Patton Electronics Company
Corporate Profile

Established 1984

Organization Registered Maryland "C" Corporation

Principals **Robert E. Patton**, Chief Operating Officer (COO)

Robert R. Patton, President

Burton A. Patton, Executive Vice President, Sales/Marketing

Bruce E. Patton, Vice President, Finance and Administration

Business Summary For more than 15 years, Patton Electronics Company has built a reputation for producing quality data communication products. The Patton headquarters in suburban Washington D.C. houses 180+ employees and a state-of-the-industry manufacturing facility.

Our Foundation In an industry often focused on short-term growth and pre-planned exit strategies, Patton seeks to establish a legacy for future generations. Privately held and operated since its founding in 1984, Patton Electronics has achieved profitability in every year of its existence. Our OEM and distribution partners throughout the world know they can depend on Patton for superior products and exemplary service, year after year.

Patton's product lines—designed and manufactured at our facility in the U.S.A.—are organized into the following groups:

- **Internet Technologies**—network access products (remote access servers and integrated access devices)
- **Central Office**—IP packet DSLAM and edge devices
- **Last-Mile Access Products**—xDSL products, CSU/DSUs, baseband modems, network termination units, and network extension devices
- **Connectivity**—short-range modems, interface converters, multiplexers, and data-line surge protectors

Patton has no geographic boundaries—over half of our corporate revenue comes from international customers deploying our products overseas. Patton has its headquarters in Gaithersburg, Maryland with sales and support operations in Western Europe, Central/Eastern Europe, Asia/Pacific, Middle East, the Caribbean and Latin America.

Patton has over 200 distributors worldwide. We are an ISO 9001 manufacturer and maintain a BABT approved factory. All our T1, E1, xDSL, and fiber transmission and network access server products carry the CE mark. Our G.703/G.704 products are CTR-12 and 13 approved, and our ISDN PRI products carry the CEX (permission to connect).

Our History Patton has been shipping data communications products for over 15 years. The company is privately held and is completely self-funded. In every year since its inception, Patton has achieved profit. Our corporate objectives have been to achieve consistent growth, one step at a time, building the necessary company infrastructure for maximum vertical integration. We have thrived on repeat business by building sustainable products and channels; entering new markets using our own profit as the sole resource. We have no debt, no outside investors.

Core Competencies

- Low-cost manufacturing (ISO-9001 certified, BABT approved)
- Quick-turn product development (standard and customized products)
- Demonstrated engineering and support capabilities (products are CE marked)

Our Future

Global deregulation, convergence, and the explosive growth of the Internet have combined to create unprecedented opportunities for the data communications industry. Recognizing these opportunities, Patton began investing heavily in T1/E1 transmission and IP technologies. We have added CSU/DSUs, NTUs, xDSL products, and baseband modems to our product portfolio. These have quickly become best sellers as have our Model 2900 Series remote access servers. These efforts combine T1/E1/xDSL transmission with IP network access. The result is our *NetLink* Access product line, which includes products supporting:

- Remote Access (V.92, V.90, K56Flex™, V.34+, and ISDN dial-in)
- Last Mile/Local Loop Access (T1, E1, and xDSL products, NTUs, and CSU/DSUs)
- Multi-Service Access (Voice, Intranet, Extranet, and Frame Relay)

Product Strategy

Our product strategy is to combine transmission and IP technologies into customer-premise network access devices capable of T1/E1/xDSL transmission, IP routing, FR multiplexing, and VPN access servers. The latest incarnation of this strategy is our Model 3120 Remote Access Server (Model 3120 RAS).

Contact Us

For your next project that needs to meet aggressive price points, while delivering high performance results, call on Patton. *We're ready to deliver!*

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