

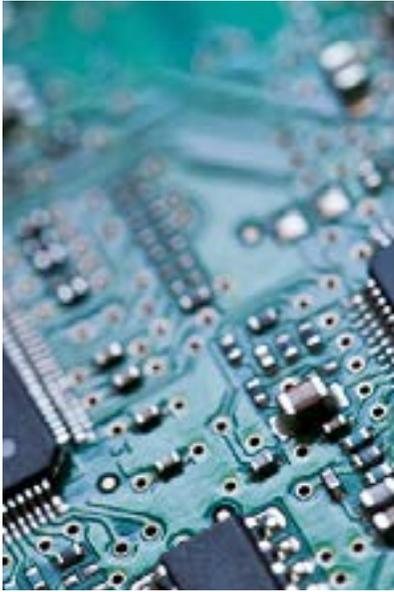


A Guide to Planning for Success When Closing a Facility

# 7 Steps to Closing a Semiconductor Fab

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## Plan for Success

A facility closure is often overlooked when a semiconductor company gets the green light to open a new fab or close an existing fab. Semiconductor fab facility closures can occur from a number of different factors, whether it's due to a merger, declining sales, or to re-purpose the facility. At first glance, hearing a facility closure may seem negative, but it is not always a bad thing and can be a huge opportunity for buyers and sellers alike. Whatever the circumstance of your fab closure, the overall success of your company and closure will depend strongly on proactive asset management.

EquipNet has worked with a number of leading global semiconductor manufacturers to help them properly plan and execute fab closures. This eBook was created by our in-house experts to share best practices with you in handling your semiconductor fab closure.

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## Who We Are

EquipNet is a global leader of surplus asset management solutions. We're recognized for our proprietary asset management platform, our revolutionary industrial equipment marketplace, and our results-driven project management services. Our diverse roster of clients include Fortune 500 multi-national corporations, leading regional manufacturers, financial institutions, and corporate renewal professionals.

EquipNet solutions deliver maximized financial return while improving our client's corporate image, adhering to their safety standards, and contributing to their sustainability initiatives.



## Plan Early

Start to think about your equipment and other assets within the facility while you are still in production and employees are still on site. It is not only main production equipment; there is facility support equipment lab equipment, sometimes even office furniture and miscellaneous items throughout the facility that require a disposition strategy. The earlier you start planning and the more time you have will make the closure much less burdensome. This will allow you to explore every potential option to recover the most return for your equipment. You will also need to consider the amount of employees and associated costs to manage the tasks that will be necessary to execute a successful site closure.

A number of factors come into play with gaining the highest financial return on equipment sales. High quality semiconductor equipment usually sells for a higher price through negotiated sales vs. selling the assets quickly through a less-profitable auction channel. Additionally, buyers are more apt to purchase equipment if they can see the equipment still in operation. It is also helpful to have a dedicated on-site employee to host inspections and supervise rigging/removal, crating, shipping and pick-up.



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## Get Your Inventory in Order

Oftentimes when a facility closure is announced, the company may not even be aware of its current assets and is working with an inaccurate inventory. If you have the time allocation, it is best to consider a professional inventory conducted by industry experts that are knowledgeable of the equipment values.

When done properly, a professional inventory will provide you with an accurate record of what you own, what you lease, what you can redeploy, what you can sell, the worth of your assets, and a range of other valuable information. Remember, the more you know, the more options you will have.



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## Know All of the Steps

To ensure a successful fab closure, many things need to be accomplished before closing the doors of your facility. Make sure you have a comprehensive to-do list that factors in all the necessary steps, including: decontamination, de-installation, rigging and removal, inspections, crating and shipping, cleaning out the facility and other needed tasks.



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## Determine Necessary Resources

Once you have your to-do list in order, you need to decide who will be responsible for what tasks. Many times, companies are working with a skeleton crew when shutting down a facility.

- Do you have enough personnel that are willing to work on the fab facility closure activities?
- What contractors do you need to hire?
- Do you need to find any subcontractors for decontamination, rigging, removal, crating and other needs?

Take care of these questions before they need to be answered to best prepare you for a successful semiconductor fab closure.



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## Formulate a Timeline

After you have your inventory set, your to-do list completed, and who will be handling the tasks, you will need to create a timeline for your fab closure. This will help you stay on track with your closure – make sure you have a schedule that outlines every deadline including last outs and final shipments; mark the final closure date and work backward from there.

Don't forget to add in some extra time in case you have to wait for corporate approval or other potential delays.



## Showcase Your Equipment

It's very important to realize the significance of merchandising your assets. If you have to unplug, uninstall, and/or store the equipment away, be sure to capture some videos and images beforehand.

Potential buyers like to see the equipment in action. Equipment stacked up in a warehouse is not going to be as appealing compared to assets still in production and showcasing the job it is meant to do.



## Maximize Your Equipment Value

Many companies will spend the money on new equipment because they know it will have all the necessary licenses, components, accessories and manuals, even though they could save a great amount by purchasing pre-owned.

Companies are more likely to purchase pre-owned or used equipment if it comes with all of the necessary components that it was first purchased with. Be sure to keep your most recent maintenance records, upgrade history, equipment software, manuals, computers and other accessories to ensure you will get the highest return on the assets. Also do not forget to attach the system passwords and panel lock keys to the equipment.

This is a high-level overview of the steps that need to be considered and there are many details that must not be over looked when planning such a large facility closure project. We are here to help you perform a successful closure and look forward to discussing those details with you and your team.

To learn more about managing your assets when closing a semiconductor fab or other facility, please contact us:

North America: +1 (781) 821 3482  
Europe: +1 (44) 118 901 6161  
Latin America: +57 (1) 508 7908

[sales@equipnet.com](mailto:sales@equipnet.com)  
[EquipNet.com](http://EquipNet.com)

-  [@EquipNet](https://twitter.com/EquipNet)
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