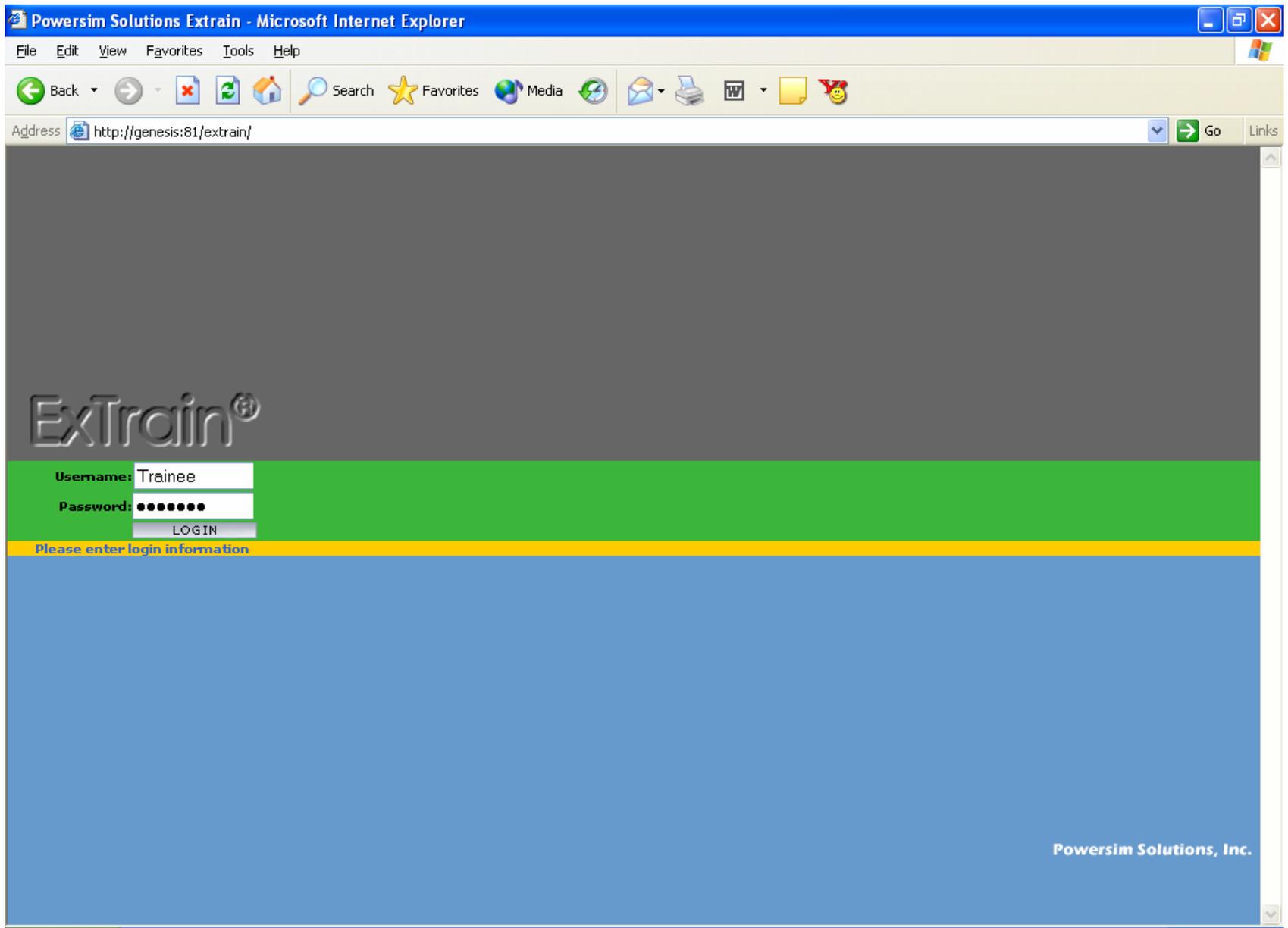


ExTrain[®] Walkthrough

Please use your computer arrow keys to navigate



Using a unique User ID and password, trainees log into the simulation

http://genesis:81/extrain/main.asp - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Address http://genesis:81/extrain/main.asp

ExecSim Name: trainee Score: 0 Current Year: 2002

Intro **Reports** Input Decisions Submit Decisions LOGOUT

Market

Financials

- Income Statement
- Balance Sheet
- Cash Flow Statement
- Sales per Employee
- ROA

Headcount

Hiring

Promotion

Attrition

Layoffs

Terminations

Skills

Morale

Employee Satisfaction

R&D

Manufacturing

Sales

Service

Facilities

Income Statement

(Currency figures in \$mil except for EPS and stock price)

Year	2001
Systems Revenue	\$825
Service Revenue	157
Total Revenue	\$982
System COGS	\$378
Service COGS	\$67
Total COGS	\$445
Gross Profit	\$505
Gross Profit %	5,142.6%
G & A	\$45
Marketing	\$13
Sales	\$53
Customer Service	\$81
Field Process Support	\$13
R & D	
Manufacturing	
Total Operating Expenses	\$474
Operating Profit	\$63
Other Expenses	\$0
Profit Before Taxes	\$63
Profit Sharing	\$7
Management Bonus	\$4
Tax Expense	\$16
Net Income	\$36
Net Income %	365.4%
EPS	\$0.24
Total Shares Outstanding	150 mil

Menu to review other reports.

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After knowing the objectives, trainees review the current status of the company by studying the various reports available for them

http://genesis:81/extrain/main.asp - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Address http://genesis:81/extrain/main.asp

ExecSim Name: trainee Score: 0 Current Year: 2002

Intro **Reports** Input Decisions Submit Decisions LOGOUT

R&D Development

Market

Financials

Headcount

Hiring

Promotion

Attrition

Layoffs

Terminations

Skills

Morale

Employee Satisfaction

R&D

- Development
- CIP
- COGS Reduction

Manufacturing

Sales

Service

Facilities

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Development Progress - PYD

Technology	Progress (0-1)
200mm Barrier/Seed	1.0
300mm AI	0.5
450mm CVD Barrier	0.2
300mm Barrier/Seed	0.1

Development Progress - Dielectrics

Technology	Progress (0-1)
200mm Sequel	1.0
300mm Vector	0.5
300mm Dielectric	0.1
450mm Dielectric	0.0

Development Progress - Strip & Clean

Technology	Progress (0-1)
200mm Gamma	1.0
300mm Gamma	0.5
300mm SCCO2	0.1
450mm SCCO2	0.0

Development Progress - Electrofill

Technology	Progress (0-1)
200/300 Sabre XT	1.0
300mm Sabre Next	0.5
450mm CVD Barrier	0.1
300mm Sabre Next	0.0

Trainees can also review results in Graph format.

Reports are presented in various formats including tables and graphs.

http://genesis:81/extrain/main.asp - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Forward Stop Refresh Home Search Favorites Media Print Mail Stop

Address http://genesis:81/extrain/main.asp Go Links

ExecSim Name: trainee Score: 0 Event Year: 2002 LOGOUT

Intro Reports **Input Decisions** Submit Decisions

R & D, Resources

Overall C&F Product COGS Reduction

External Events

R & D

Headcount
Resources
Compensation
Training

Sales

Manufacturing

Service

Facilities

Company

ACTIVITY

C&F	<input type="text" value="0.25"/>	% of R&D Resources
Development	<input type="text" value="0.25"/>	% of R&D Resources
CIP	<input type="text" value="0.25"/>	% of R&D Resources
COGS	<input type="text" value="0.25"/>	% of R&D Resources

(Allocation inputs are normalized between activities to sum up to 100%)

Field Process Spending	<input type="text" value="0"/>	'Mil USD'
------------------------	--------------------------------	-----------

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Hand cursor pointing to 'Input Decisions' tab.

Speech bubble: Tabs menu to show different sectors related to same category.

Speech bubble: Page where trainees enter their decisions.

After understanding the status of the company, trainees contemplate on decisions for various aspects of the business to achieve the objectives.

http://genesis:81/ExTrain/main.asp - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Forward Stop Home Search Favorites Media Print Mail News RSS Chat User

Address http://genesis:81/ExTrain/main.asp Go Links >>

ExecSim

Name: ikhan
Score: 0
Current Year: 2003

Intro Reports Input Decisions **Submit Decisions** LOGOUT

GET RESULTS

Your inputs have been submitted. Wait for facilitator's check results.

After submitting trainees wait for the simulation to be moved forward by the facilitator.

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Done Local intranet

Once trainees complete entering decisions for all categories, they submit the decisions by clicking the submit button

http://genesis:81/ExTrain/main.asp - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Address http://genesis:81/ExTrain/main.asp

ExTrain ®

App Select

LOGOUT

Facilitator : ExecSim

Current Year : 2003

RESET ADVANCE SIM POWERPLAY REFRESH SUMMARY

	User Name	Stock Price	Score	Status	
1	Trainee User		0	Entering Inputs	END SESSION
2	Irfan Khan		0	Submitted	END SESSION

Facilitator Advancing Simulation

Facilitator's Main Functions.

Trainee status

Facilitators can review individual scores and other key performance measures like stock price and EPS

Facilitator

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Done Local intranet

Facilitator monitors the simulation status and advances the simulation forward

http://genesis:81/ExTrain/main.asp - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Forward Stop Home Search Favorites Media Print Mail News RSS Chat User

Address http://genesis:81/ExTrain/main.asp Go Links >>

ExecSim

Name: ikhan
Score: 0
Current Year: 2003

Intro Reports Input Decisions **Submit Decisions** LOGOUT

GET RESULTS

Your inputs have been submitted.
Wait for facilitator's check results.

Getting Results after simulation.

Trainee Powersim Solutions, Inc.

Done Local intranet

Once the simulation is advanced, trainees can get the results for that round

http://genesis:81/ExTrain/main.asp - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Address http://genesis:81/ExTrain/main.asp

ExecSim Name: ikhan Score: 0 Current Year: 2004

Intro View Reports Input Decisions Submit Decisions LOGOUT

Market

Financials

Income Statement
Balance Sheet
Cash Flow Statement
Sales per Employee
ROA

Headcount

Hiring

Promotion

Attrition

Layoffs

Terminations

Skills

Morale

Employee Satisfaction

R&D

Manufacturing

Sales

Service

Facilities

Income Statement

(Currency figures in \$mil except for EPS and stock price)

Year	2001	2002	2003
Systems Revenue	\$793	\$1,656	\$5,359
Service Revenue	157	212	250
Total Revenue	\$950	\$1,869	\$5,608
System COGS	\$378	\$748	\$2,484
Service COGS	\$67	\$70	\$82
Total COGS	\$445	\$818	\$2,567
Gross Profit	\$505	\$1,051	\$3,042
Gross Profit %	5,315.8%	5,622.1%	5,423.8%
G & A	\$45	\$430	\$1,290
Marketing	\$13	\$33	\$107
Sales	\$53	\$31	\$31
Customer Service	\$81	\$168	\$182
Field Process Support	\$13	\$19	\$56
R & D	\$244	\$156	\$157
Manufacturing	\$13	\$7	\$0
Total Operating Expenses	\$474	\$869	\$1,848
Operating Profit	\$63	\$182	\$1,194
Other Expenses	\$0	\$26	\$591
Profit Before Taxes	\$63	\$156	\$603
Profit Sharing	\$7	\$11	\$18
Management Bonus	\$4	\$25	\$24
Tax Expense	\$16	\$36	\$168
Net Income	\$37	\$84	\$393
Net Income %	385.3%	451.4%	700.5%

Checking Results

Trainee Powersim Solutions, Inc. Local intranet

Trainees formulate their strategies for next round after reviewing results. This cycle is repeated until the simulation reaches the preset end time.