



FOR IMMEDIATE RELEASE

IMCORP Hires Roy Marshman as South Central Regional Sales Manager

Effective March 21st, 2017 Roy Marshman joins IMCORP as South Central Regional Sales Manager.

MANCHESTER, Conn., April 5, 2017. The continued growth and expanded adoption of the IMCORP technology solutions provided to utilities, industrial and alternative energy in various world markets required an expansion of our marketing and sales force.

To help continue the success as well as market expansion, Roy joins us with over 20 years of sales and marketing expertise in the industrial, utility and renewable markets. Roy is an expert on IEEE/IEC medium/high voltage cables, cable accessories and connectors. Roy's capabilities include identification of new market opportunities, results focused sales strategy development, consultative selling, technical field support/education, project pipeline generation and project conversion.

Most recently, Roy served as Senior Sales Market Development Manager for the Americas at TE Energy, based in Fuquary-Varina, NC. At TE Energy, Roy had previously led the sales team for the North American wind farms and utilities in the Western, South East, and Central regions. Roy's career also includes sales leadership roles for Prysmian Power Cables International, Texas Electric Cooperative, and Burndy. Roy earned his Bachelor of Science in Industrial Technology with core in Manufacturing from Texas State University in San Marcos, TX.

Matt Spalding, IMCORP Vice President of Sales & Marketing said "Roy's wealth of industry technical and market experience is a great compliment to our science based leadership position in power cable asset management solutions. In addition, Roy is a solid business executive that understands the value we offer to utilities and industrial customers who are faced with critical cable system infrastructure challenges. We are confident that he will make a significant contribution to our clients by delivering our portfolio of proven fact based remedies for aged cable asset reliability and new installation quality assurance."

IMCORP, an engineering services company, is the technology leader in underground power cable diagnostics. The company's patented technology has been field-proven through the testing of millions of feet of underground power cable all over the world. The Factory Grade[®] assessment locates existing cable system defects for improved future cable reliability. This performance-driven diagnostic solution provides the most effective and efficient way to determine the reliability of new or aged cable systems from 5kV to 500kV. IMCORP has been assisting clients around the world to improve cable reliability for over 20 years, and has tested more than 130,000 spans totaling over 150 million feet.

IMCORP's technology improves the quality of life for everyone by enhancing the reliability of electric power delivered to them through underground power cables.
Find out more at www.imcorp.com.

For more information or to schedule an interview, please contact:

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