



## **Wintec Industries Overview**

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### **WinTec Overview:**

Wintec was founded in July of 1988 by Sue Jeng, William Jeng, and Jennifer Chen in Fremont, California, with the primary business of importing and exporting commodity products.

The company experienced phenomenal growth in component trading with an emphasis on PC CPU and memory products, reaching the \$100 Million revenue milestone in the early 1990s. Wintec's success continued with a vertical move into the memory module manufacturing business in the mid-1990s, accompanied by increases in facility square footage from the original 2,000 square foot office space to a 44,000 square foot manufacturing facility.

In 2002, William Jeng was victim of a fatal car accident and Sue Jeng has since held the position of President and CEO, managing the strategy, operations, and roughly 250 employees worldwide.

In 2005, Wintec expanded its distribution business by becoming an authorized Intel master distributor handling the distribution of CPU, motherboard, and server products for Intel channel business.

In May of 2007, Wintec relocated to a larger 88,000 square foot facility to complement an updating of manufacturing capabilities to support cutting edge networking, automation, and manufacturing controls.

Today, Wintec remains a leader in both distribution and the design & manufacturing of commodity-based module products including memory and communication devices with annual revenues exceeding \$400-500 Million.

### **Company Specifics:**

Core business: Manufacturing, Peripheral Distribution, & Supply-Chain Management  
Revenue: \$400-500M Annual (\$7M with Cisco)

### **Cisco Opportunities/RFX's in Progress**

- Evaluated as DRAM/Flash Module Supplier
- Submitted bid for Optics Test & Fulfillment Hub
- Potential Expansions of Product Line and Value-Added Services Around Fulfillment Hub

### **Current Customers**

Top-Tier CMs: Flextronics, Foxconn, Jabil, Plexus, etc.  
Telecom: Cisco, Juniper, Nortel, Redback, Foundry, etc.  
Gaming: IGT, Bally, Konami, Williams, etc.  
Semiconductor: Qimonda, Renesas, Intel  
High-Performance Computing: Verari, Rackable, Supermicro, Appro

### **Existing Cisco Business**

- Managing ~\$300M in revenue for TCAM & FCRAM products