



FMA Members:

Notes from the meeting on Wednesday the 7th of March 2007.

Following is a brief outline of what topics were touched upon by Lori Bliss and Cami Street in their presentation for National Semiconductor.

Presenters:

National Semiconductor
Lori Bliss – Product Line Finance
Cami Street – Treasury Group
Both SJSU Alumni

Announcements:

Spartan Investors
Miceli Financial & Mass Mutual
March 12 @ 6pm.
Pacifica Room

Bap Events
Burr, Pliger, Mayar
Business Consulting
March 12 @ 6pm
Coastonoan Room

Volunteer With RAFT
March 17th from 10am to 1pm
Social Following Event
Lunch @ O’Flaherty’s
(\$10/ plate)

New Product Phase Review System – Lori Bliss

What do we do at National?

- make Semiconductor chips
- \$2.2 billion in FY06
- 8,000 employees
- 30 Design centers, strategically placed

The Process of Getting Product into the Market?

- effectively develop new product
- create positive cash flow
- the NPPRS controls the new product pipeline

Disadvantages:

- complex
- additional overhead

- can slow down process

Advantages:

- consistent methodology
- release product quickly and efficiently
- limits money wasted on poor projects
- promotes continuous improvements
- provides detail checklist

Product Planning Phases:

- Phase 1 – Identification of Opportunities
- Phase 2 – Market, Risk & Strategic Fit Analysis
- Phase 3 – Product Planning (Finance Approval Required)
- Phase 4 – Product Design
- Phase 5 – Verification and Samples
- Phase 6 – Initial Manufacturing Release
- Phase 7 – Full Manufacturing Release



Cami Street – Treasury Group

Why Join National Finance?

- Rotation Program
- 1.5 years
- Individual interest
- Discussions with your manager
- Discussions with finance rotation
- Path selection
- Job rotation

Employee Benefits

- Health Insurance
- Retirement Savings (401K)
- Employee Stock Purchase Plan
- Paid Time Off
- Training and Education

Reimbursement

- o MBA support
- CPA program
 - o Full-sponsored
 - o Pay you to get license
- On-site convenience services

Questions:

1. Can you please explain a little bit more about the interview process?
 - a. Full-day
 - b. 9:00am to 2:00pm
 - c. Tour of campus
 - d. 4 different interviews with managers
 - e. Social night before
2. Are you able to hire international students?
 - a. Take it by case by case situations
 - b. Talk to Human Resources about the possibility
3. Where do you get most of your new recruits?
 - a. Most a new hires straight out of college.

Santa Clara Headquarters:

- college club mentoring program
- fitness center
- employee park
- on-site services
- community service programs
 - o National Supports RAFT
 - o Reading Program at

Elementary schools

- o Judge Science Fairs

Culture:

- family atmosphere
- know all people
- good relation with CFO
- Open door experience

Hiring

- 4 position
- Take resumes for 2 weeks
- First interviews in week and half
- 4 back to back interviews after first one

4. Do you have lot of overtime hours?
 - a. Not as much as Big 4
 - b. Usually at year end
 - c. Most people know what they have to get done, therefore you can manage your work ahead of time
 - d. People put in overtime, but it is not extensive
5. Is Intel your number one competitor because they also work on developing chips?
 - a. No
6. What % products go back for review?
 - a. 100%
 - b. 85% bring positive revenue after 2nd review

National is accepting resumes currently for their new rotational program, for both Internship and Full-time opportunities. Please do not forget to go to http://www.national.com/careers/us_careers.html and register to fill-out their online application process.

Next week: Becker CPA/CFA Review