



Inseto (UK) Limited  
Unit 25, Focus Way  
Andover  
SP10 5NY  
United Kingdom

## PRESS RELEASE

**Date: 30<sup>th</sup> July 2018**

# Local Support

*Inseto appointed to represent SUSS MicroTec in Finland, Norway and Sweden.*

**Andover, United Kingdom** – Inseto, a leading technical distributor of equipment and materials to the microelectronic research and manufacturing sectors, has been appointed to represent semiconductor manufacturing equipment OEM SUSS MicroTec in Finland, Norway and Sweden.

Under the arrangement, Inseto's Equipment Division will be responsible for the regional sales of mask and wafer aligners, spin coaters, wafer bonders and other equipment from SUSS MicroTec's product range.

Virginie Quet, SUSS MicroTec's Director of Sales and Marketing in Europe, the Middle East and Africa, comments: "Inseto has been representing our product lines in the UK and Ireland for a little over a year and we are extremely impressed with their knowledge of the semiconductor industry."

Inseto's experts have received formal training from SUSS MicroTec on the use of its equipment. This knowledge, when combined with Inseto's complementary equipment portfolio and ability to supply wafers and other materials, means the company can provide a comprehensive sales service; one that best supports customers' overall programme goals.

Jim Rhodes, Technical Sales – Nordic, of Inseto, comments. “We know the territories extremely well as we’ve been representing other OEMs and their product lines in Finland, Norway and Sweden for almost 10 years now, and we have well-established relationships with customers already using, or who could benefit from using, SUSS MicroTec’s semiconductor manufacturing equipment.”

Quet concludes: “At SUSS, we choose our partners very carefully and, in Inseto, we feel there’s potential for an enduring partnership that will benefit our highly valued customers in Finland, Norway and Sweden.”

## MAIN ENDS



**Local Support: Inseto has been appointed to represent SUSS MicroTec in Finland, Norway and Sweden.**

### About Inseto (UK) Limited

Established in 1987 and ISO 9001:2015 Certified since 2005, Inseto is a leading technical distributor of equipment and related materials to the semiconductor, microelectronic & advanced technology sectors, as well as adhesives for electronics, automotive and industrial manufacturing.

The company has three divisions, namely:

- **Equipment Division**, which provides manufacturing equipment for the Microelectronic, Photonic, Electronic, Photovoltaic and Semiconductor industries etc.
- **Consumable Division**, which provides assembly materials and machine consumable items for the Semiconductor, Electronic, Microelectronic, Photonic MEMS and Hybrid assembly industries etc.
- **Adhesive Division**, which provides technically advanced adhesives for bonding, sealing and encapsulation, and which exclusively represents DELO Industrial Adhesives in the UK and Ireland.

Inseto is based in Andover in a high-tech building that houses an adhesives application laboratory, demonstration areas for equipment and instrumentation, and training rooms.

Customer support is at the heart of Inseto's *Total Customer Service* philosophy, where the company aims to understand, communicate and fulfil the needs of its customers. The company is committed to meeting

customer requirements through the application of high standards of quality and customer care (both before and after sales) by continually investing in training and adopting a policy of continuous improvement.

For further information please visit [www.inseto.co.uk](http://www.inseto.co.uk)

**About SUSS MicroTec**

SUSS MicroTec is a leading supplier of equipment and process solutions for microstructuring in the semiconductor industry and related markets. In close cooperation with research institutes and industry partners SUSS MicroTec contributes to the advancement of next-generation technologies such as 3D Integration and nanoimprint lithography as well as key processes for MEMS and LED manufacturing.

With a global infrastructure for applications and service, SUSS MicroTec supports more than 8,000 installed systems worldwide. SUSS MicroTec is headquartered in Garching near Munich, Germany.

For more information, please visit <http://www.suss.com>.