



25 Years of Customer-Driven Innovation

Quatech Then & Now

Quatech, Inc. was founded in 1983 by four electrical engineering professors with the aim of developing meticulously-made devices to satisfy the connectivity demands of dramatically changing computing environments. Twenty five years later the company continues to honor its founders' spirit of innovation and problem-solving with its impressive track record of product advancements designed to meet the ever-changing networking and connectivity needs of Quatech customers.

Much has changed at Quatech over the years, but not the company's commitment to quality. Known throughout the industry for its proven solutions at the lowest total cost of ownership, Quatech's products enable reliable machine-to-machine (M2M) communications and connectivity.

Innovations

In its first quarter century in business, Quatech's high-performance offerings have advanced with evolving computing and networking environments. With every major market shift, Quatech's solutions have been there to support its customers' new technology needs.

- **ISA to PCI Plugging Cards** – To support the first significant change in the internal business systems of desktop PCs, Quatech introduced its PCI connectivity expansion line, which allowed for a smooth transition in the traditionally high serial, peripheral count applications

like Point of Sale (POS), Hospitality, Kiosk and Banking Teller Stations, ATMs and Ticketing Systems.

- **External USB Devices** – To bridge the technology gap between legacy devices and new USB systems found on desktop PCs, Quatech launched its USB converters to extend the compatibility and lifespan of existing devices.
- **PCMCIA Cards and ExpressCard Adapters** – With the extraordinary rise in mobile computing and increasing demands to communicate with numerous devices and peripherals, Quatech developed its PCMCIA Cards and ExpressCard Adapters to provide connectivity expansion for laptops.

- **Airborne 802.11 Wireless Device Servers and Ethernet Bridges** – In recognition of wireless networking's incredible market potential, Quatech merged with M2M pioneer DPAC Technologies in 2006 to combine strengths and provide a complete, complementary, and world-class line of device networking and connectivity solutions.

Customers and Business Partners

Customers and strategic business partners worldwide have come to rely on Quatech's unique combination of performance and support to improve their operations through real-time remote monitoring and control, and streamlined systems.

"This important anniversary is a celebration and recognition of Quatech's outstanding products, customers, and business partners – along with our fantastic people. Quatech has established itself as a market leader by staying focused on developing superior products designed to overcome our customers' business networking and connectivity challenges. The company's unwavering commitment to our customers' success has been, and will continue to be, the hallmark of its achievements. With our new product advancements and expanding markets, we're well positioned for – and look forward to – an even brighter 25 years to come."

- Steve Runkel, Quatech CEO

Quatech markets its products directly to leading financial services providers and global manufacturing companies.

- All of the major PC manufacturers, including HP, Dell, and IBM/Lenovo
- 5 of the top 7 U.S. and major European banks

Quatech also markets its products through a global network of distributors, value added resellers (VARs), original equipment manufacturers (OEMs), and systems integrators (SIs) working in the transportation, instrumentation and industrial control, homeland security, medical equipment, and logistics industries. Quatech is honored to work with these, and other leading channel partners.

- **Distributors** – Digi-Key, Mouser, Embedded Works, Hughes Peters, Synnex, Tech Data, Ingram Micro Canada, Express Systems
- **VARs** – PC Connection, Provantage, PC Mall, Tech Depot, Sewell Direct, Compucom, EnPointe, Pomeroy, More Direct
- **OEMs** – HP, Crown Equipment, Komatsu, Welch Allyn, Caterpillar, Harris RF Communications, ADT, Sensormatic, Xerox, General Electric, Boeing, Diebold, NCR, Zebra
- **SIs** – Invensys, IBM Global Services

Employees

Quatech's commitment to its customers' success is matched only by its commitment to the success of its associates. For a company that values its reputation for providing superior products, Quatech understands that its products and reputation are only as strong as its people. Fortunately, the Quatech family is comprised of outstanding individuals in all areas of the company from research and development, to assembly and manufacturing, customer service, and technical support. In an industry noted for a changing landscape of technology providers, Quatech is proud of its impressive track record of longevity and stability, which are directly related to its low turnover of associates. The company values its diverse workforce and views its strong retention rate as a testament to Quatech's positive and rewarding work environment.

Customers benefit as well. The specialized product knowledge and market intelligence that Quatech employees bring to their

longstanding client relationships enable them to work with customers as strategic partners, not simply suppliers.

Awards & Recognitions

Through the years, Quatech has been honored by numerous industry awards. The company's selection to important listings, such as the M2M Top 100, published annually by M2M magazine, and business awards recognizing it as a fast-growing company with a great work environment demonstrate the company's success in a number of key business areas.

Underlying these valued distinctions is the company's deep commitment to providing high-quality products that comply with important business regulations. Quatech is proud to have achieved ISO 9001:2000 certification of its quality management system. Further, the company's operations comply with European Union Directives that prohibit the sale of electronic equipment containing certain hazardous substances (RoHS) and work to reduce the disposal of electrical and electronic equipment waste (WEEE).

In addition, Quatech participates in industry groups such as the PCMCIA, which is working to establish industry-wide standards for PCs. The company also works in concert with business partners to ensure the compatibility of its products with leading business systems, such as achieving Windows Certification of its connectivity products, referred to as WHQL.



Quatech Today & Tomorrow

Quatech is proud to celebrate its first 25 years in business, and looks forward to the opportunities the next 25 years hold for this innovative and customer-focused company. Quatech offers the most complete line of device networking and connectivity solutions on the market today. As such, the company is uniquely positioned to support a wide spectrum of requirements, from extending the life of a bank teller's PC with additional ports all the way to wireless-enabling industrial and medical equipment. As more companies become increasingly aware of the bottom line benefits of network-enabling their devices, Quatech stands ready to continue to deliver high-performing and trusted connectivity technology solutions.



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