



## CIMTEK CEO Named a Supply Chain ‘Pro to Know’

Stan Smith Honored for Helping Electronics Manufacturers Increase Quality, Root Out Costs and Speed Time-to-Market

**BOSTON (March 24, 2009)** — Stan Smith, [CIMTEK](#) president and CEO, joins the ranks of top innovators in the manufacturing industry for his leadership role in helping electronics manufacturers strike the optimal balance between quality and cost – ending the trade-offs that compromise margins, delay launches and undermine brand equity.

Named a 2009 *Supply & Demand Chain Executive* ‘Pro to Know’, Smith has turned CIMTEK into a triple-play provider of Quality Lifecycle Management ([QLM](#)) solutions, combining customized test systems, agile consulting and professional services, and its Magellon software that collects and analyzes quality information from every stage of the production cycle – from the manufacturing floor through the repair and warranty stage.

Smith’s philosophy is deeply rooted in every client engagement: First, CIMTEK helps manufacturers eliminate costs from the system, rather than pushing them downstream – as quality compromises inevitably increase costs in the form of increased scrap or returns. Second, CIMTEK drives manufacturers to the fore of their efficiency frontier – striking the right levels of quality for the prices they negotiate. Third, CIMTEK creates a more collaborative relationship between OEMs and their Electronics Manufacturing Services (EMS) providers, by promoting information exchange that drives continual quality and profit margin improvements for both parties.

CIMTEK clients – industrial, public safety, consumer, medical and automotive electronics OEM and EMS providers – are collectively driving millions of dollars of costs out of product lines, increasing efficiencies and yields of existing production lines, and – where time is money – speeding new product introduction cycles.

“Manufacturers know they need to change the status quo in order to compete in this environment – and fast,” said Andy Reese, editor of *Supply & Demand Chain Executive*. “Stan represents the next wave of supply chain pioneers, driving innovative opportunities to drive out cost without any adverse implications – and putting quality considerations back as a priority as consumers expect more from the brands they trust.”

The 9th annual Supply & Demand Chain Executive ‘Pros to Know’ honors individuals driving positive change in supply chains, amid strained financial resources and capacity

(more)

## 2-2-2 CIMTEK CEO Named a 'Pro to Know'

brought on by today's economic storm. The full list of winners can be found at [www.SDCExec.com](http://www.SDCExec.com).

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**CIMTEK** solves one of manufacturing's biggest challenges: how to bring high-quality products to market quickly and cost-effectively. With CIMTEK's Quality Lifecycle Management , manufacturers leverage critical information on performance, functionality and reliability captured in the test phase to drive higher quality designs, smarter sourcing and consistently profitable products. Since 1986, CIMTEK has been the partner of choice for innovative test solution by leaders in aerospace, automotive, high-tech and industrial manufacturing. Its customer include Microsoft®, Motorola®, Honeywell®, Siemens®, Visteon®, Delphi® and DuPont®. For more information visit [www.cimtek.com](http://www.cimtek.com)

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