



## **Gumstix<sup>®</sup> Expands Direct Support for Design Engineers**

*Building National Network to Create Faster Path to Market*

**REDWOOD CITY, Calif., April 1, 2015** – [Gumstix, Inc.](#), the premier provider of Linux<sup>®</sup> computers-on-module (COMs) for electronics manufacturers, today announced the signing of a Sales Representation Agreement with 8G Solutions, LLC, the system component division of Battleship Technologies, and Innovation Sales Rocky Mountain. Commencing March 1, and April 1, 2015, respectively, the agreements enable Gumstix to expand its reach and improve its ability to support designers directly by taking a product from design to full production.

Eliminating complexity in the prototype and manufacturing process, by using COMs, is key to enabling customers to bring a product to market quickly. In addition to COMs, Gumstix offers the added ability to “turbo charge” its customers’ time-to-market through its advanced online build-to-order tool, Geppetto<sup>®</sup>. “We are excited to have these new agreement with 8G Solutions and Innovation Sales. We have an equal commitment to fulfilling our customers’ aggressive production requirements, so we look forward to working with them both to that end,” said Gordon Kruberg, president and CEO of Gumstix.

The exclusive agreement with 8G Solutions covers seven Southeastern U.S. states: Alabama, Georgia, Mississippi, N. Carolina, S. Carolina, Tennessee and Virginia. “We look forward to developing a working relationship with Gumstix, as they complement our product offerings. Through our relationship, we will be able to assist customers to achieve significant time-to-market objectives by using the premier family of COMs, expansion boards, and Geppetto provided by the company,” said Kevin Bouziden, of 8G Solutions.

The exclusive agreement with Innovation Sales Rocky Mountain covers five Mountain U.S. states: Colorado, Utah, Idaho, Wyoming, and Montana. “We are excited about our partnership with Gumstix and our companies’ leadership positions in providing expertise in design and application engineering in the Rocky Mountain States,” said Chuck Negrelli, of Innovations Sales Rocky Mountain.

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**About Gumstix, Inc.**

Gumstix is a forerunner in the advancement of fully integrated pre-production kits with advanced computer-on-module (COM) and expansion board components. Gumstix pioneered the concept of an extremely small COM with a full implementation of Linux in 2003. Since then, the company has grown to become the premier provider of Linux-based COMs and expansion boards, with over 15,000 diverse customers in more than 40 countries. Gumstix is the first company to offer a complete system (Geppetto) for designing and ordering custom embedded computers, trimming a typical four month process to one of three weeks. Working behind the scenes to make the development process transparent to the customer, Gumstix' vanguard technology portfolio decreases time-to-market and lowers costs for their commercial and industrial products. For more information, visit [www.gumstix.com](http://www.gumstix.com).

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**About 8G Solutions:**

8G Solutions, LLC, a division of Battleship Technologies, is a single source strategic provider of products from prototype to production in plastics, metals, cables, box builds, and more. For more information, visit <http://battleshiptechnologies.com/8g-solutions-llc/>

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**About Innovation Sales Rocky Mountain:**

Innovation Sales Rocky Mountains is a premier manufacturer's representative firm serving the region since 1998. The firm is heavily involved in the design-in process with their customers to help select the technology they rely on for their end products to succeed in the marketplace.

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