

## Altium European Media Contact

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## Altium expands reseller network in Denmark

### Appoints EP-TeQ ApS as partner to support growing customer demand for next generation electronics design solutions

**Australia, Sydney – December 15, 2008** – Altium has appointed a new channel partner in Denmark. EP-TeQ will sell Altium's unified electronics design solution, Altium Designer, and provide training and pre- and post-sales support for regional electronics designers.

EP-TeQ has 15 years' experience in electronics design, manufacturing and quality assurance. The company provides software, machines and solutions for electronics design, manufacturing and test in the Scandianvian markets.

Altium has recruited a number of indirect sales channel partners in Europe this year. The company grew sales by 30% in Europe in the last financial quarter and 18% in the last financial year.

The latest release of Altium Designer has extended real-time 3D PCB features with faster real-time 3D design performance. New capabilities help designers manage the release of their designs to manufacture. Altium has also introduced new concepts in Altium Designer to let designers explore future techniques and design possibilities. A new Field Instrumentation dashboard will help designers overcome some of the challenges of testing or remotely monitoring designs inside FPGAs. And a new plug-and-play Software Platform Builder will help designers quickly 'snap' together systems and exploit a standard set of services within the 'soft' hardware environment created inside programmable devices.

"This new partnership is a good match for us," said Lars Kongsted-Jensen, Director at EP-TeQ. "Altium's unified design solution is extremely competitive in offering a unified design environment with high performance, out of the box. It complements our own experience in distribution, support and training in the areas of board, ASIC and FPGA design. "

"We have seen customers halve their development time by using Altium's unified electronics design solution. It's a solution that is increasingly attractive to designers for the high levels of functionality, the completeness of its feature set, and the options it gives designers seeking to innovate.

Altium unifies the electronics design process, allowing engineers to develop their electronics from concept to deployment in a single design environment. Using this approach, designers can quickly and easily explore concepts, rapidly create prototypes and experiment with device options without the constraints of fixed hardware.

"Danish organizations such as Bang and Olufsen, Vestas and Lyngdorf, have already embraced Altium's unified design environment and the possibilities it presents," comments Frank Hoschar, Managing Director and VP Sales & Support EMEA, Altium. "They have chosen Altium because it brings together the entire design process into a single environment. Engineers can capture, experiment with, and deploy their ideas without constraint. It opens up more opportunities, and gives organizations new ways to innovate and develop next-generation electronic products."

ENDS

### **About Altium**

Altium Limited (ASX:ALU) provides next-generation electronics design solutions that break down the barriers to innovation. Altium's solutions are unique because they unify

the separate processes of electronics design, all within a single electronics design environment, working off a single data model, linking all aspects of electronics product design into one process. This unified design environment helps electronics designers easily harness the latest devices and technologies, manage their projects across broad design 'ecosystems', and create connected, intelligent designs easily.

Founded in 1985, Altium has headquarters in Sydney, sales offices in the United States, Europe, Japan, China, and resellers in all other major markets. For more information, visit [www.altium.com](http://www.altium.com).

### **About EP TeQ**

EP-TeQ has extensive knowledge about electronic design, manufacturing and quality assurance with a very experienced team in dealing with sales, consultancy, services and support of solutions in the business area of EDA/design, manufacturing, inspection & test, quality assurance and service/repair.

Founded in 2004, EP-TeQ has headquarters in Skanderborg and sales office in Finland. For more information, visit [www.ep-teq.com](http://www.ep-teq.com)