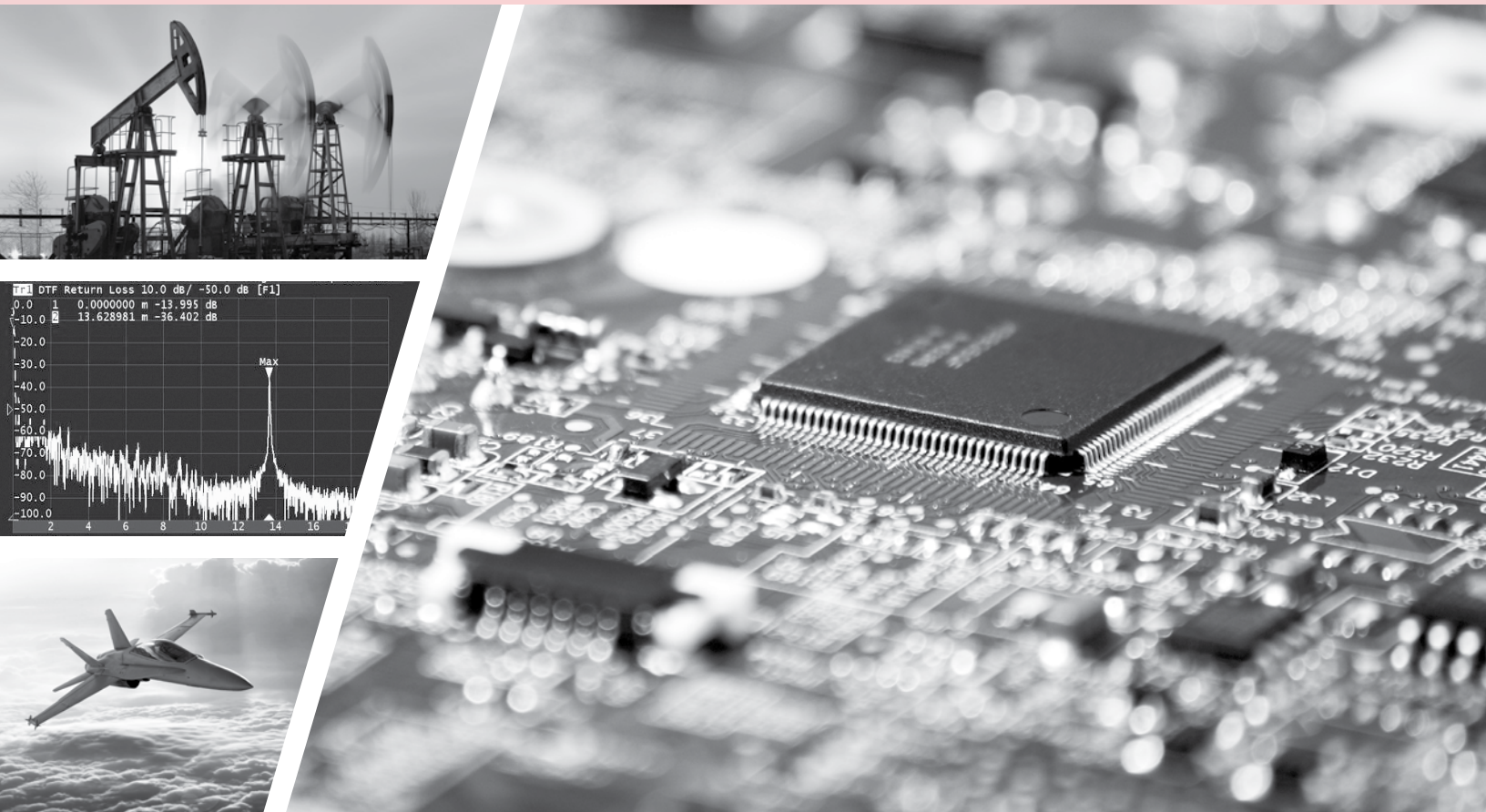


# One source. Many solutions.



## Committed to customer success since 1981

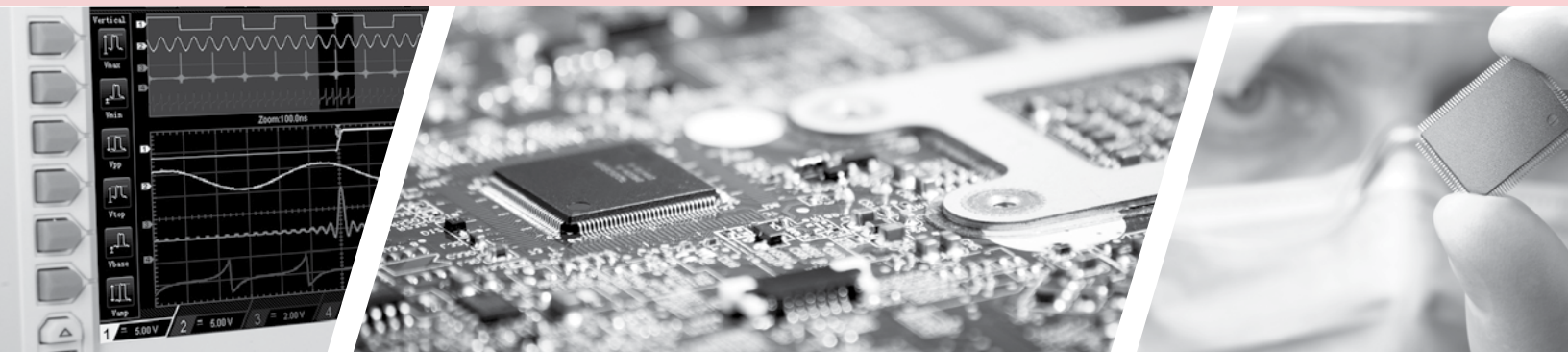
For more than 30 years, Testech has supplied electronic test and measurement equipment to industry-leading organizations across Texas, Oklahoma, Louisiana and Arkansas.

Our customers excel in the fields of manufacturing, communications, government/aerospace/defense, energy, education, medical technology and many others. They trust Testech to help them meet the growing challenges of dynamic emerging technologies, including more widespread use of RF, power and fast switching for high-power devices, and

changes in testing technology, utilizing virtual instruments and USB/GUI-controlled instruments.

Testech represents top lines of test and measurement technology, offering a targeted array of solutions to meet customer needs for quality, performance and value. We back that up with deep expertise delivered by sales engineers who provide in-depth consultation, service and support throughout the customer relationship.

- **Broad solution offering**
- **Unsurpassed expertise**
- **Strong manufacturer relationships**
- **Excellent sales and support**
- **Commitment to ongoing partnership**



## Why Testech?

Test and measurement technology has undergone a dramatic evolution since 1981, the year Testech was founded. Our core commitment to our customers' success, however, has remained unchanged.

We began with the vision that, as development and production lifecycles shorten, and device speeds become faster, the importance of test and measurement equipment backed by critical expertise and support will only increase.

While some competitors carry brand recognition products, our customers have found that Testech's deep technical expertise, product knowledge and unique commitment to partnership result in greater success and long-term satisfaction.

## Customer support & relationships

A successful outcome for our customers requires an ongoing partnership. This relationship is driven by Testech's experienced sales engineers, whose goal is to serve as your expert consultant – before, during and after the sale.

We demand top quality and support from the manufacturers we represent, and the same expectation applies to our sales team. Our sales engineers undergo continual training to maintain detailed product

application knowledge, which is then focused on your organization's unique needs.

Our deep expertise, combined with Testech's commitment to customer relationships, ensures the best sales engineering support in the industry.

## Product lines

Testech's goal is to offer targeted products that meet customers' evolving test and measurement needs. Rather than attempting to represent a vast assortment of product categories, we focus on

specific lines of technology that are the most innovative, reliable and flexible solutions in the industry.

We build long-term relationships with top manufacturers so that ongoing technical application knowledge and support are guaranteed. We expect our manufacturer partners to deliver only top-quality innovations and support, and we demand the same standard from ourselves.

A full listing of the manufacturers and products we represent is available on our website.

### Our commitment is to:

- Earn **customer confidence** through unsurpassed expertise, consultation and support.
- Offer **broad solutions** that feature advanced flexibility and performance.
- Represent only **top lines** backed by strong relationships with manufacturers.
- Provide the **best sales and support** available in the region.
- Commit to **ongoing partnership** to meet customers' changing needs.

## Sales engineers

### **Donny Stanton, CPMR**

#### *President / Partner*

After working with Testech as a Sales Engineer from 2000-2002, Donny now serves as the company's President. The majority of his career has focused on semiconductors, including 10 years with ST Microelectronics, five years with Dallas Semiconductor/MAXIM and nine years with Texas Instruments.

Donny has managed a team of product engineers for over 15 years at prior semiconductor companies and now covers key accounts in the Dallas region for semiconductor and military. Donny earned a BSEE degree from the University of Texas at Arlington.

### **Andre Lalonde, CSP**

#### *Sales Engineer / Partner*

Andre has 20 years experience in the test and measurement industry. He has extensive technical experience as an end user, test program architect, and production test manager implementing systems domestically, in Asia and Europe. His sales experience ranges from system applications engineering and business development, to multi-level component and capital sales.

Andre started out with an associates in Electrical Engineering Technology specializing in Optics. He then earned a bachelors in Electrical Engineering specializing in RF design and Optical Communication while minoring in semiconductor and microcomputer design. Andre rounded out the business side with a Masters in Business Administration specializing in Global Business.

### **Ronnie Dixon**

#### *Sales Engineer*

Ronnie joined Testech in April of 2017 as the Sales Engineer covering territories in Houston, Texas and Southern Louisiana. Ronnie attended Belmont University in Nashville, Tennessee pursuing a BSBM. Working in the central region of the United States, he began his career selling fusion splicing and fiber optic test and measurement equipment in 1999.

Founder and sole proprietor of RF-FiberOptic Technologies, Ronnie has specialized in the sales and distribution of products for integration, inspection, test and certification of optical systems for industrial, commercial, oil and gas, and government applications.

### **Marshall Gonzales, Jr., CSP**

#### *Sales Engineer / Partner*

Marshall joined Testech in 2012 and covers the Central and South Texas territories. He began his career in the petrochemical sector for Amoco Chemicals (later British Petroleum), working in instrumentation, electrical, gas chromatography and industrial automated controls. He later joined the controls engineering group at Dell Computers, providing process improvements and automation support for highly automated manufacturing facilities.

Marshall earned an AAS in instrumentation and industrial control and a BS in electrical engineering from Texas State University, with a major in communication systems and networking.

### **Randy Norfleet**

#### *Sales Engineer / Partner*

Randy joined Testech in 2010 and covers the Dallas/Fort Worth and West Texas territories, including Waco, Abilene, Lubbock and Midland/Odessa. He has lived and worked in North Texas since 1995, selling test and measurement technology through TTC/Acterna, Digital Lightwave, Nettest and Ledcor Technical Services.

Prior to joining Testech, Randy served in the U.S. Marine Corps as a KC-130 pilot, supporting Operations Desert Storm/Desert Shield, Operation Laser Strike, Operation Eastern Exit and NATO Teamwork 92. Randy earned a BS in computer science from Oklahoma Baptist University and an MBA in international business from University of Phoenix.

### **Jim VanDerwiele, PE, CSP**

#### *Sales Engineer / Partner*

Jim joined Testech in 2010 and covers the Oklahoma, Arkansas and Texas Panhandle territories. He worked in the Oklahoma City area for many years with Alcatel-Lucent as a Senior Development Engineer and Distinguished Member of Technical Staff for test set design, integration and support.

Jim's accounts include major government, aerospace, manufacturing entities across three states. He earned a BSEE degree from Oklahoma State University and an MSEE from Oklahoma University, is an IEEE Senior Member and is also a Registered Professional Engineer.



# One source. Many solutions.



**Dallas** | Headquarters

**972.644.5010**

1201 Richardson Dr, Ste 240  
Richardson, TX 75080

**Fort Worth**

**817.675.1452**

1220G Airport Fwy, Ste 453  
Bedford, TX 76022

**Austin**

**512.350.3778**

2132 Falcon Village Lane, #1211  
Pflugerville, TX 78660

**Houston**

**469.223.5814**

95 S. Copper Sage Circle  
The Woodlands, TX 77381

**Oklahoma City**

**405.202.2203**

1712 Whispering Creek Ct  
Edmond, OK 73013

## Key industries

Over more than 30 years, Testech has developed a depth of expertise that covers many vertical industries:



**Energy/Oil and Gas.** Long-term accuracy, durability, and flexibility are keys to success in an industry that demands precise overall measurement and low total cost of ownership.



**Government/Aerospace/Defense.** Unique requirements for R&D, production, and operational support must be met with solutions flexible enough to solve quickly changing measurement challenges.



**Manufacturing.** In order to develop competitive products that reach the market quickly, manufacturers need reliable measurement solutions for data acquisition and electromechanical compliance (EMC).



**Data Communications.** The fast-evolving RF, microwave, fiber and optical data industries must build affordable, scalable systems to meet demands for bandwidth and data access.



**Education.** Universities and research laboratories require cutting-edge test and measurement technology to power critical research and train the next generation of thought leaders.



**Medical/Healthcare.** Technology for precise production, quality control and testing of medical devices and procedures is required to compete in today's evolving healthcare marketplace.



**Many others.** Testech's broad experience in the test and measurement marketplace means we can deliver targeted solutions for a wide variety of industry-specific needs.