



THE YEAR IN REVIEW

Embedded Technology Insider: 2015, A Year In Review

2015 was a monumental year for all of us at Axiomtek- it marked our company's 25th year in business along with unprecedented growth, strong revenue figures, and expansion into new territories. Our company has managed to distinguish itself not only through designing and manufacturing the most advanced embedded computer systems on the market- but by also providing unparalleled service that ensures that our customers remain relevant and competitive in their markets. Furthermore, we've even launched an **Axiomtek Mobile App** for iOS and Android phones this year - giving our customers the chance to stay informed about our latest product launches and news at all times.

As a result, Axiomtek has reached several milestone achievements in 2015 including an expected forecast of **\$155,000,000 (USD)** in consolidated revenue and reaching a record high of **828 employees** throughout our global offices.

2015 was a year of many accomplishments for our company, and we look forward to making our 2016 year just as successful.

Product and Service Improvements

In order to offer enhanced versatility, expandability, and customizability to our customers in various industries, Axiomtek will be launching modularized versions of our embedded systems in 2016. Through the efforts of our R&D team, we will deliver high quality embedded systems that are highly scalable, hence, a cost effective version of our products to meet any of our customer's needs. Additionally, our intelligent remote management software solution – AXView – will play a more important role in providing complete operational and management solutions for our hardware. It will make our customer's lives easier, with its applications for hardware monitoring, remote management, and service cloud storage.



Customer Satisfaction and Company Certification

As with every year, Axiomtek is determined to improve all facets of our business to meet the satisfaction of our customers. This includes improvements such as continually obtaining certifications for reliability in multiple environments, providing our customers with high on-time delivery rates, lower Return Merchandise Authorization rates and more.

We at Axiomtek are proud to say that we managed to successfully meet many of our monthly 2015 goals concerning our customer satisfaction and certification processes- and it shows how committed we are to providing the best products and services to our customers.

- **Our 2015 Return Merchandise Authorization rate went as low as .43%** - Axiomtek's RMA rate goal was met every month in 2015, which is a perfect indication of how well our company is adhering to high quality standards.
- **We were recently re-certified as ISO 9001:2008 for quality management systems** - Our many other ongoing certifications (ISO, EN, UL, ATEX, C-TPAT, OHSAS, etc.) demonstrates that our company complies with many stringent requirements needed for use in various industries.
- **Our company averages 98.04% on time delivery rate through the entire year, an improvement of close to 1% from the prior year as we get closer to the perfect 100%! –** For most of 2015, Axiomtek has managed to score above our target on time delivery goal, this is just another example that our company's adherence to excellence. We will continue to reach a higher goal set for 2016

2015 Growth and Beyond

Axiomtek's historic 25th year in business meant a strong trend of growth, as our company is currently going through major changes that will cause a major impact for years to come. As of right now, we currently have more than **50 channel partners, expanding group of franchise partners and 30% growth in numbers of sales offices throughout the globe by 2018** including a new office in the United Kingdom. Additionally, we're expanding our technology partner program in order to increase the level of experience and resources we can provide when connecting with end-users. Doing this enables us to deliver high quality products and services to meet a multitude of challenging real-world needs. Likewise, our expanding e-commerce program – which includes Mouser Electronics – exists to distribute our products via other companies; allowing us to reach even more markets than ever before.

As one of the leaders in the embedded computer system industry, we understand that continual growth means more chances to deliver the best and most up-to-date technology to our customers. 2016 will be yet another year where we can continue to focus on serving our customer needs, market expansions and overall improvements in all facets of our company.