



Tom Legere, Principal

Tom has 25+ years of global supply chain, manufacturing operations leadership, startup and consulting experience in technology business. After an early career in wafer fab process engineering and manufacturing, Tom focused upon mass customization and the responsive, cost-effective supply chain network required for high margin custom products.

He transitioned Xicor's backend supply chain to an outsourced model, instilled TPS methodology and doubled volume with no increase in inventory and no capital expenditure

As Director of Fab Operations with Atmel, he reengineered an aging fab and led the transition from commodity memory to custom ASIC products. Revenue generation improved from \$300M to \$600M and gross margin from 30% to 50%. That facility operates profitably today. Later he led a "brown field" project and built, qualified and launched a state-of-the-art wafer fab and test facility along with Atmel's latest technology platform .

With Legere Consulting he contributed to Applied Material's new fab services program rollout of 2004. With a SAW filter startup client, he contributed to a Series C fundraising initiative.

As VP of Operations at a fabless biometric company, he identified and qualified a global supply chain including 3M and TSMC; developed a mission critical colorization process for kapton film; and launched Validity Sensors first production business.

As Managing Director of a Cypress Semiconductor site that was for sale, he launched an external foundry business and organized a private equity backed LBO offer. Both initiatives created value, and Cypress adopted the foundry business model at its remaining US wafer fab.

At Why Not Solutions he co-developed a business model, business plan and financial pro forma for a startup client. As acting COO for a client, he has supported fundraising that has led to a partnership with a private equity firm, and he has performed due diligence on four acquisition prospects in the \$30-\$150M deal range.

Tom received a Sherman Fairchild scholarship and studied economics at Amherst College. He holds an MBA, Technology Management from the University of Colorado-Colorado Springs.

Client Testimonials

"It is a very powerful team, and they have engaged rapidly and effectively with investors, lenders and acquisition prospects." – CEO, Aurora Semiconductor

"Tom is always accessible...his cycle of learning data helped me to sell services to fab managers"" – Regional Sales Mgr, Applied Materials

"Tom provided valuable insight into the customer's decision process and cost threshold...he was critical in shaping our strategic program" – GM Global Services, Applied Materials

"...he worked tirelessly with my team and met a tight funding deadline" – CEO, Clarisay