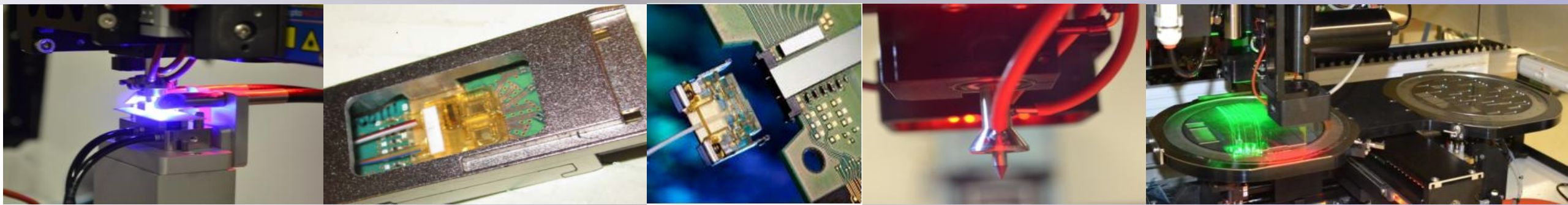


The Challenges in High Volume Manufacturing of Photonic Devices



Dr. Yi Qian
Vice President, Product Management
MRSI Systems

Your Standard in Precision Automation.®



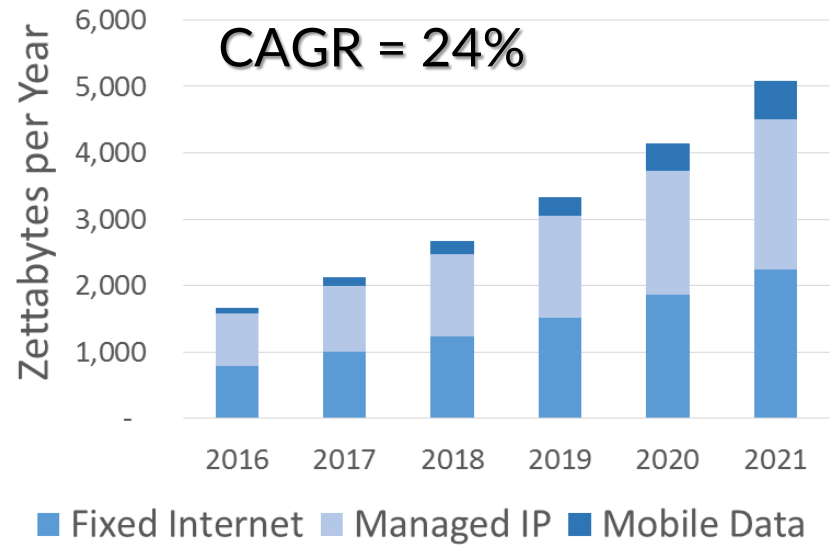
The Trends

The Challenges

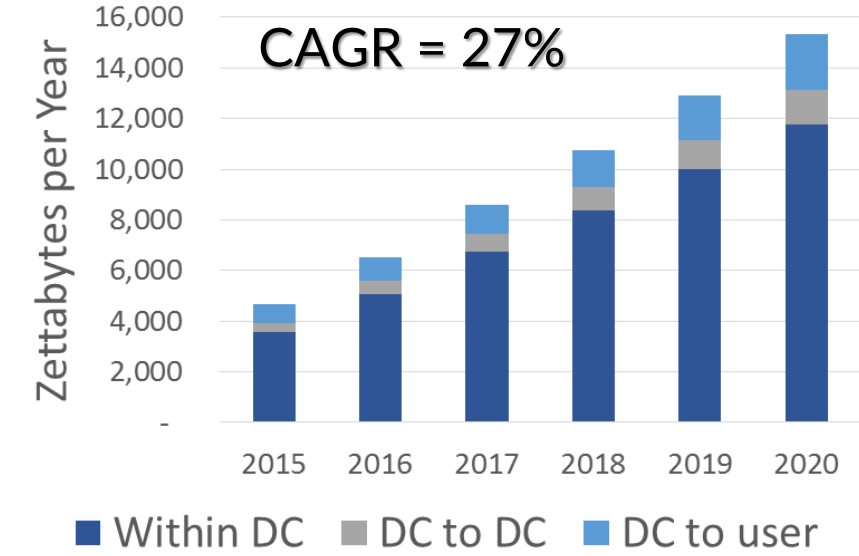
The Opportunities

High Growth Internet and Data Traffic Drive Bandwidth Demand

Global IP Traffic ⁽¹⁾



Global Data Center Traffic ⁽²⁾



(1) Cisco Visual Networking Index: Forecast and Methodology, 2016-2021

(2) Cisco Global Cloud Index: Forecast and Methodology, 2015-2020

Global Data Center Traffic >5X of Non-Data Center Traffic

Visual Networking Index (VNI)

$$\text{A} + \text{B} = 2.3 \text{ ZBs}$$

A Non-Data Center Traffic
NOT included in GCI

B Data Center-to-User Traffic
This is the overlap between VNI and GCI

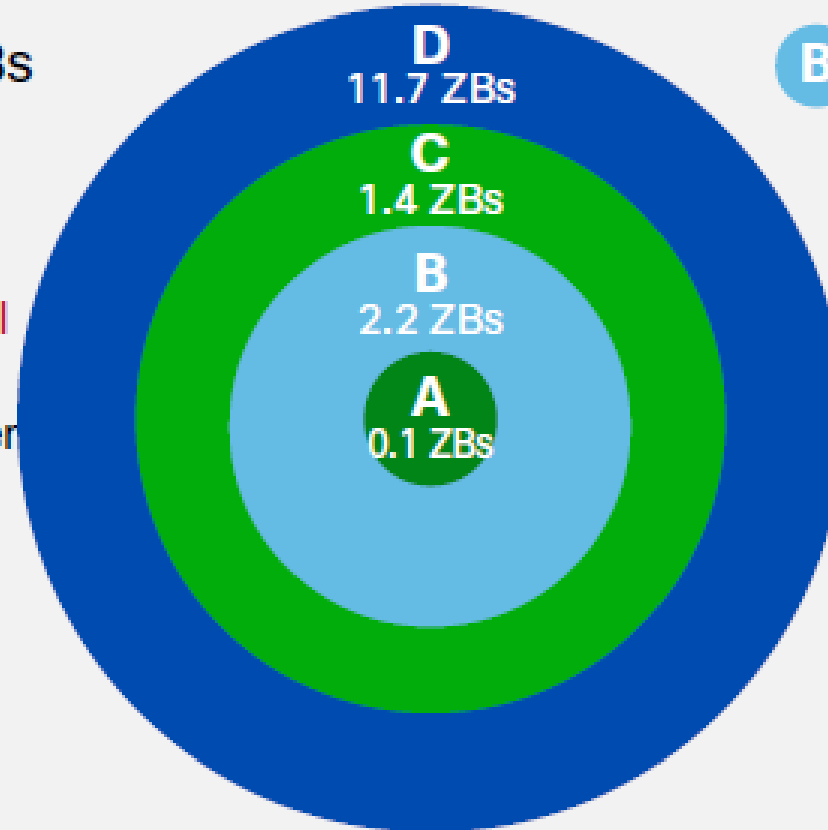
Global Cloud Index (GCI)

$$\text{B} + \text{C} + \text{D} = 15.3 \text{ ZBs}$$

B Data Center-to-User Traffic (14%)
This is the overlap between VNI and GCI

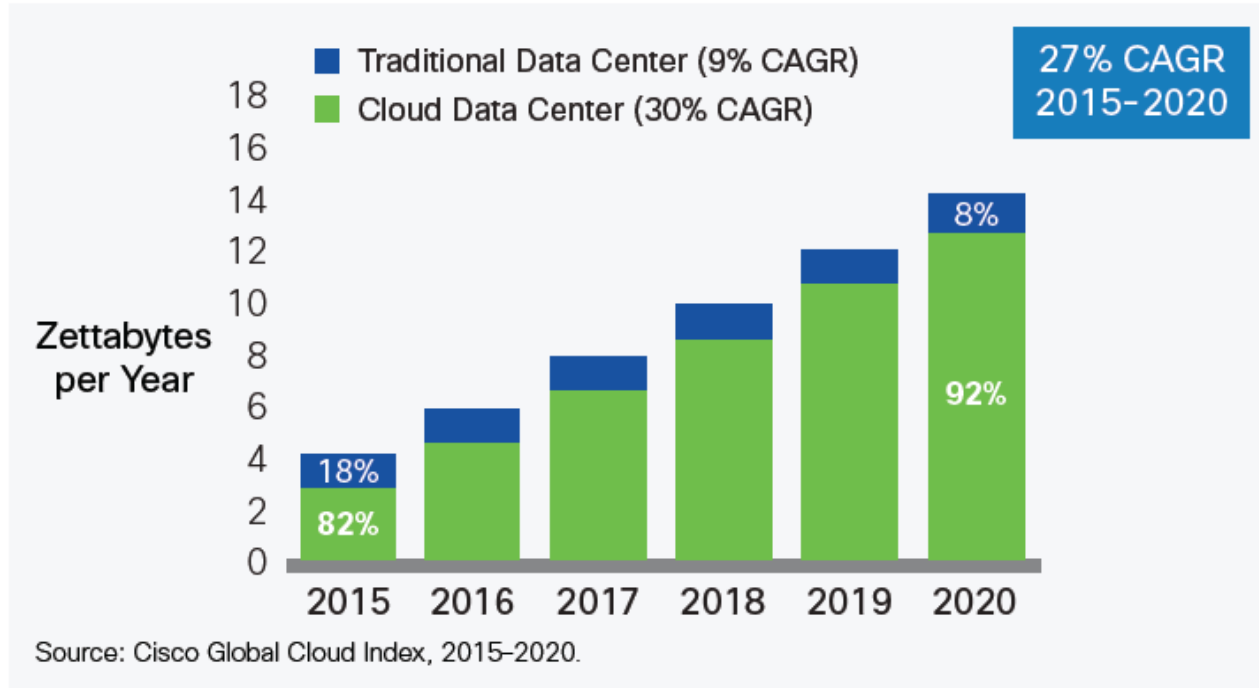
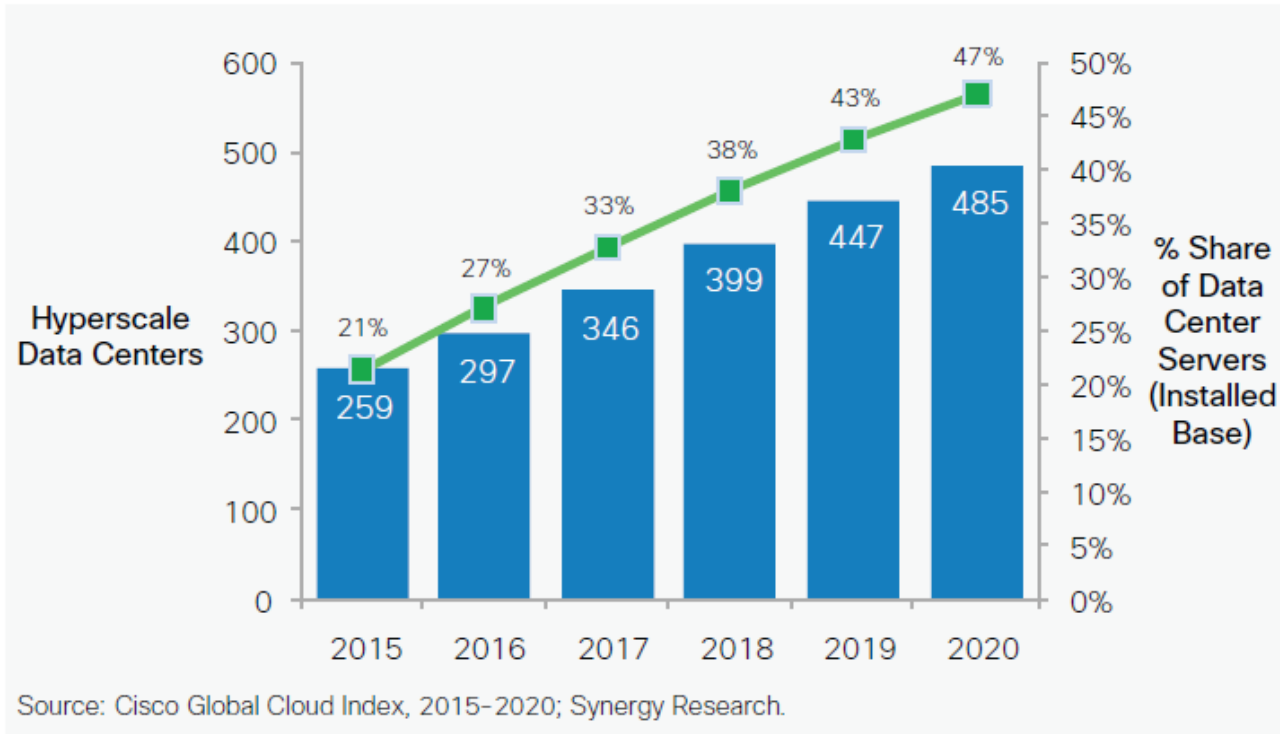
C Data Center-to-Data Center Traffic (9%)
Traffic that flows from data center to data center

D Within Data Center (77%)
Traffic that remains within the data center



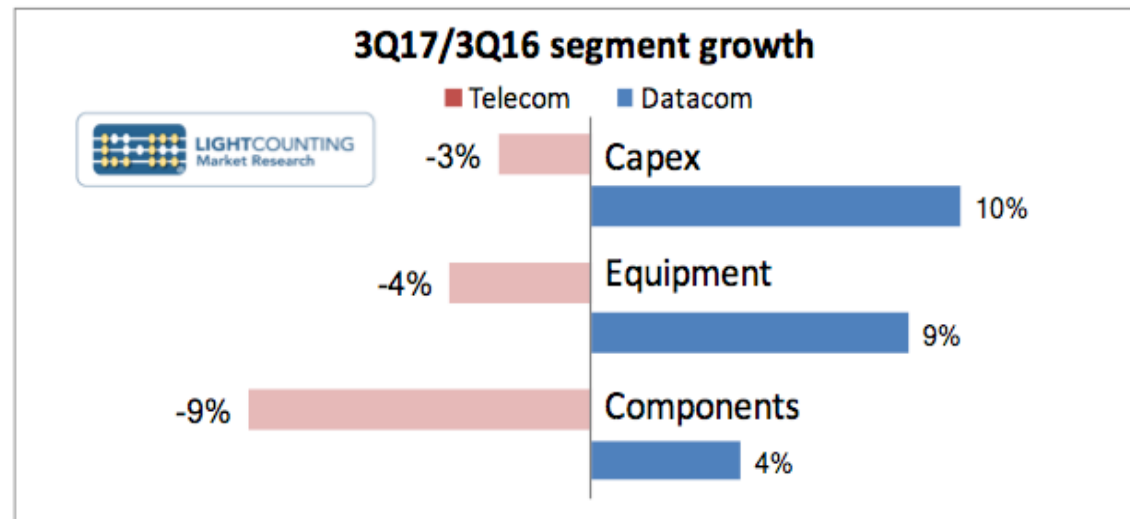
Source: Cisco Global Cloud Index, 2015-2020.

Hyperscale / Cloud Data Centers Drive Growth



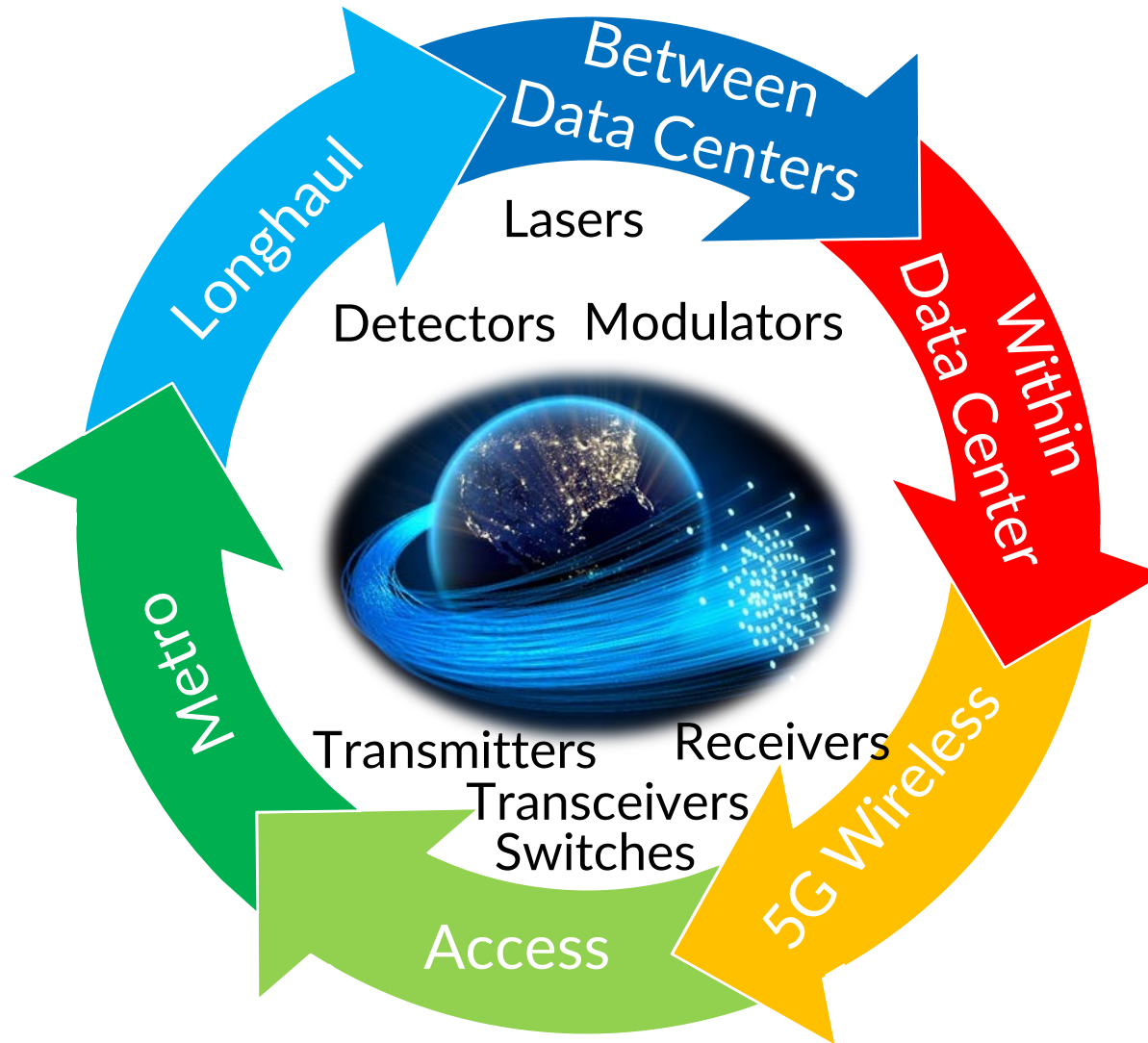
“Deep Pocket” Cloud Providers Sustain Spending on Data Centers

Group average	2Q17 result	Trend
Revenues	Up 16%	Growth accelerating again
Spending	Up 20%	Double 1Q17 growth rate
Operating margin	20%	Flat vs. year ago quarter
Net income	26%	Up sharply, well above long term average of 20%
Cash & equiv.	\$491 billion	Up 23% y-o-y, record high

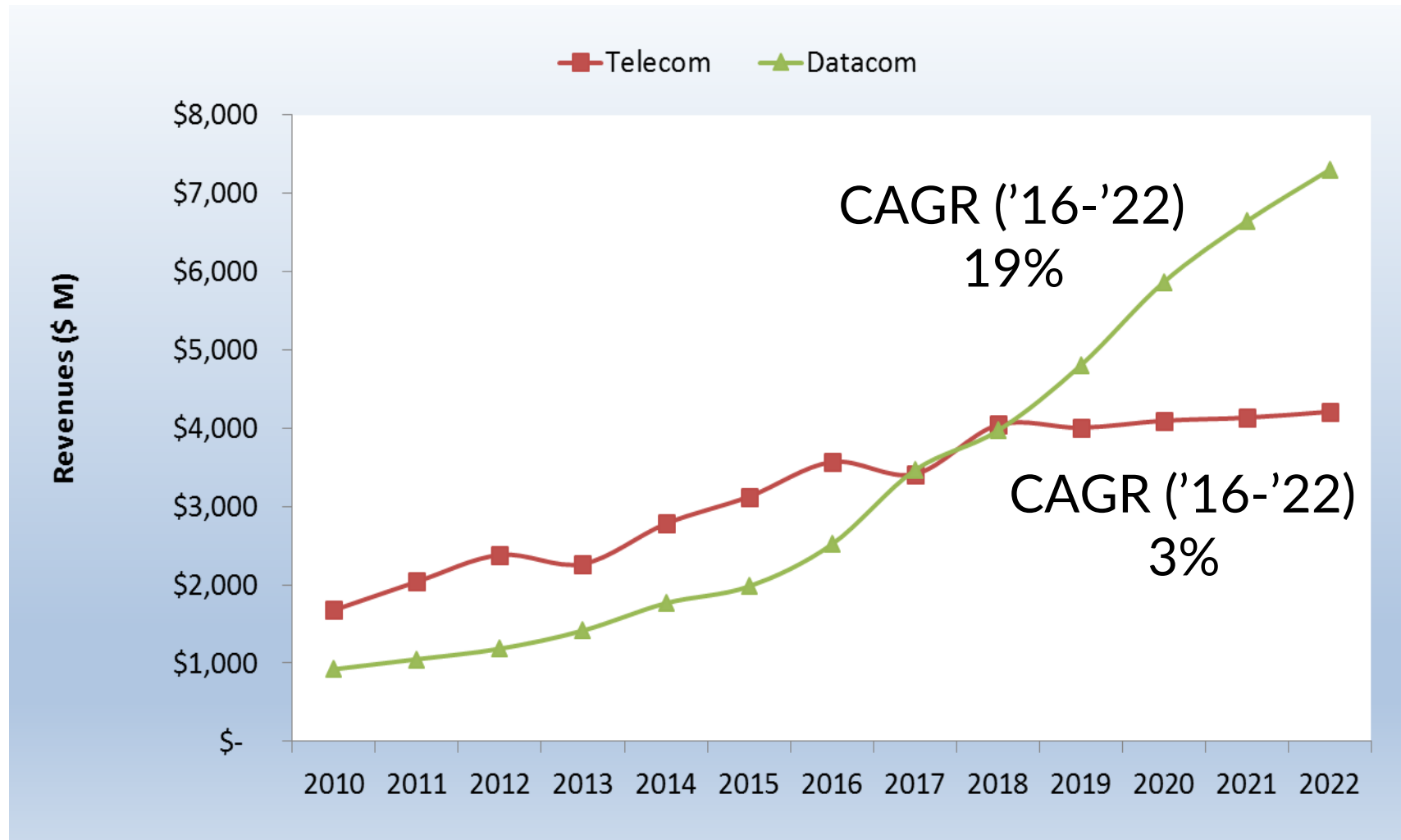


* Includes Alibaba, Alphabet, Amazon, Apple, Baidu, eBay, Facebook, Microsoft, Oracle, PayPal, Sohu, Tencent, Twitter,

Photonics is Essential for Bandwidth Growth



Datacom / Data Center Drives Future Optical Transceiver Growth



LightCounting April-2017

The Trends

The Challenges

The Opportunities

New Cloud-based Business Model Demands Rapid Innovations and Ramps

New Cloud-based DC Model

- Controlled operating climate
- Upgrade every 3-5 years
- Low photonics installation costs

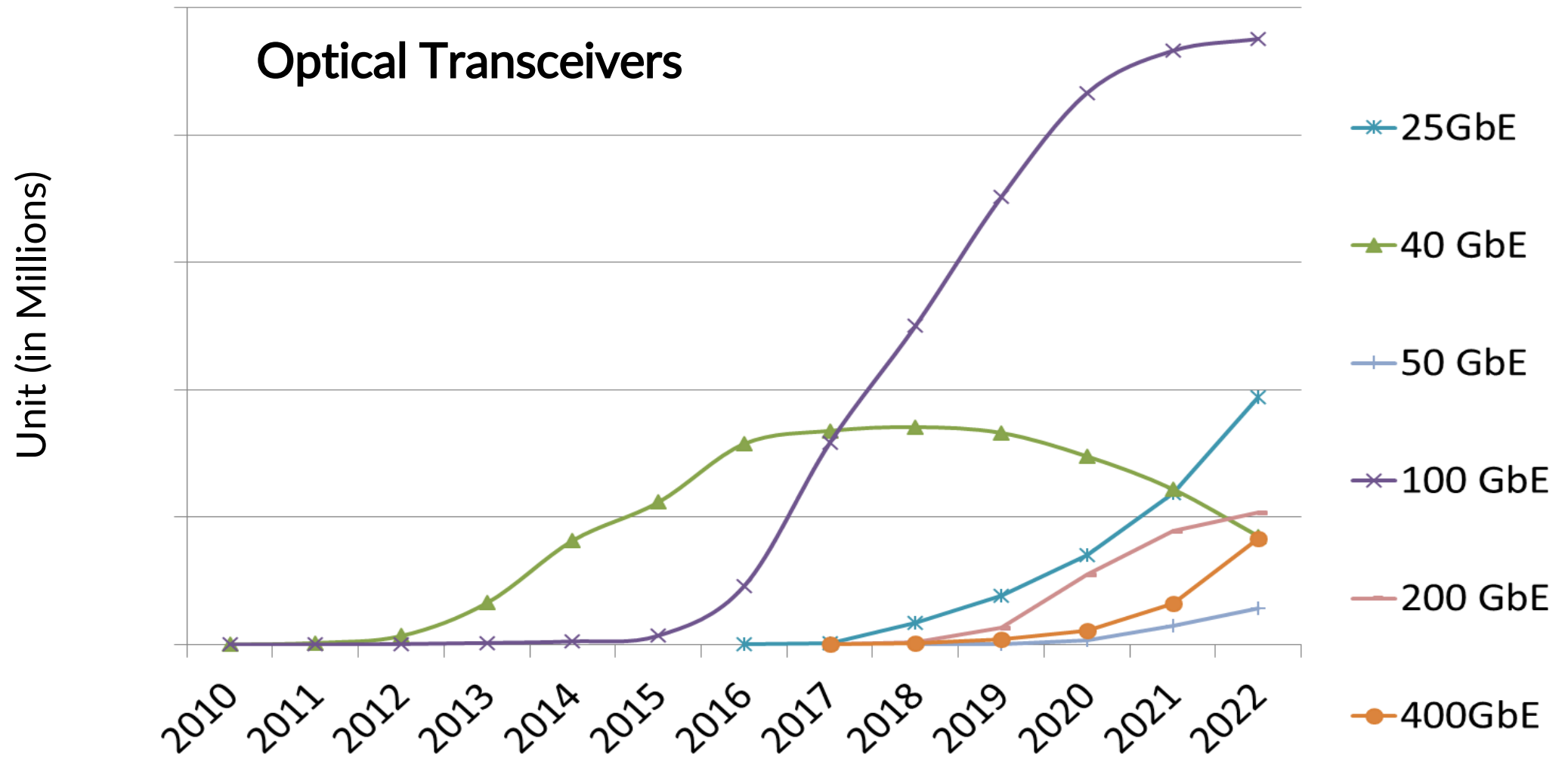
- High volume
- Poor forecast visibility
- Fast project ramp up and tailing down
- Fast pace of innovation
- Extremely sensitive to photonics cost (<\$1/Gbps)

Traditional Telecom-Centric Model

- Stringent operating environments
- Device life time for 20+ years
- High photonics installation costs

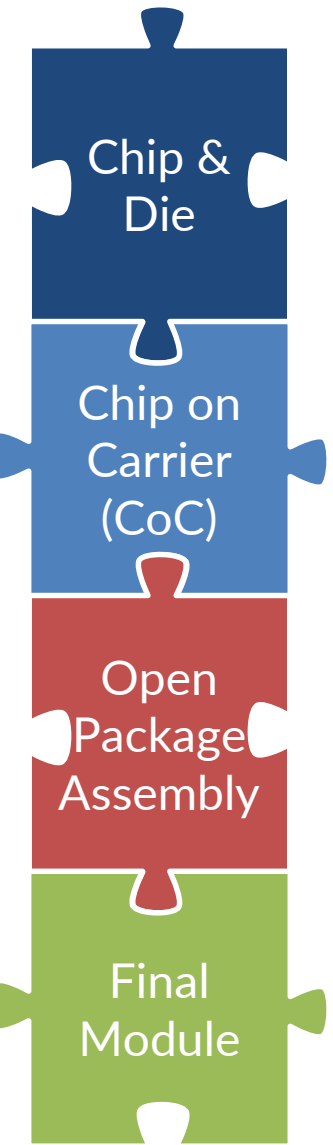
- Medium-low level of volume
- Good forecast visibility
- Slow project ramp and tailing down
- Slow pace of innovation
- Reduced sensitivity to photonics cost (field service is #1 cost now)

Photonics Manufacturing Needs to Handle High Volume and High Mix



LightCounting April-2017

Large Varieties of Parts through Manufacturing Assembly Lines



FB/DFB/EML lasers Pump lasers PDs Capacitance Thermistor AWG (1/4 scale) Lens Isolator (1/2 scale) PD array VCSEL arrays LD Driver TIA

LiNbO3 modulator chip (1/10th to actual)

Single die CoC Multi-die CoC Multi-die PIC (SiPh, Glass, etc.) Laser CoC, lens on Baseplate Laser or PD on TO VCSELs-Drivers/PDs-TIAs / Lens on AOC PCB

Laser TOSA ROSA Receiver Modulator Complex TO AOC

Laser Transceiver Receiver Modulator BOSA TOSA, ROSA AOC

Advanced Products Require Increasingly High Precision Assembly

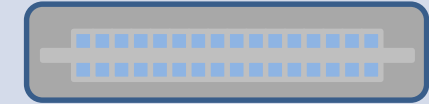
Higher Density
Smaller Size



CFP
4x100Gbps



CFP2
8x100Gbps



CFP4/QSFP28
32x100Gbps

Higher Speed
Higher Precision

10G
(1x10G)

40G
(4x10G)

100G
(4x25G)

200G
(8x25G)

400G
(8x25Gx2)

100G
(50G x2)

200G
(4x50G)

400G
(4x50Gx2)

- Need to assemble more parts on smaller carriers/boards and into smaller packages.
- Need to manage smaller gaps between parts for low impedance and thus higher speed.
- Need to align more precisely between parts on light path for higher power and better yield.

The Trends

The Challenges

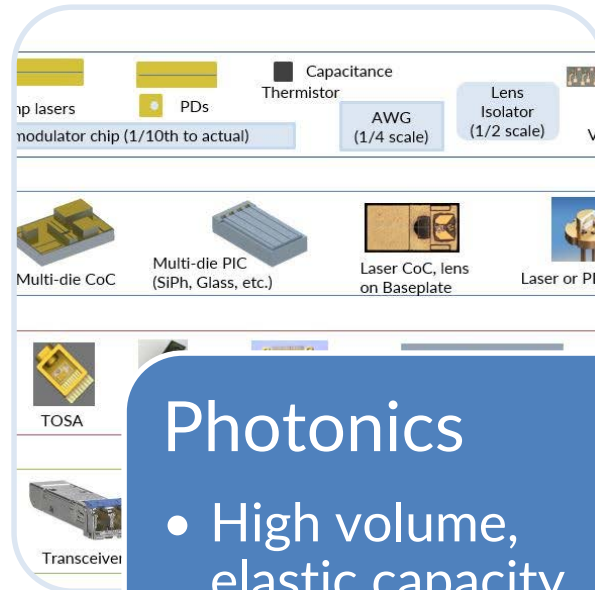
The Opportunities

Opportunities Exist with Challenges



Data Center

- High volume
- Fast ramps
- Poor forecast
- Rapid innovation
- Cost sensitive



Photonics

- High volume, elastic capacity
- Advanced products
- Accelerated NPD
- Risk free NPI
- Cost efficient SCM



Automation

- High speed
- High flexibility
- High precision
- High reliability
- ROI on Capex and Opex

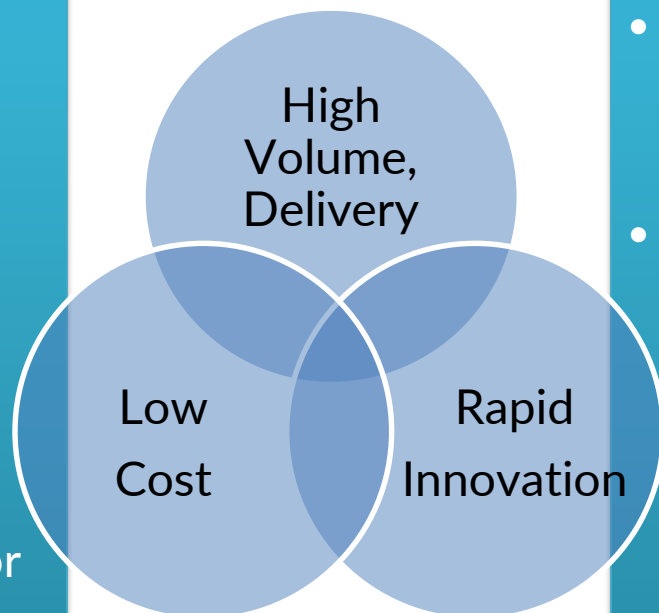
Automation Improves Photonics Supplier's Response to Data Center Demand

Data Center Provider's cloud-based business model

- Project based, Just-In-Time Procurement
- Qualified suppliers compete for the best delivery and lowest cost

Challenges for photonic device suppliers

- Need reasonably large manufacturing base for the size of each order
- Can't ramp fast enough for short lead time when getting an order
- Can't reduce labor cost fast enough when missing an order
- CM model is sometimes challenged to respond due to capacity competition for the same projects from multiple photonics customers at one time



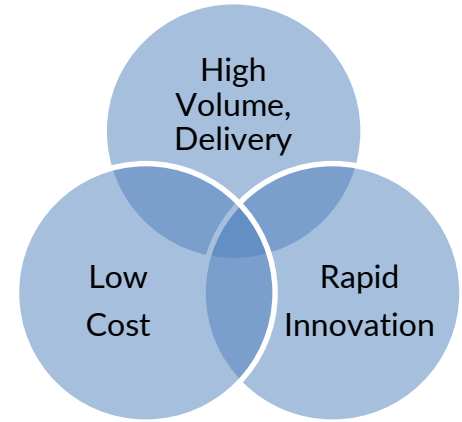
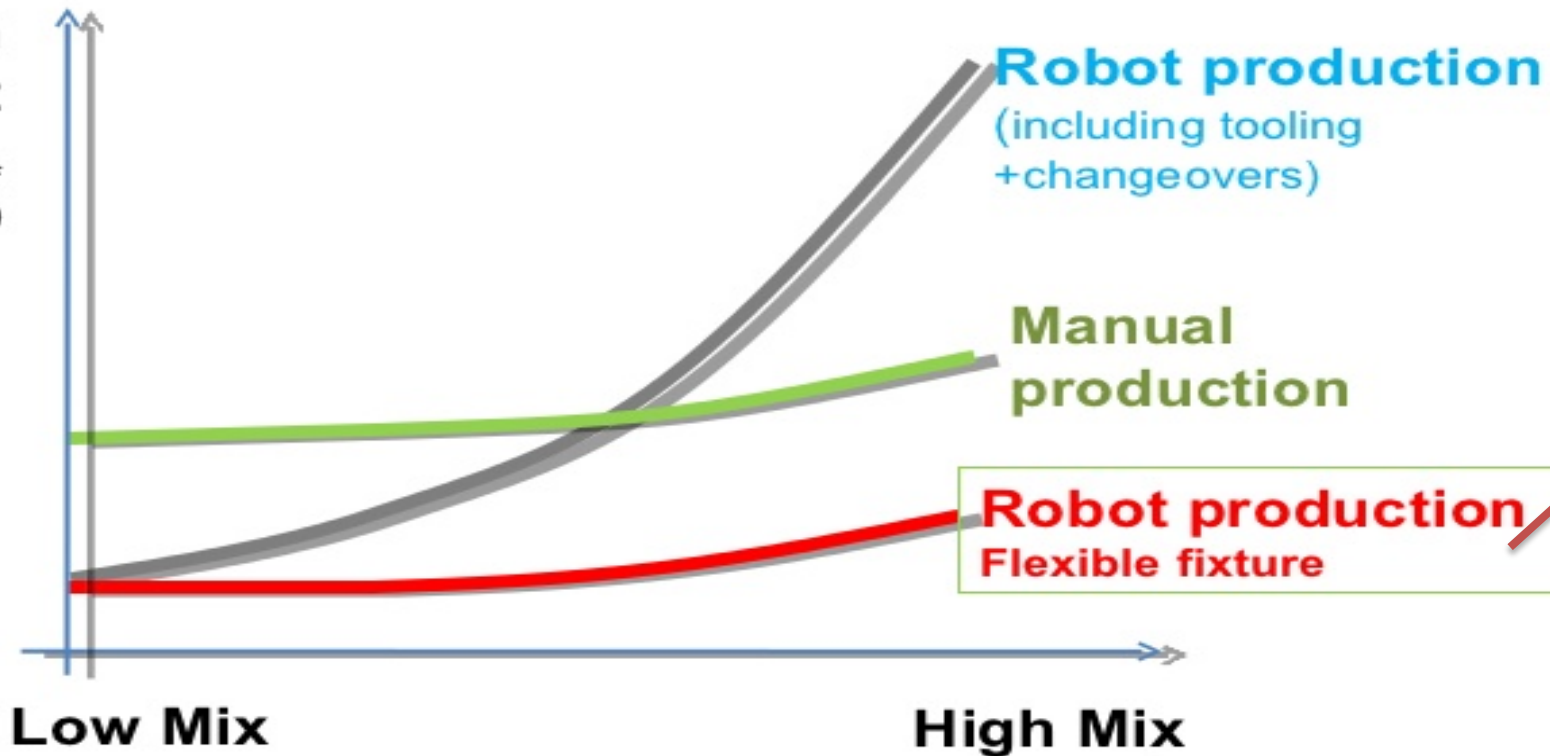
Response of photonic device suppliers

- “Elastic” capacity model for
 - High Quality, Low Cost manufacturing with Fast Switch on-and-off of capacity
- More automation for R&D&E and Manufacturing
 - Lower dependence of labors to reduce variable cost (labor hiring, training, and retention)
 - Minimize risks for NPI by using the same automation platform and processes
 - High precision automation enables processes and thus advanced products that could not be achieved manually

Flexible Automation for High Volume and High Mix Manufacturing

High Mix Automation Costs

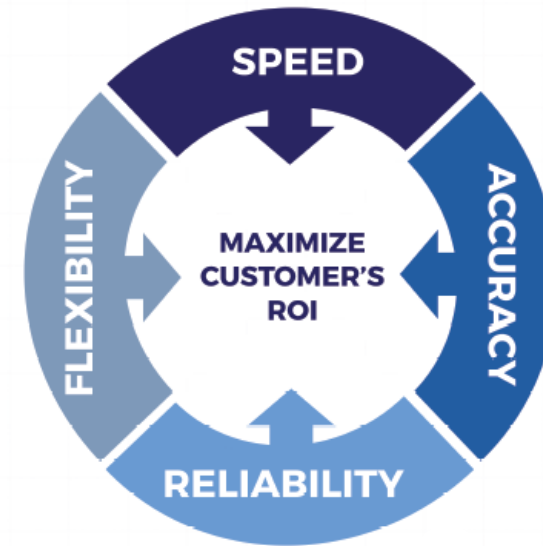
Production Cost
(given volume,
over given period of
time)



For Photonics
HVM

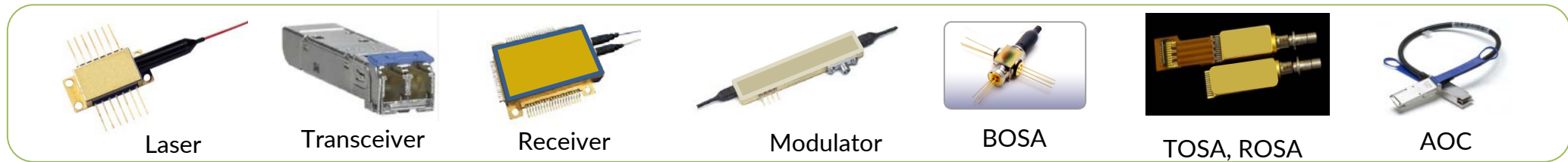
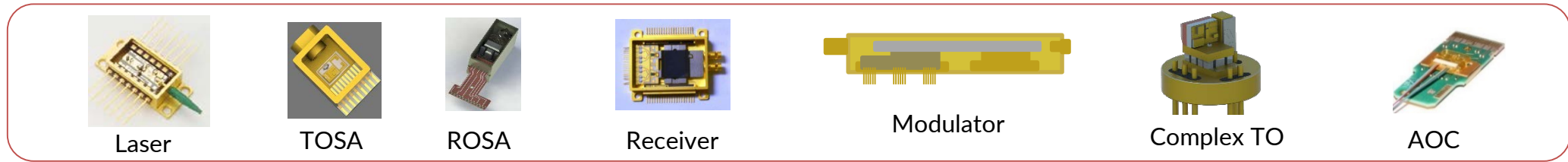
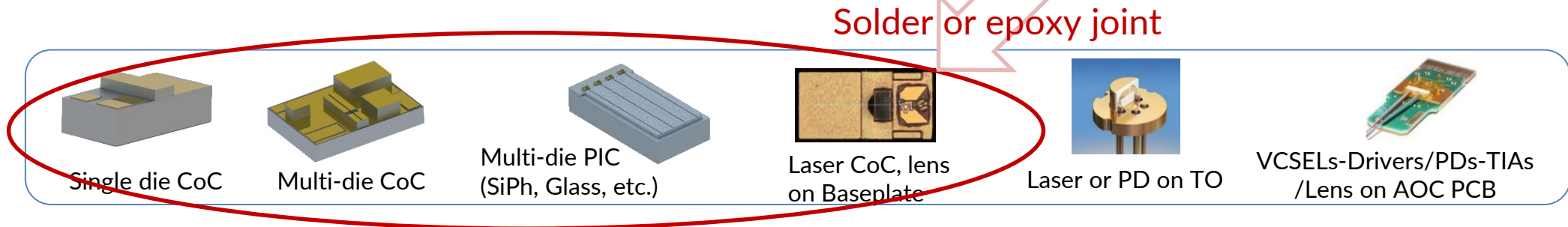
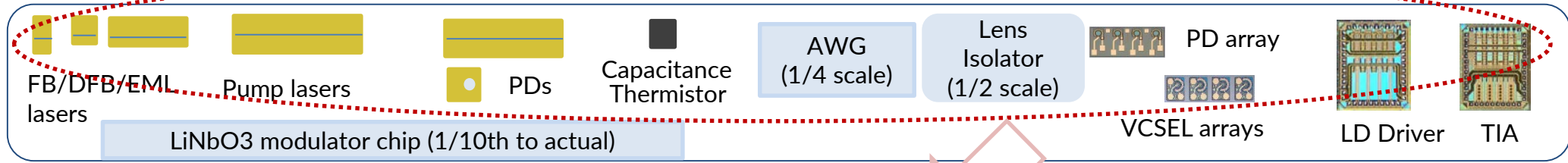
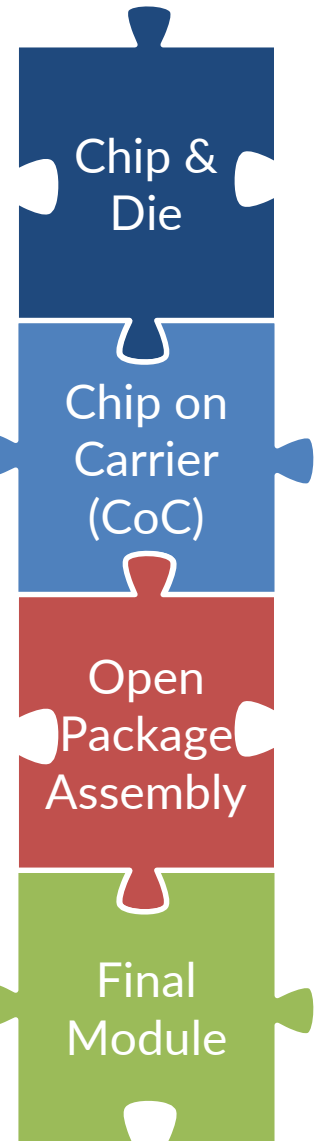
A Case Study - Automation

MRSI-HVM3

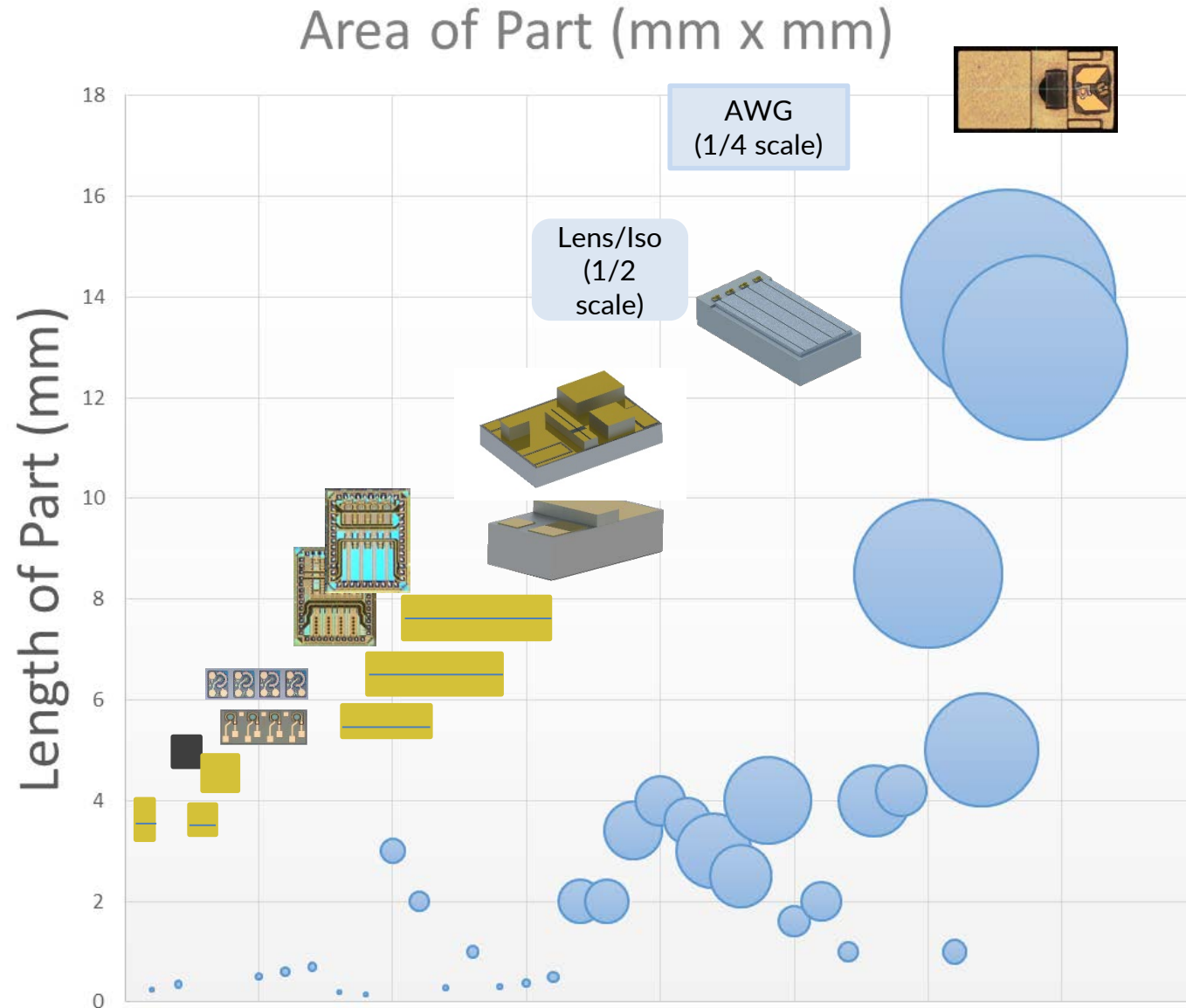


A New Class of Automatic Die Bonding Machine
for Photonics High Volume Manufacturing

Target the Highest Volume Applications – Multi-CoS per Transceiver



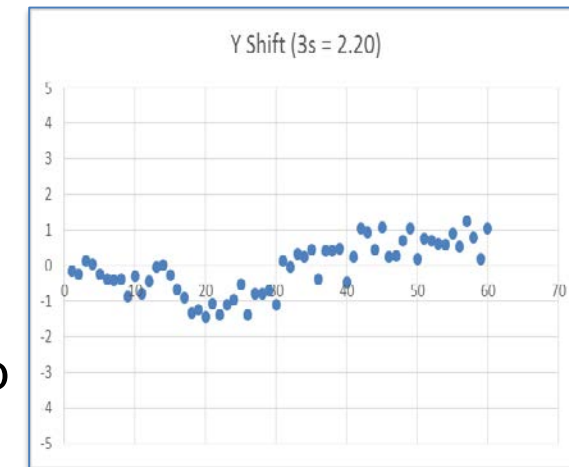
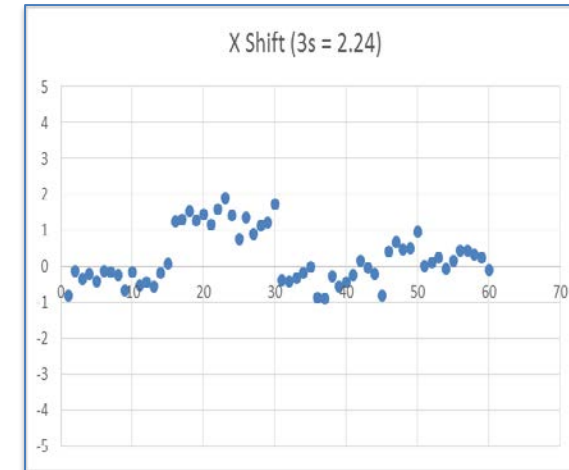
Enables Multi-Chip Multi-Process CoS Assembly In One Machine



- Photonics CoS assembly involves lots of different types of parts (size, geometry) that can't not be picked/placed by single fixed tool
- MRSI-HVM3
 - Integrated “On-the-fly” tool change module with up to 13 vacuum tips/collets
 - Spacious working areas for large variety of materials handling (up to 30x 2” Waffle-Pak/Gel-Pak, and 2x 4” or 6” wafer tape)

Improves Manufacturing Yield and Enables Advanced Products

- Photonics HVM needs high precision for higher yield, higher speed and more complex products
- MRSI-HVM3 provides future-proof assembly with $\pm 3\mu\text{m}@3\sigma$ die bonding precision
 - Built based upon long proven MRSI-M3 ($\pm 3\mu\text{m}@3\sigma$)
 - Current photonics HVM tightens front end (e.g. CoS) packaging tolerance to have better yield in later packaging steps to reduce total assembly cost
 - Next generation photonic packaging designs require $3\mu\text{m}$ die bonding precision for $5\mu\text{m}$ post-processing accuracy
 - Some of silicon photonics assembly steps need $3\mu\text{m}$ die bonding precision to work with self-alignment mechanics built on parts using semiconductor nanofabrication in order to achieve submicron post-processing accuracy

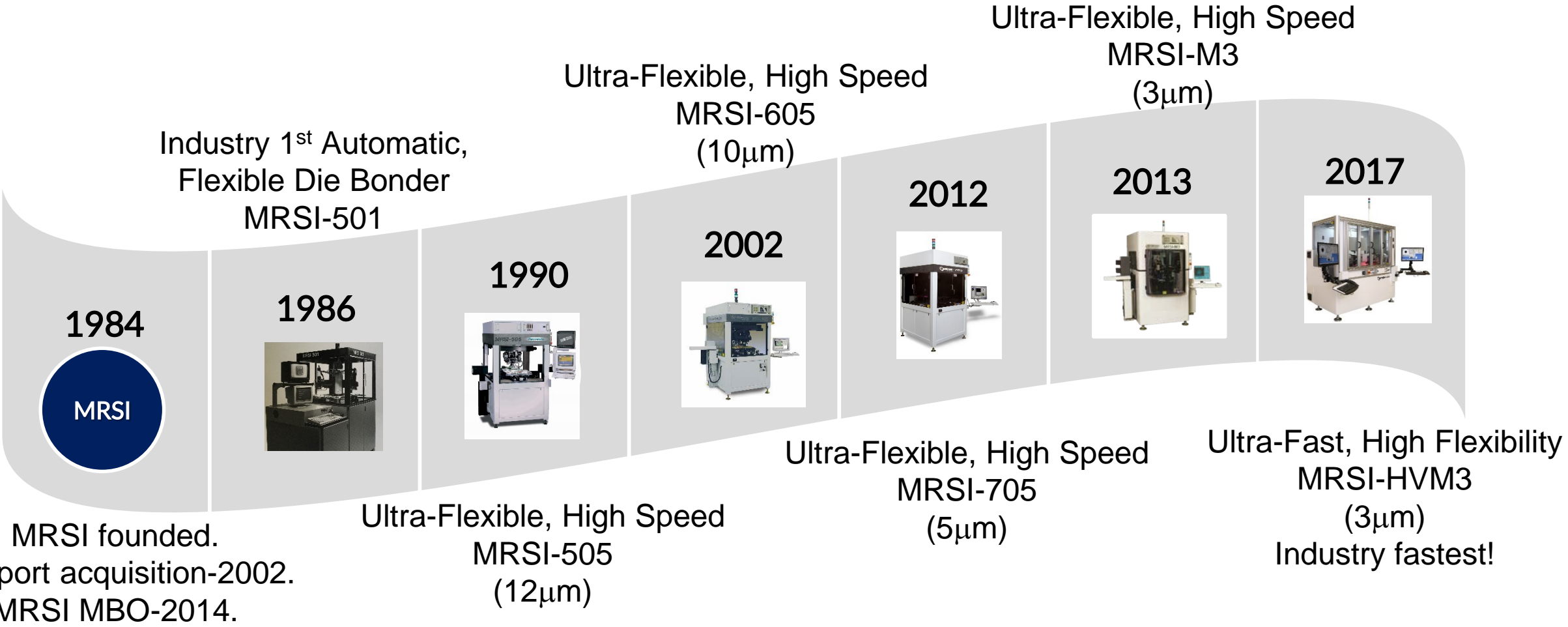


High Speed without Sacrificing Flexibility or Precision

- Photonics HVM needs high speed equipment to be flexible and precise
- MRSI-HVM3's speed is the fastest in class ($<7\mu\text{m}$) for photonic CoS HVM, without sacrificing precision or flexibility, realized by optimizing assembly steps
 - “on-the-fly” tool change
 - Parallel material handling and final bonding steps using dual head/gantry/stage
 - Ultrafast temperature ramping & cooling of eutectic hot stage



High Reliability Proven by MRSI's Long Track Record Serving Manufacturing



Proven Proprietary Design, Deep Process Knowledge, State-of-Art Manufacturing, World-Class Global Customer Service



The Trends

Data Center Drive; High Volume; High Mixes; JIT

The Challenges for Photonics

High volume high mix; Quick delivery; Rapid innovation; Make profit

The Opportunities in Automation

Speed; Flexibility; Precision; Reliability

A Case Study with MRSI-HVM3

The fastest in class ($< 7\mu\text{m}$) fully automated die bonder with $3\mu\text{m}$ high precision, superior flexibility and long proven reliability for high volume manufacturing of photonic chip-on-submount

Thank You!



SCALE WITH US



NEW

MRSI-HVM3



- Photonics
- Sensors
- Medical
- Semiconductors



MRSI-705



MRSI-M3

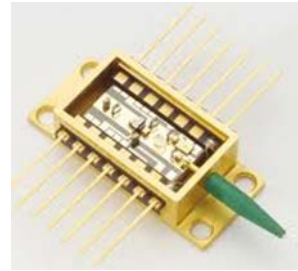
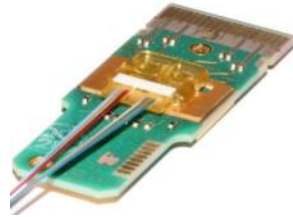
yi.qian@mrsisystems.com
Sales@mrsisystems.com



About the Company: MRSI Systems

History – 33+ Years of Precision Automation Solutions

MRSI was founded in Massachusetts in 1984. We are the leading provider of automated solutions for dispense and assembly of microelectronic and optoelectronic devices.



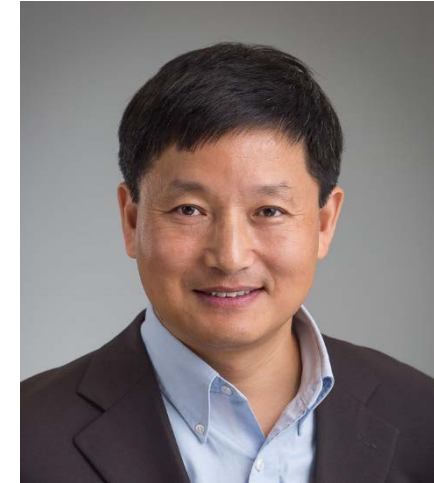
1984 – 2002
Micro Robotics
Systems, Inc.
(MRSI)

2002-2014
Newport
Corporation

2014 –
MRSI Systems



About the Speaker: Dr. Yi Qian



- VP Product Management, MRSI Systems
 - Automating photonics manufacturing
 - Ph.D. in Physics + B.S.E.E.
- A veteran of lasers and photonics for multi-markets
 - Developed high power pump lasers and high speed EML/DFB lasers for optical communications
 - Managed 40G/100G transceiver product lines for optical communications
 - Managed high speed laser scanner product lines for multiple industries (medical, industrial, etc)
 - Led a startup's engineering and developed 3D laser sensors for medical and industrial

