

Why Not Solutions

Consulting solutions for...

- Biometrics
- Capital Equipment
- Electronics
- Fabless Semiconductor
- Foundry Business
- Green Energy
- Semiconductor
- Solar
- Technology

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Value Proposition to our Client

1. Executive 'lease versus own'
2. Experienced hands-on professionals
3. Seamless integration into your culture
4. Immediate impact
5. User-friendly interface. No up selling.
6. Value guaranteed with pay for performance
7. Client-centric focus
8. Always ON accessibility

Consulting services

Interim Management for business continuity and startup

- COO, GM, PM, VP/Director of Mfg, Ops or SCM
- CFO, VP/Dir of Finance, Division/Plant Controller

New Venture consulting services

- Business model and business plan
- Financial analysis and pro formas
- Fundraising support
- Site selection, LOI and due diligence
- Purchase agreements (e.g., asset purchase)

Global Supply Chain Management

- Optimize for cost, quality & cycle time
- Expand internationally

Manufacturing Operations

- Re-establish profitability, gross margins and performance to world-class, benchmark levels
- Comprehensive cost reduction

Project Management

- Foundry Business Development
- Factory construction, startup, expansion or retrofit
- Manage complex, multi-site multi-discipline projects



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



Albert “Skip” Howard, Principal

Skip has 30 years of corporate financial management experience in semiconductor and computer peripheral businesses. He initially started his career in production engineering with Watkins Johnson Company where he focused on quality and the assembly of surveillance, communications and electronic countermeasure equipment for the defense industry.

With expertise in wafer fab operations and cost control, he has held financial management positions at Cypress Semiconductor, Phillips Electronics, Control Data, Sperry Univac, and Memorex.

With Laser Magnetic Storage International, a startup joint venture between Control Data and Philips that reached annual revenue of \$70M, he performed multiple management roles – cost accounting, inventory control, fixed assets, receivables and financial planning – while conducting a smooth consolidation and relocation to Colorado.

As a Fab Controller for Philips Semiconductor – New Mexico and Texas, he was appointed to turnaround a group of at-risk business units. He hands-on audited, directed corrective action activities and orchestrated a successful turnaround. Additionally, he improved forecast accuracy while reducing the forecast cycle time from forty-eight hours to four hours.

As the Plant Controller for Cypress Semiconductor – Texas, he reduced the wafer cost by 20% per activity in an already lean and profitable operation. With a two person staff, he directed all financial activities for this privately owned subsidiary and its \$40-\$50M annual cost center P&L – e.g. financial audit & reporting, forecasting, transfer price setting & foundry business pricing.

At Why Not Solutions he constructed the base financial model and the pro formas used by a client to evaluate the profitability of potential acquisitions. As acting CFO 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.

Skip holds an MBA, emphasis finance/accounting, from Santa Clara University, Santa Clara, CA and a BS, Industrial Technology from California Polytechnic State University, San Luis Obispo, CA.

Testimonials

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

“Skip is thorough and objective, and he has been critical in bringing both parties together in this process” – VP of Finance, acquisition target company

“The pro forma is complete, well supported and it is in my judgment accurate” – Audit Partner of a third party financial audit firm