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*Text and photograph available at:* [*http://www.congatec.com/press*](http://www.congatec.com/press)

Press release

congatec reports strong growth with record revenues for the first half of 2018

**Record revenue and increasing investments in sales and technical services further propel growth**

**Deggendorf, Germany, 18 September 2018** \* \* \* congatec – a leading vendor of standardized and customized embedded computer boards and modules – today reports record revenues of $63.6M for the first half of 2018. Compared to 2017 1H, this represents a year over year increase of 31.6%, and marks the fifth consecutive quarter of record revenues. Additionally, based on the current order backlog, congatec expects FY2018 to achieve 20%+ growth over FY2017.

The growth in 2018 results from demand increases across all regions and markets, and reflects the strength of congatec’s focused product offering. congatec is the largest pure-play embedded computing supplier focused on board and module level solutions that improve customers’ time to market, development costs and risks. Unlike many of its competitors, congatec does not offer system-level products that can compete with customers. Based on the sustained revenue growth trend, congatec is significantly expanding investment in its sales and technical support resources to further improve what already is one of the highest service levels in the embedded computing market for OEM customers.

“Increased investment in personnel and equipment to further expand our customer-focused sales and service offerings is a key differentiator for us. Faced with more and more complex requirements, customers want a simplified path to using embedded computer technologies, and the knowledge and passion of our team to help customers bring their new products to market is one of our greatest strengths,” says congatec CEO Jason Carlson, explaining the company’s strategy. “Additionally, the acquisition of hypervisor vendor Real-Time Systems earlier this year is one of these investments. It has uniquely positioned the company’s combined service offerings as the central go-to resource for hard real-time applications in the embedded market, which is expected to continue growing significantly in the coming years. In addition, we have made major investments in our Technical Solution Center (TSC) to expand our service offerings for embedded computing boards and modules and beyond.”

congatec’s TSC investments also allow OEMs to concentrate more on their core competences, resulting in higher investment in the outsourcing of many hardware-centric engineering tasks. “We position congatec here as the full-scope service provider for OEMs’ entire embedded computing needs,” specifies Carlson his TSC strategy. Major investments in the Technical Solution Center were undertaken in advanced test and measurement technology, such as high-speed signal test devices for compliance tests and further test equipment essential for the latest high-speed signaling technologies.

**The technical services at a glance**

Services offered by the Technical Solution Center help developers at every stage, from early requirement engineering, design and validation, through to custom-specific modification of standard products in series production. The center’s services start in the design evaluation phase with form factor consulting and design-in training. The team also helps with refining design guides and offers reference schematics for the design-in of specific board functionalities such as USB-C.

During the design phase, congatec customers get a helping hand selecting the best carrier board components and can have their schematics and layouts reviewed. This service extends to BIOS/UEFI customizations and any custom-specific firmware engineering, including signal integrity simulation, thermal simulation and MTBF calculations to ensure design compliance as early as possible.

For customer prototypes, congatec TSC also provides test and measurement services for EMC, signal integrity and compliance, plus comprehensive debugging services for any problems occurring later on. All these services afford customers with the most convenient and efficient technical support from requirement engineering to mass series production.

**About congatec**congatec is a leading supplier of industrial computer modules using the standard form factors COM Express, Qseven and SMARC as well as single board computers and customized services. congatec’s products can be used in a variety of industries and applications, such as industrial automation, medical, entertainment, transportation, telecommunication, test & measurement and point-of-sale. Core knowledge and technical know-how includes unique extended BIOS features as well as comprehensive driver and board support packages. Following the design-in phase, customers are given support via extensive product lifecycle management. The company’s products are manufactured by specialist service providers in accordance with modern quality standards. Headquartered in Deggendorf, Germany, congatec currently has entities in USA, Taiwan, China, Japan and Australia as well as United Kingdom, France, and the Czech Republic. More information is available on our website at [www.congatec.com](http://www.congatec.com) or via [Facebook](http://www.facebook.com/Congatec), [Twitter](https://mobile.twitter.com/congatecAG) and [YouTube](http://www.youtube.com/congatecAE).

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