



## About Advantech

Founded in 1983, Advantech is a leader in providing trusted innovative embedded and automation products and solutions. Advantech offers comprehensive system integration, hardware, software, customer-centric design services, and global logistics support; all backed by industry-leading front and back office e-business solutions. Advantech has always been an innovator in the development and manufacture of high-quality, high-performance computing platforms. We cooperate closely with our partners to help provide complete solutions for a wide array of applications across a diverse range of industries. To realize our corporate vision of Enabling an Intelligent Planet, Advantech will continue collaborating and Partnering for Smart City & IoT Solutions.

**ADVANTECH**

*Enabling an Intelligent Planet*

[www.advantech.com](http://www.advantech.com)

# Model Corporate Citizen

Ever since its establishment in 1983, Advantech has been a leader and innovator in the industry, and has also fulfilled its responsibility as a corporate citizen in our society. KC Liu, the CEO of Advantech emphasized, "Giving back to society is part of our business operation. Corporations are like trees in society's fertile soil. A corporation must cultivate the root cause of its ground-breaking growth, so that during prosperous times innovation can propagate back into society, while encouraging full participation from all of its employees."

## Advantech Beautiful Life

ABLE (Advantech Beautiful Life) is an employee and society benefit program that aims to inspire and give back to every Advantecher, as well as to society as a whole. In the belief that every human being ought to achieve a fulfilling and beautiful life, ABLE program encourages Advantechers to participate actively in a wide variety of social, cultural and sports events, in the pursuit of a true, good and beautiful quality of life. Being part of ABLE program, Advantech Foundation, on behalf of Advantech, focuses on talent development. For Advantech, nurturing bright local youth is not only good community relations, but also good business, as it helps attract fresh talent in a positive cycle that continuously replenishes the company's growth.

## Quality and Environmental Compliance

As a member of the global village, Advantech understands the importance of preserving the environment. Our environmental programs focus on reducing, reusing, and recycling materials used in our manufacturing operations. Advantech's quality and environmental compliance efforts include the following:

- ISO 9001 Certification
- ISO 14001 Certification
- ISO 13485 Certification
- OHSAS 18001 Certification
- TL9000 Certification
- ISO 17025 Certification
- RoHS Directive Compliance
- WEEE Directive Compliance
- Authorized Sony Green Partner
- REACH SVHC Directive Compliance
- EICC Conflict Minerals Declaration



# Advantech at a Glance

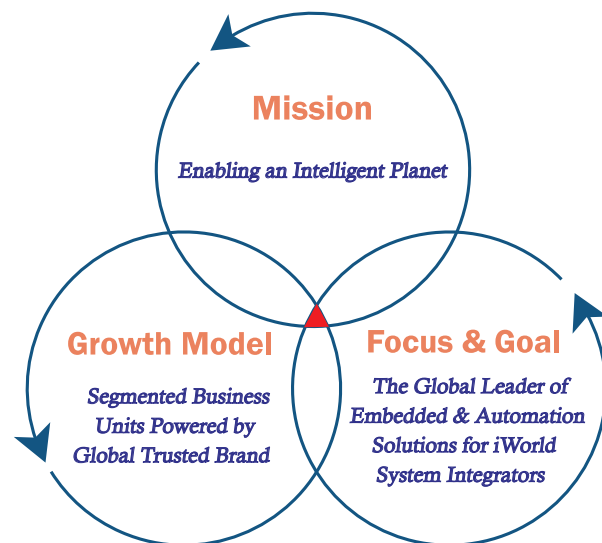
## Advantech: Partnering for Smart City & IoT Solutions

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## Advantech's Good-to-Great 3-Circle Principle

The Advantech 3-Circle Principle is based on the book "Good to Great," by Jim Collins. According to the book, a company looking for longterm success should clearly address these three fundamental principles, and commit to their continuing, solid execution.

Advantech is fully committed to this approach and has defined the Advantech "Good to Great 3-Circle Principle" as a means of adhering to it.



Advantech's Good-to-Great 3-Circle Principle

## Fact Sheet

Established	May, 1983	CEO	KC Liu
Publicly Listed	December, 1999	Worldwide Employees	About 7,300
Market Capital (2014)	USD \$4,549 Million	Worldwide Support	92 major cities in 21 countries

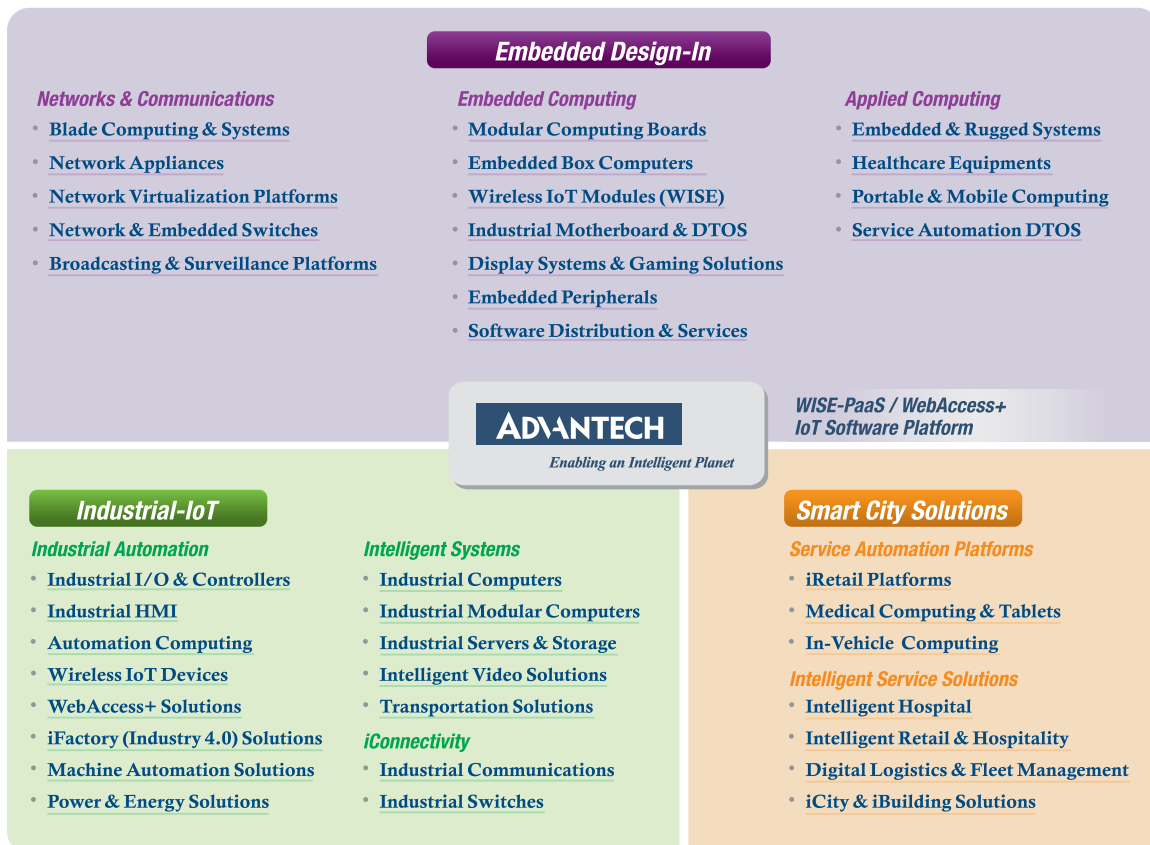


# Advantech Corporate Structure & Growth Engines

In response to Smart City and Industry 4.0 trends, Advantech has established three business groups, namely Embedded Design- In, Industrial-IoT, and Smart City Solutions. These three are aligned to three target markets: Embedded Design-In serves Industrial Equipment Manufacturers (IEMs), and is equivalent to Advantech's central kitchen. Industrial-IoT serves Industry 4.0 and IoT-related industries, and Smart City Solutions serves smart city solution providers in various fields.

In order to cater to market trends, Advantech has undergone significant transformations, from products to solutions, from regional to global consolidation, and has also implemented vertical-market oriented (sector-lead) concepts in an effort to optimize operations and enhance resource-integration benefits.

## Advantech Business Group Structure



# Timely Support Far and Wide

Advantech has over 20 regional hotlines and offices throughout 92 cities, in 21 countries, with about 7,300 employees to provide efficient, professional services for customer care, product selection, technical support, and order handling. Through our call centers and online stores, customers worldwide enjoy the convenience of Advantech's multi-service channels to reduce business turnaround time. Together with the four customer service centers in Taiwan, China, Europe and the United States, our global service network offers an extensive spectrum of services that includes warehousing, logistics, peripheral certification, sourcing & purchasing, and RMA & value-added services, and technical support & training.

## Advantech 24/7 Online Services



### Buy.Advantech.com

To extend Advantech's services, we launched the Buy.Advantech online store which offers one-stop shopping for Human Machine Interfaces, Industrial Ethernet networking, Controller & I/O products, plus computing platforms. This eStore offers comprehensive product information to build systems easily, with live expert support to solve problems, online configuration providing easy system customization options, instant quotations, an extensive library of FAQs and all the latest up-to-date downloads and firmware.

## Online Sales

To effectively respond to customer needs, our regional online sales teams fulfill inquiries about advising product offerings, providing purchasing, shipping, technical issues and RMA services. Contact your regional online sales teams to get prompt services you need.

## Online Support

Providing self-support services is an essential part of being a top-tier IoT & Smart City solution company.

- Technical Documents: Manuals, datasheets, updated drivers and utilities - all available for download through the support portal.
- 3D Product Models: Simulated products in 3D format to provide detailed visualizations for evaluation.
- Online Training: Self-training documents and videos to provide trainees with integrated information.
- Online Catalog: A comprehensive online catalog with extensive product information.

## Manufacturing Capability

Our dual, world-class manufacturing centers in Taiwan and China maintain precise quality control, and offer a full range of production in a timely and cost-effective manner. To maximize the efficiency of operational procedures, we have implemented a cluster manufacturing system within our segmented manufacturing service units. This unique approach enables a direct, simplified, and highly streamlined design-to-manufacturing process.

- In-house board, chassis, and system production
- Dual world-class manufacturing centers minimize business risks
- Advanced production capabilities and customizable processes
- Rigid quality assurance system
- Most complete ISO standard coverage



ATMC

### Taiwan Manufacturing Center

- Small-Volume Production
- Board & System Products
- ODM/OEM Projects
- Engineering Sample Innovative Service
- Complex Product Lines
- Flexible & Quick Production



AKMC

### China Kunshan Manufacturing Center

- Mid-to-High-Volume Production
- Board & System Products
- ODM/OEM Projects
- Mature Product Lines
- Cost-Effective Production
- Chassis Design & Production

# Advantech Global Services Network



## Advantech Global Services (AGS)

Advantech Global Services combine exceptional business expertise, powerful design capabilities, and a thorough global service network to provide **One-Stop Global Services** and **Total Solutions**. Our broad range of global support packages provides maximum flexibility and efficiency to our customers.

## Regional Service Centers

Taiwan	China	N. America	Europe	Japan
<b>Taipei</b> +886-2-2792-7818 ags.taiwan@advantech.com	<b>Kunshan</b> +86-512-5777-5666 ags.china@advantech.com  <b>Beijing</b> +86-10-6298-4346 ags.china@advantech.com	<b>Milpitas, CA, USA</b> +1-408-519-3898 ags.usa@advantech.com	<b>Warsaw, Poland</b> +48-22-31-51-100 ags.europe@advantech.com	<b>Tokyo</b> +81-3-6802-1021 ags.japan@advantech.com
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<b>Itajuba, Brazil</b> +55-11-5592-5355 ags.brazil@advantech.com	<b>Melbourne</b> +61-3-9797-0100 ags.australia@advantech.com	<b>Seoul</b> +82-2-3663-9494 ags.korea@advantech.com	<b>Singapore</b> +65-6442-1000 ags.singapore@advantech.com	

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Enabling an Intelligent Planet

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