

1. Why did Camstar acquire Technology Resources Group?

Camstar's acquisition of Technology Resources Group strengthens its leadership position in the Semiconductor, Solar and Electronics industries in the Asia Pacific (APAC) region by expanding its services and support team to serve the growing APAC manufacturing base, plus global manufacturing companies with operations in APAC.

The move is expected to accelerate the growth of Camstar's Enterprise Platform for Advancing Product Quality in the region, where multinational, Chinese and Southeast Asian manufacturers alike focus on driving sustained growth - while delivering to the quality standards that are expected by the global marketplace.

The combined services and support teams, called Camstar Asia, will further enhance Camstar's ability to expand its Systems Integrator and Reseller partner network in Greater China, which is critical to Camstar achieving its growth targets in the local China market.

2. What is the primary role Camstar Asia will fill in the region?

Camstar Asia will provide sales, support and professional services to manufacturers in Camstar's target industries in Asia. The team will also facilitate the technical development and business enablement of additional partners in the region.

3. What made Technology Resources Group the best choice for Camstar?

Technology Resources Group is a strong recognized leader in Asia, with expertise in manufacturing execution, equipment automation, manufacturing applications development and program management for enterprise solution deployments. Employees have excellent knowledge of the Semiconductor, Solar and Electronics industries, and have significant experience with Camstar's technology and related products.

Technology Resources Group is a longstanding and trusted Camstar partner, with unwavering commitment to customer service and success that mirrors Camstar's. Camstar's established and growing customer base in the APAC region is largely serviced by Technology Resources Group. The resources are strategically located, currently headquartered in Singapore with offices in China and Malaysia.

4. How will this acquisition affect Systems Integration partners in China?

The Camstar Asia services and support team will enhance Camstar's ability to expand its Systems Integrator and Reseller partner network in Greater China, which is critical to Camstar for achieving its growth targets in the local China market.

5. What impact will this have on Camstar's services and support in Asia?

Camstar's strategy for global expansion includes supporting the needs of its growing list of multinational manufacturing customers. Camstar Asia's technology expertise and understanding of local business processes make Camstar's services even more effective and competitive in the region.

6. How will Camstar Asia support Technology Resources Group customers that use non-Camstar products?

Camstar Asia will continue to provide high quality support to all of Technology Resources Group's existing customers. The professional teams will collaborate with all customers to help ensure they are using the optimal platform to meet their business needs.

7. Where are the Camstar Asia offices?

Camstar Asia is headquartered in Singapore, with offices in Malaysia and Shanghai.

8. How important is Asia in Camstar's overall strategy?

This acquisition will serve as a foundation to support the rapid growth that Camstar expects as the economy improves, led by the economic recovery in Asia. The region is experiencing a rapidly growing Solar industry, recovering Semiconductor and Electronics industries, and the eventual expansion of the Medical Device industry.

9. Who should we talk to if we have questions?

If you have questions, please call Camstar at (800) 588-0030 or (704) 227-6600, or email inquiry@camstar.com.

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