

Frequently Asked Questions

Who is B&B Electronics?

Established in 1981 in Ottawa, IL, B&B Electronics is known globally as a one-stop source for rugged wireless connectivity and communication solutions. The company designs, manufactures and supports data communication products for industrial and commercial applications around the world. B&B offers complete industrial communication solutions for serial, Ethernet, wireless, USB and remote I/O networks.

What is B&B Electronics' history in the industry?

B&B Electronics provides customers with unparalleled service, rugged and reliable products, and innovative, cost-effective solutions. The company is a leader in designing, customizing and manufacturing data communication products backed by full technical support and outstanding customer service. In addition to its international headquarters in Illinois, B&B Electronics serves eastern and western Europe and the Middle East through its office in Oranmore, County Galway, Ireland. B&B also has distributors in Latin America, South America, China and Ontario, Canada and channel partners across Europe.

Who is Quatech, Inc.?

Quatech delivers high performance device networking and connectivity solutions to help companies improve their bottom line results. Its products enable reliable machine-to-machine (M2M) communications via secure 802.11 wireless or traditional wired networks, with industrial-grade embedded radios, modules, boards and external device servers, and bridges. For local and mobile connections, Quatech's serial adapters provide secure connectivity and port expansion via any interface option.

What is Quatech's history in the industry?

Quatech, Inc., formerly a wholly-owned subsidiary of DPAC Technologies, Inc. (OTCQB: DPAC), was founded in 1983 by engineering professors who believed in meticulously designed and manufactured products. In 2006, Quatech, Inc. and DPAC Technologies completed a merger to provide one of the industry's most complete lines of device networking and connectivity solutions. Quatech markets its products through a global network of distributors, resellers, systems integrators and original equipment manufacturers (OEM) in the transportation, instrumentation and industrial control, homeland security, medical equipment, and logistics markets.

Why is B&B Electronics acquiring Quatech?

The two companies offer a complementary blend of product offerings with little overlap and, in fact, have sold one another's products for years. While B&B maintains a strong large online direct marketing and catalog business, Quatech has a strong sales and distribution channel as well as a particular strength in selling to OEMs, VARs and distributors. Quatech also has an embedded technology needed for Wi-Fi applications, a fast-growing market tied to mobile device connectivity. The addition of Quatech's strong sales and distribution channels and its advanced OEM technology will translate to better solutions products and processes for B&B customers. The addition of B&B's global reach, broader product line, deep engineering design capabilities and direct marketing channel will provide a more complete and compelling solution partner for Quatech customers.

What advantages does the acquisition provide to employees?

This acquisition represents opportunity and growth for employees. As a larger, financially strong company in a very competitive marketplace, the partnership provides additional resources, technology and sales depth to grow more rapidly together than had the companies remained separate. Accelerated growth will provide greater opportunities for advancement for employees.

What values and employee culture will drive the new company?

B&B and Quatech have enjoyed a natural partnership based on more than a decade of doing business together in the U.S. and Europe. We are now taking this partnership to the next level. In fact, we already share a common cultural heritage and many of the same core values:

B&B Electronics provides best-in-class, rugged and reliable connectivity solutions for wireless and wired networks simply, reliably and efficiently.

Our Set of Beliefs and Behaviors:

We build enduring connections to our customers through a culture built upon five pillars:

- Quality
 - Trust
 - Respect
 - Integrity
 - Improvement
1. We are passionate about delivering quality connectivity solutions that are known for reliability, ease-of-use and ease of implementation.
 2. Because trust forms the foundation of business success, we are responsible for providing solutions and advice our customers can depend on.
 3. We show respect to others by fulfilling the promises we make in product performance, delivery and commitments to our co-workers and customers. We do what we say we will do.
 4. We believe in a company characterized by accountability, ethics and integrity, in the way we treat our employees, partners and investors.
 5. Every process, every product, every call, and every day presents endless opportunities to improve the business and to become the customer's most preferred supplier.

Will the company name change?

That's one of a variety of questions that we have yet to decide. We are conducting research among our customers to gather data about the brand reputations for both companies before making a decision, which we expect to make in the next few months. In the meantime, both companies will continue to operate under their existing brand names.

Who will manage the consolidated entity?

Sean Harrigan, B&B's current CEO, will continue to lead the company in that position after the acquisition. Steven Runkel, formerly Quatech's CEO, will immediately become VP of Sales & Marketing for B&B.

What is the combined product portfolio? Will it change?

Product lines for the two companies are highly complementary with little overlap. With the acquisition, we expect the product line to expand. The combination of advanced engineering and technology capabilities creates the ideal opportunity to create additional solutions for our customers.

How will B&B's engineering capabilities be expanded?

The focus on top-rate engineering is a core value shared by both companies. Engineers from both organizations already interact directly with their customers' engineers in developing custom solutions. Quatech in particular already has tremendous engineering expertise in embedded wireless connectivity, a sector that is quite important to B&B. Overall, this acquisition will greatly augment B&B's market position as a proactive solutions provider, and we expect to accelerate the pace of new product development from the company after we join forces. We anticipate revenue from new products will increase.

Will the business strategy change as a result of the acquisition?

The acquisition of Quatech supports a strategy already in place today at B&B by providing B&B with a much deeper sales and distribution channel strategy and a wider set of solutions, both of which will drive market share growth and revenue increases. We will continue to focus on higher speed solutions to meet the needs our OEM customers by further developing our engineering teams. We want to be known as the industry's number one solutions provider.

How will the acquisition affect customers and partners? Will they need to do anything differently?

B&B Electronics remains vigilant and focused on providing outstanding service and quality deliverables to its customers, with no interruptions related to any internal acquisition-related logistics. We anticipate no disruption in customer service, shipments or product development timetables as a result of the acquisition.

How will the merger affect physical offices and manufacturing/design facilities?

B&B will continue to be headquartered in Ottawa, Ill. and provide management in the following areas: manufacturing, engineering, marketing, administration, customer service and technical support. Sales and channel management and wireless engineering design will be managed out of Quatech's existing facility in Hudson, OH.

Will B&B operate as a public company?

No, as part of the acquisition, Quatech is being absorbed into B&B Electronics. B&B Electronics will continue to operate as a privately held company.

How many employees will the combined company have?

Approximately 160.

Who are B&B Electronics' and Quatech's major customer segments?

B&B Electronics has a wide customer base that includes Fortune 100 companies and systems integrators and VARS. Quatech adds OEMs, VARS/System Integrators, additional Fortune 500 companies and government agencies with solutions that range from machine-to-machine (M2M) connectivity and communication, remote asset monitoring and management, and resource monitoring and management. Industry segments include:

Manufacturing	Research/Education
Power Generation and Management	Alternative Energy
Industrial Controls	Municipal, state and federal government
Oil & Gas Production and Distribution	Banking
Water/Wastewater	HVAC/Field Service
Medical	Retail and Point of Sale
Warehouse/Logistics	Transportation
Building and Facility Management	Hospitality
Access Control/Security	Aerospace and Defense
Instrumentation and Testing	