how in our own field.

For RoodMicrotec the funded project Scale IT is a great opportunity to be one of the leading companies in our sector in Industry 4.0. Through the coalition of companies in the project, we see the project as being very strongly positioned for our goal.

### Partners:

Bull GmbH, Carl Zeiss 3D Automation GmbH, digiraster GmbH, Feinmetall GmbH, Karlsruhe Institut of Technology (Pervasive Computing Systems / TECO), microTEC Südwest e. V., Ondics GmbH, Sick AG, Smart HMI GmbH, Universität Stuttgart, Institut für Arbeitswissenschaften und Technologiemanagement IAT, Fraunhofer Gesellschaft zur Förderung der angewandten Forschung e. V., Fraunhofer Institut für Arbeitswirtschaft und Organisation IAO

# 2016: to maintain and build up customer relationships



Christin Gädtke

As of 1 November Dr. Christin Gädtke (1984) has joined our Sales and Marketing team in Nördlingen (Germany), see also RoodMicrotec's press release of 14 October 2015.

'With Christin on board, given her experience and know-how, we can concentrate even more on bigger new projects.'

For the coming year we have worked out a plan on which sectors and regions to target. The main focus will be on SCM projects in the automotive sector, both fabless companies and (Tier 1) OEMs in this sector. The regions Christin and I will concentrate on are Germany, Switzerland and the Benelux. Christin's main focus will be on Austria.

Apart from that we will intensify our contacts with several business clusters. This is a good way to come into contact with potential new customers, but it is also a pleasant way to learn about the latest trends and requirements in the industry.

Last but not least it helps to promote RoodMicrotec and to strengthen our image in the market', says Sales & Marketing Director Dieter Schreiber.

'One of our main objectives will be to maintain good customer relationships and to build up new customer relationships. To be able to do so you have to visit, to visit and once again to visit customers and potential customers to hear about their requirements and provide solutions for them. In this respect Christin is an important addition to our sales team and I am convinced that together we will meet or even exceed our objectives for 2016.'

'I am very enthusiastic about this job and motivated to do the best I can. RoodMicrotec has booked several major orders last year. Our challenge is to add more orders to the pipeline, not only in Germany but also in other European countries and I'm ready for it', says Christin Gädtke, Sales & Marketing Manager.

## Further information:

After graduating in physics in Dresden, Christin worked as a development engineer in the photovoltaic (or solar) cell industry. In 2014, Christin gained her PhD from Victoria University in Wellington (New Zealand). She then continued her career as development engineer with Infineon. Both in her education as a semiconductor physicist (chip physicist) and in her work, Christin has gained a great deal of experience in chip development, especially in the areas of qualification and reliability improvement.

## Agenda 2016



14 April 2016

Legal issues and liability risks in the supply chain of electronic components and modules

Siemens,  
Stuttgart

The seminar will  
be in German



26-28 April 2016

International Exhibition and Conference for System Intergration in Micro Electronics

Nuremberg

Hall 7A, stand 331L



8-11 November 2016

International Exhibition for Electronic Components, Systems and Applications

Munich



22 November 2016

RoodMicrotec/ Exact Seminar

Switzerland

# Colophon

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