

ViTrox Expanding the Business in Mexico Region with SMTto Engineering

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PENANG MALAYSIA - June 2020 - ViTrox Technologies, a world-leading Machine Vision inspection solution provider of innovative, advanced and cost-effective automated 3D Machine Vision inspection solution for the semiconductor and electronics packaging industries, announced its current business expansion of SMT Inspection Solutions in the Mexico region.

To expand the business into the Mexico market, ViTrox has been partnering with SMTto Engineering since the year 2015 to develop and implement an aggressive business growth plan, including the development of new sales opportunities and business expansion especially in the Northern and Northeast region of Mexico. SMTto Engineering represent the full range of ViTrox Automated Board Inspection (ABI) solutions such as Advanced 3D Solder Paste Inspection System (API), Advanced 3D Optical Inspection System (AOI), Advanced 3D X-Ray Inspection System (AXI), and Advanced Robotic Vision System (ARV) for sales and support in Mexico region. Through the collaboration with local Sales Channel Partner - SMTto Engineering, ViTrox is confident that its technological innovation can take the market in the Mexico region to new heights as the customer enhances its SMT production line and improve production efficiency that will benefit everyone.

With the support of SMTto group of elites who have more than 15 years of strong sales and technical experiences in the EMS industry, ViTrox expands the business with key principles to cover all the needs of the customers while strengthening their support and building long term relationships with the customers. On top of the extensive coverage throughout Mexico, SMTto also provides 24 / 7 phone support to customers. Furthermore, SMTto has added two important team members to the team to support ViTrox's business expansion in the Mexico region.



Juan Carlos Santoyo - SMTto's New Country Account Manager for ViTrox, Guadalajara, Mexico

ViTrox is pleased to introduce one of the SMTto newly joined team members, Juan Carlos Santoyo. Juan Carlos has been appointed as the new SMTto's Country Account Manager for ViTrox, based in Guadalajara, Mexico. With more than 15 years of experience in the electronics manufacturing industry as Assets Manager and Sales Manager, Juan Carlos will be responsible for ViTrox ABI sales in Mexico.



Juan Carlos Santoyo - SMTto's New Country Account Manager for ViTrox, Guadalajara, Mexico

Additionally, ViTrox is also pleased to introduce Carlos Sanchez who is appointed as SMT's new Regional Sales Manager for Mexico's Northeast regions such as Monterrey, Matamoros and Reynosa. With more than 24 years of experience in the SMT business and an extensive background in the EMS and OEM industries, Carlos Sanchez will assist to establish long term relationships with current and new customers. "I am extremely excited to join the SMT team and look forward to promoting the best equipment in the industry for the North East region in Mexico. I am happy to become part of the very bright future of SMT." said by Mr Carlos Sanchez.

With the support of the two new SMT elite team members, ViTrox and SMT will further implement the aggressive business growth plan including the development of accounts and business operation expansion throughout Mexico.

About ViTrox Technologies

ViTrox is headquartered in Penang, Malaysia, and with offices in Asia, Germany, and the United States. Currently, ViTrox is well recognized as one of the world-leading automated Machine Vision inspection solution providers with an extensive installed base and sales & support sites in more than 40 countries worldwide.

Since its inception in 2000, ViTrox is committed to providing the most innovative, advanced and cost-effective Machine Vision solution of excellent quality to its customers through the integration of technology, people and strategic alliances. ViTrox offers a full range of automated 3D Machine Vision inspection solutions including Back-end Semiconductor Vision Inspection, Printed Circuit Board Assembly (PCBA) Inspection, Electronic Communication System, Intelligent Advanced Robotic Vision System, Embedded Electronic Solution, and Industry 4.0 Smart Solutions.

ViTrox serves more than 500 worldwide customers in over 40 countries, comprises Outsourced Semiconductor Assembly and Test (OSAT) companies, PCBA manufacturers, Original Equipment Manufacturers (OEMs), Original Design Manufacturers (ODMs), Electronics Manufacturing Services (EMS) providers and Contract Manufacturers (CMs) worldwide. In addition, ViTrox has installed more than 20,000 vision systems and over 2,000 inspection machines globally.

ViTrox received more than 70 national and international recognitions and awards for its outstanding performance in product development and corporate performance, as well as human resource development. Furthermore, ViTrox was named 4 times in a row as one of the 200 Best Under a Billion company by Forbes Asia in the year of 2011, 2015, 2017 & 2019.

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