

# Advanced Energy Partners With Scientech Corporation and Collaborated Service Solution, Inc., for Sales and Service Operations in Taiwan

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FORT COLLINS, Colo., Jan. 3, 2013 (GLOBE NEWSWIRE) -- Advanced Energy Industries, Inc. (Nasdaq:AEIS) today announced sales and service distribution partnerships with Scientech Corporation (Scientech) and with Collaborated Service Solution, Inc. (CSS), both in Taiwan, to provide product and service sales and support for Advanced Energy (AE) products in the Taiwan market. Scientech will represent all thin film and solar energy products in Taiwan, providing flexible, locally managed sales and marketing expertise. While AE's Solar Energy business unit (AESE) will maintain responsibility for solar inverter support, all other product repair and service operations in Taiwan will be managed through the partnership with CSS. Both new partners are recognized for their excellence in sales and service management, as well as a broad and deep network well-suited to AE's customer base that will expand AE's geographic coverage and is expected to improve overall customer satisfaction. These new partnerships are part of AE's long-term strategy to align sales, marketing and support capabilities with its evolving global customer footprint through enhanced local capabilities and response, while leveraging a world-class global operations infrastructure.

Yuval Wasserman, president of AE Thin Films, said, "Our new business model in Taiwan is in line with our strategy to expand our products and service offerings to new industrial applications while enhancing the depth and coverage of our existing customer support and engagement. Scientech and CSS are established leaders in the semiconductor industry with processing equipment sales, support and services used alongside and with power conversion systems. We look forward to building these new partnerships as part of our long-term commitment to the important Taiwan region."

Gordon Tredger, president of AE Solar Energy, said, "The solar inverter market in Taiwan is dynamic, and we take pride in the impact we have already made with our inverter solutions. We maintain our commitment to support and further develop the market through our partnership with Scientech, while our reputation for service will remain unparalleled through AE's service organization."

M.T. Hsu, president of Scientech, said, "We are excited to partner with AE to represent their market-leading power conversion products and solar inverter solutions in Taiwan. The innovative AE product portfolio, combined with our extensive infrastructure and ability to provide localized management and delivery, is a winning formula for success. Scientech is well-positioned to further expand AE's market presence in Taiwan."

Michael Lay, president of CSS, said, "We are very enthusiastic about this new relationship with AE and being chosen to manage their product repair operations and expand the combined service capabilities and overall customer responsiveness in the Taiwan market."

Aligning with the new partnership, AE's Taiwan office will relocate from Taipei to the Scientech facility in Hsinchu, Taiwan, while all product repair operations will remain in Taipei under the management of CSS. The local AE staff includes a sales, service and technical support management

team that will continue to support AE's established customers in the region and partner with both Scientech and CSS to drive new business development initiatives.

### **About Scientech Corporation**

Scientech works as a distributor of equipment and materials for suppliers in the semiconductor, solar, LCD and data storage industry. It offers suppliers access to an extensive infrastructure in Taiwan, China, Singapore and the United States. Scientech aims to reduce its clients' overall costs and greatly decrease the time to market for products, materials and services. More information is available on the company's website at [www.scientech.com.tw](http://www.scientech.com.tw).

### **About Collaborated Service Solution, Inc.**

Collaborated Service Solution, Inc. is dedicated to building a sophisticated human resource back-up plan and training system to assist customers in cultivating a capable staff, managing the cost of human resources, increasing work efficiency and creating higher profit. CSS's cutting-edge engineering technology and service scope covers semiconductor front-end & back-end to TFT LCD equipment pertaining to R&D, installation, refurbishment & retrofit, module repair, training courses and project service plans. More information is available on the company's website at [www.csstw.com.tw](http://www.csstw.com.tw).

### **About Advanced Energy**

Advanced Energy is a global leader in reliable power conversion solutions used in thin-film plasma manufacturing processes and solar energy generation. Founded in 1981, Advanced Energy is headquartered in Fort Collins, Colorado, with dedicated support and service locations around the world. For more information, go to [www.advanced-energy.com](http://www.advanced-energy.com) or [www.advanced-energy.com.tw](http://www.advanced-energy.com.tw).

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