

ASYS – Pioneers in technical innovation and service quality

ASYS Automatic Systems is a high-tech company founded in 1989, specializing in automated atmospheric and vacuum-handling solutions. ASYS is a privately owned company with 200 employees, has multiple patents granted and positioning itself as a market leader for unique robot applications. The companies headquarter is located in Stuttgart and employs around 20 engineers in their Taiwanese office. To date, over 10.000 robots have been sold to leading equipment manufacturers around the world. In this interview, Dr. Klaus Neubeck, General Manager of ASYS Taiwan talked with the GTO about the work and ambitions of ASYS.



GTO: Could you tell us more about ASYS? Which areas have you been active in? Which products and services do you provide?

K. Neubeck: In 2012, we established ASYS Taiwan with only a handful of employees and focused on sales and repair services of robots, originally manufactured by ASYS in Germany and Poland. However, we were able to further expand this team within a few years by increasing our service activities and developing new offers for end-life services. At ASYS, we place quality above anything else; thus, long endurance, clean design and accuracy of our robots is what our clients value most about us. It is important at ASYS that even competitive market prices do not lower standards as we are proud of our “made in Germany” seal of quality. Besides, ASYS does not only offer robots but also handling systems integrated in our client’s specific semiconductor equipment.

We see a big advantage in our service in supporting preventive maintenance of our clients. For example, through the application of sensorics, data collection and data science we can identify issues early on and recommend preventive maintenance. Therefore, the customers can reduce the unscheduled down time of their equipment. This service saves the end user of the equipment from unexpected production losses and on the other hand ASYS is able to develop upgrades to improve the performance of the robots further.

GTO: ASYS established its second subsidiary in Taiwan in 2012. Why did you choose Taiwan as the center to provide your service in Asia?

K. Neubeck: A subsidiary in Taiwan was chosen since we wanted to be close to our clients and their customers in the semiconductor industry. Seeing that these clients are intensifying their investments in Taiwan, we are confident that there is much potential and future perspective ahead of us here. Also, a local presence becomes increasingly important to our customers as it enables us to further add local sourcing, local repair, and reuse of components to our aftersales products and services. Since we recycle parts from our robot portfolio, we can as well evade supply-chain issues and reach a competitive delivery speed, adding, of course, to the positive environmental effects. Furthermore, a local presence helps keeping logistic and production costs lower and therefore meets customer expectations in prices and delivery times.

About Klaus Neubeck:

- Earned a PhD in Physics and Material Science and has over 30 years of experience in thin film and vacuum technologies.
- Has been living in Taiwan for 10 years now and his love for the island grows with every day
- Enjoys participating in triathlons in Taiwan and especially the Ironman 70.3 World Championship in the US in 2022



GTO: ASYS is a high-tech company specialized in semiconductor industry. How do you address chip shortages? What's your strategy for the future business disruption?

K. Neubeck: There is a constant consumer demand for the next generation of high-tech semiconductor products. Therefore, manufacturing equipment with innovative process technology and constant improvement in productivity must be developed. Thus, even during a short-term decline of the chip market demand and overproduction, semiconductor investments will not be scaled down to be ready for the next cycle. ASYS does not expect business disruption in the near future and has managed its supply chain of the robot business well.

GTO: What are the challenges that your company might have regarding the future development of automation? And how will ASYS take part in its progress during the next few years?

K. Neubeck: The semiconductor industry is projected to double in size from 500 billion to over 1 trillion US Dollar within the next 10 years and our goal and challenge is to keep up with this dynamic trend to continuously provide competitive products with excellent quality and performance. We believe that changes in markets and competition must be monitored closely and can be answered by increasing the product portfolio in the value. However, our primary commitment must be the focus on attractive products and quality service.

GTO: Did ASYS find the right talents and manpower for your standards and values in Taiwan?

K. Neubeck: One of the reasons why I enjoy living in Taiwan is the friendliness, loyalty, and good education of the people I am working with. Within the ASYS team we have become as close as family and consider harmony as a core value. We have established a high level of trust and give constructive feedback to each other. Leading the team by objectives and coaching instead of controlling the individual employee is a major reason for the success of ASYS Taiwan and we are pleased to have no fluctuations in our core engineering team. In the future, besides further increasing our employees with local talent, we wish to welcome more German students here in Taiwan or vice versa sending Taiwanese students over to the headquarter in Germany. I personally look forward to work with the GTO together in this matter.

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ASYS Automatic Systems GmbH & Co. KG headquarter in Schorndorf, Stuttgart



State of the art high precision robot in atmospheric environment



Robot meeting highest cleanliness standards for vacuum application



Quality first in production and service