

# NEXA NEWS

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## Transcat's Acquisition of NEXA | EAM Creates Unique Synergies Through an Expanded Suite of Services for Life Sciences Customers

As a well-established, 50-year-old, publicly-traded company, Transcat is the North American leader in the third-party calibration services market. Over the past 12 years, Transcat has grown organically and through an aggressive acquisition growth strategy focused on companies that satisfy three key drivers: expand their geographic footprint, expertise, and capabilities. Recognizing the growing need in the life sciences industry for asset management services outside of calibration, Transcat identified NEXA | EAM as a natural strategic fit, which led to their acquisition in August 2021.

"The acquisition of NEXA | EAM expands our addressable markets by providing five asset management service tracks that fully complement Transcat's traditional calibration services. In addition, Ireland represents an expansion of our geographic footprint with our first European operation. We anticipate operating a full-service calibration lab in Ireland, where many of our U.S. customers also operate and where the concentration of life science companies are very high," says Lee Rudow, President and CEO of Transcat. - *continued on page 2*

## MESSAGE FROM JOHN CUMMINS, VP NEXA | EAM

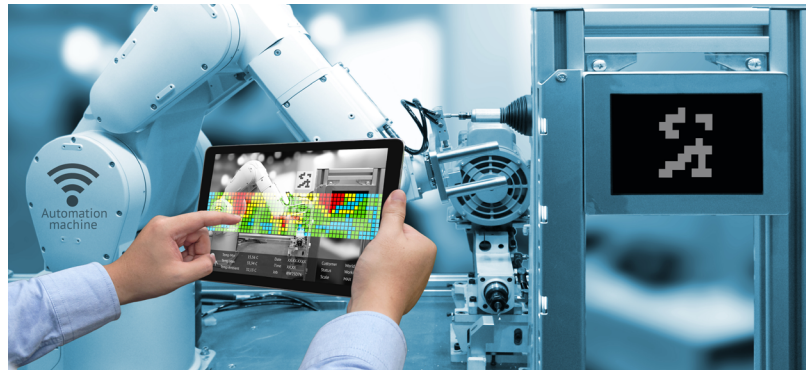


### 2021 | REVIEW

With 2022 fast underway, we have so much to share as we start the new year. But before we begin, it's important to reflect on the successes achieved in 2021.

Two of our company's significant milestones include a rebranding in March from "Cal OpEx" to NEXA | EAM, which better demonstrated the suite of asset management services delivered through our 5 service tracks. And in August, we were very excited about the acquisition of NEXA by Transcat, the largest third-party calibration service provider in North America.

We can't overlook the hard work and dedication of our team—many of whom are still working successfully remotely, as well as onsite. Last year, we completed nearly 100 projects in the U.S., Ireland and more recently Canada, which was added to our portfolio in Q4. We also exceeded all growth targets to include a revenue increase by over 50%, and customer support hours by 52%. Lastly, we added 26 new team members, and had 11 internal promotions, and we're still hiring. So be sure to visit our website's [careers page](#).



### Transcat's Acquisition of NEXA | EAM *(continued)*

There's a high cost of failure in the highly regulated life sciences industry, and the synergy created between the Transcat and NEXA businesses provides a unique value proposition for customers globally to ensure they can safely deliver their life-saving, life-enhancing products to the market.

"Our businesses fit together extremely well with growth synergies on both sides," adds Rudow. "Transcat's resources and capital structure combined with NEXA's demonstrated record of strong execution of their differentiated strategy provides a compelling opportunity for both companies."

For more information, visit [transcat.com](https://transcat.com) or [nexaeam.com](https://nexaeam.com).

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### 2022 | LOOKING AHEAD

In 2022, we have further plans to grow our company through client acquisition, new projects, and increased staffing in both the U.S. and Ireland. We will be also be enhancing our reliability service offering in the U.S. with a new dedicated reliability director. I invite you to read about this strategic addition to our team on page 4.

In Q2, we're expanding services in the U.S. to include a Validation service track, with strong dedicated leadership; expanding the company to support our growth, and capitalizing on synergies between NEXA and Transcat. In Ireland, we're on target to double the size of our Irish operation, particularly as we enter the calibration market, and will be undertaking projects in both Ireland and Europe. To support this growth, we will be hiring dedicated back-room staff and leadership.

As always, we appreciate the trust our customers place in our hands every day, and look forward to continuing to support your goals in 2022.

## FAST FACTS

### BENEFITS OF WORKING WITH THE TRANSCAT and NEXA TEAMS

#### Combined Expertise | Expanded Services

- 1 | We understand the complexities of the highly-regulated Life Sciences industry, where the cost of failure is very high.
- 2 | Together, we deliver aligned calibration services expertise.
- 3 | Our expanded service offering will enhance our customers' manufacturing efficiencies and ensure consistent compliance.
- 4 | Both companies have a demonstrated track record of providing reliable, high-quality services.
- 5 | We provide a platform to expand calibration services into Ireland that provides a unified enterprise relationship for our customers that will enhance the safety and quality of the products they produce.



To learn more, contact John Cummins  
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## CREATING VALUE

### TOTAL QUALITY MANAGEMENT INITIATIVE



In Q4 2021, NEXA team members formed the company's Global Quality Forum as part of a Total Quality Management (TQM) initiative. This customer-focused program will ensure that a consistent, high level of quality is executed across all of NEXA's life sciences projects.

Based on the Kaizen cycle for continuous improvement, the TQM program will focus on providing support, training, and knowledge-sharing for NEXA employees; and a comprehensive TQM system will be established to guide all quality standards and processes. This will benefit our customers in ensuring quality in manufacturing procedures, which will detect, reduce, and eliminate errors so they can execute successful product releases to the market. And more importantly, provide assurance for their end-users that the products are safe and effective. The team will be sharing advances made in the TQM program throughout 2022, so be sure to follow us on social media or contact us to learn more at [nexaeam.com/connect](https://nexaeam.com/connect).

TQM Team members: April Birnie, Helen Brigdale, Laura Browne, Audrius Cerneckis, Laura Himmelreich, Kara Jimcosky, Louise Murphy, Lindsay Spence, led by Evelyn Morris, Global Quality Manager.





## STRATEGIC HIRE

### NEW RELIABILITY PROGRAM TO TRANSFORM HOW CUSTOMERS MANAGE THEIR ASSETS

**NEXA | EAM** recognized the serious demand in the life sciences industry for experienced reliability engineers, and knew the challenge we'd face to find talent in this service area. As a reliability expert, Michael (Mike) Preston was a perfect match for our company's strategic goals to help us build an internal training program to cultivate our own reliability engineers, and to help us continue delivering comprehensive and robust asset management solutions to our customers.

After spending years as a Reliability professional, Mike noticed many gaps and discrepancies in the execution of maintenance and reliability principles in the life sciences industry. Recognizing there are numerous opportunities that are often lost from customers resisting change, his goal is to introduce reliability principles to help customers improve their asset management programs.

Mike and NEXA's Reliability team will take a practical approach using a combination of specific life science-related asset management working knowledge, established best practices and new technologies to optimize maintenance activities to drive towards standardization.

By starting this reliability journey with NEXA, customers will benefit from:

- Reduced maintenance costs
- Reduced man-hours
- Increased uptime
- Improved equipment availability
- PM program based on asset-specific data
- Use of PdM technologies

NEXA | EAM's Reliability Department will uncover many opportunities for preventive maintenance optimization, utilization of predictive technologies, and alignment of critical spare parts with actual needs.



#### About Michael Preston, CRL, Director of Reliability

Mike Preston joins NEXA | EAM as our new Director of Reliability and offers over 18 years of leadership, project, and operations management experience. Most recently, he served as the Senior Reliability Engineer at Merck & Co, Inc., where he was responsible for leading Capital Project Reliability Engineer team during a \$300M site expansion. Mike also developed and implemented a predictive maintenance program to maximize uptime and reduce maintenance costs, and acted as a senior member of a \$150M capital project for a new site facility, where he created master data, calibration program, PM program, and PdM program for the new facility.

Mike is a Certified Reliability Engineer, earned his BS in Electrical Engineering Technology and an AA in Electronics. He also served as a Petty Officer First Class in the U.S. Navy for 12 years.

#### NEXA | EAM Reliability Certified Team Members

Nicole Bretey, CMRP, Nebraska | Kerwin Bowe, CMRP, North Carolina | Jonathan Bathgate, CRL, Pennsylvania  
Luke Brinkley, CRL, Virginia | Austin Fridley, CRL, Virginia | Caleb Lowe, CRL, Florida

# DELIVERING RESULTS

## Customer Project Success

In 2021, NEXA | EAM completed nearly 100 projects across our 5 Service Tracks: Calibration, Maintenance & Spares, Reliability, CMMS Solutions, and Quality & Compliance for our Life Sciences customers based in the U.S., Ireland, and more recently Canada. From vaccine production facilities to animal healthcare—key results for our customers include man-hours saved, reduced asset management program costs, improved time to market, efficiency in their day to day manufacturing operations and consistent compliance.

### Reliability Engineering Support Biopharmaceutical Facility Nebraska, USA

**Business Challenge** | Our customer's current reliability engineering support was being temporarily reassigned abroad, in addition to undergoing a large expansion that would require additional reliability engineering support.

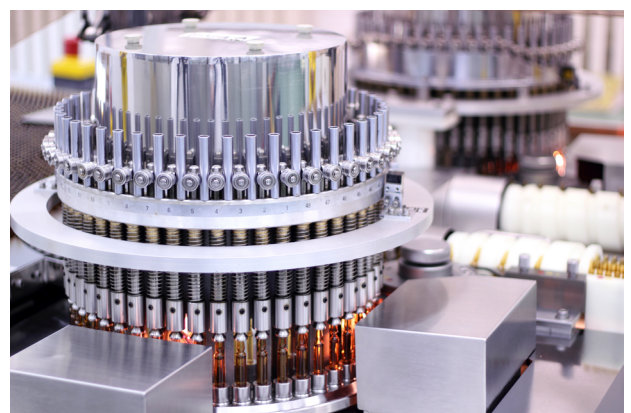
**Scope of Work** | Having established a successful working relationship with our customer based on ongoing projects the NEXA team completed, we were hired to ensure the safe and reliable performance of their equipment.

Work included:

- Predictive / Preventative Maintenance
- Equipment Reliability
- Lock-Out/Tag-Out Procedures (LOTO)
- Environmental, Health & Safety Critical Equipment

#### Key Results

- Improved equipment reliability leading to increased production time and better morale for equipment operators and maintenance personnel.
- Accurate LOTO procedures ensure the safety of all employees involved from any hazardous energy sources.
- Testing/inspection of all EHS critical equipment ensures the safety of personnel and equipment.
- Assist in capital project implementation to ensure equipment reliability/maintainability is considered during design and installation.



Visit our website at [nexaeam.com](https://nexaeam.com) to learn more about our Services and Projects.

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