

Camstar has acquired SigmaQuest, a rapidly growing SaaS (software as a service) Supply Chain Intelligence solution for product quality management. SigmaQuest serves the largest brands in the world in the High Tech/Electronics, Solar, Medical Devices, A&D and Telecom industries.

The transaction included acquisition of SigmaQuest's IP, technology and the retention of the significant talent their team brings to Camstar.

1. Why did Camstar acquire SigmaQuest?

The acquisition is another step in Camstar's overall strategy for delivering a comprehensive platform for advancing product quality that meets the demands of our customers. The acquisition is a very clean merger – near perfect alignment of solutions, industries and vision. This is good news for our customers, our employees and our partners.

2. How will the acquisition support Camstar's vision and roadmap?

The addition of SigmaQuest's products and services aligns with Camstar's vision and roadmap for providing value to our customers and the markets we serve. Camstar's mission is to enable manufacturers to deliver the highest quality, innovative products on time, the first time, every time.

As articulated in our eBooks, critical foundational systems and processes enable that mission. Specifically, we've defined a closed-loop approach that spans the entire product lifecycle and the breadth of the supply chain. Our approach is to bring intelligence, visibility and control to the supply chain process from design to sourcing to production to field use, and closing the quality loop back into each of these areas to create a continuous improvement environment. That approach has been reaping huge benefits for our customers – who have made dramatic quality improvements and brought more innovative products to market more quickly than their competitors.

SigmaQuest has a very similar vision – to use supply chain intelligence and collaboration to improve product quality more proactively, allowing more rapid innovation and reducing the cost of quality.

3. What effect does the acquisition have on Camstar’s position in the market?

The combined solutions create **the most robust, comprehensive platform for advancing product quality on the market today**. SigmaQuest brings a key technology to Camstar’s portfolio that enables us to deliver on our vision years earlier. That technology is the real-time supply chain collaboration, intelligence and predictive analytics that will add significant value for manufacturers. The solutions are complementary, with very little overlap. Intelligence gleaned from SigmaQuest’s Business Intelligence solutions can leverage the Camstar Enterprise Platform’s Manufacturing and Quality capabilities to take action on that intelligence, identify corrective and preventive actions, and enforce and verify those actions are properly implemented and ultimately prevent the reoccurrence of issues.

The platform will serve manufacturers and brand owners more holistically, through *manufacturing, quality, supply chain, field use and service – ultimately feeding back into the design process to build more innovative products at higher quality.*

4. Will Camstar continue its focus on core industries?

There is significant alignment on the core industries the two companies serve, as well as the addition of some strategic markets that will provide expanded opportunities for the combined platform.

Camstar focuses primarily on the Medical Device, Biotech, Semiconductor, Solar and Electronics industries, and provides Suites built on the Camstar Enterprise Platform that are optimized for those industries. Similarly, SigmaQuest focuses on the Medical Device, High Tech/Electronics and Solar industries. In addition, it serves the Aerospace & Defense and Telecom industries.

5. What key challenges will Camstar address for the industries it serves?

The new combined platform will answer these top industry challenges:

- *Product quality and brand protection* - a growing concern for global manufacturers and brand owners.
- *Dependence on complex Global Supply Networks* - driven by Global competition
- *FDA holding manufacturers accountable for Supply Quality* and prioritizing Global Supply Chain Initiative (GSM) (Medical Devices)
- *Mergers and rapid new product introductions stressing Supply Chain* flexibility and warranty management (High Tech)
- *Essential improvements in product quality performance* (cell conversion, cost/Wp) and understanding supply chain impact (Solar).

6. What are the advantages to SigmaQuest customers?

Camstar has a strong presence and infrastructure in North America, Europe and Asia Pacific (APAC) regions. The acquisition made last year augmented Camstar's APAC operations and is proving very valuable for the business. SigmaQuest's customer base includes the largest brands in the world in Electronics, High Tech, Medical Device and A&D. By leveraging Camstar's global service and support, these companies can more readily scale their SigmaQuest deployments.

The new acquisition will also provide SigmaQuest customers access to Quality Management and Manufacturing Execution solutions which allow manufacturers to: 1) take action on the intelligence gleaned from the SigmaQuest intelligence solutions, and 2) enforce the implementation of those actions through the design and production process.

7. Will there be changes to the product delivery model as a result of the acquisition?

SigmaQuest's SaaS delivery model and expertise will accelerate Camstar's timeline for delivering Supply Chain Quality solutions in a SaaS model. Additional solutions in Camstar's portfolio are also natural candidates for SaaS delivery, such as Quality Management. The delivery of those types of systems in a SaaS model will benefit from the addition of SigmaQuest's expertise.

8. Are there projections in market share and revenue growth as a result of the acquisition?

Both companies are high-growth and serve multi-billion dollar markets. We expect the combined companies to post a 30+% software revenue growth in 2011.

9. What is the timeline for integrating the brands and products?

The brands will be integrated by the end of the year, with Camstar being the primary corporate brand going forward. Camstar will finalize alignment of product brands over the next few months.

The solutions are complementary, with the SigmaQuest SaaS solution providing additional supply chain intelligence to the quality process available on the Camstar platform. The additional data provided by the Camstar platform itself will enrich the intelligence and visibility of that solution.

The long term strategy is to couple the solutions into a more seamless process, with context-sensitive intelligence available through the design, supply, manufacturing, field use, after-market and quality processes controlled by the Camstar platform. We are currently developing the long-term integration strategy that fits well with Camstar’s current platform roadmap, and aligns best with the priorities of our customers.

10. What is the impact on the employee base and office locations?

Camstar is retaining all SigmaQuest employees. SigmaQuest is located in Sunnyvale, California, and Camstar has an office in San Jose. The combined team will move together to a larger location in San Jose.

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

If you have questions, please call Camstar Public Relations at +1.704.227.6628, or email pr@camstar.com.

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