



For Immediate Release

## **Azima DLI Appoints Randy Johnson as Vice President of Sales and Marketing**

*Johnson to Lead Global Sales and Marketing Strategies for Innovative  
Machine Condition Monitoring Services Company*

**WOBURN, Mass. – June 22, 2009** – Global condition monitoring services company [Azima DLI](#) today announced the appointment of Randy Johnson as the company's new vice president of sales and marketing. Johnson brings more than 20 years of sales experience specializing in the manufacturing automation and control industry to the Azima DLI team. In his new role, Johnson will be responsible for overall sales and marketing strategy, and for leading both domestic and international sales forces for the company. He will also serve as a key member of the executive committee.

Johnson joins Azima DLI from Sendmail, Inc., a secure messaging infrastructure company, where he served as vice president, Americas. He previously held senior sales leadership positions at Emerson Electric in Emerson Process Management, Fisher-Rosemount and Intellution divisions, known for their leadership in Windows-based SCADA software, primary control elements, pressure, temperature and flow instrumentation, and DCS.

"Randy brings a strong background in leading successful worldwide sales teams and a deep knowledge of the manufacturing automation and control industry to Azima DLI. He is a great complement to our team," said Burt Hurlock, CEO, Azima DLI. "In his new role, he will work closely with the executive team to identify new customer and partner opportunities, and drive worldwide sales and marketing initiatives for the company's complete line of condition monitoring products and services."

Johnson is an experienced sales and operations leader with a strong background in high-growth businesses, having previously held positions at leading companies including Hewlett-Packard and Computer Associates. Additionally, while at Iron Mountain, he served as senior vice president of sales for the Off-Site Data Protection division.

Johnson will join the executive committee in identifying new sales and global expansion opportunities for Azima DLI based on its WATCHMAN™ Reliability Services as well as the company's line of condition-based maintenance products. WATCHMAN Reliability Services combine the industry's most advanced and reliable analytical software with remote monitoring capabilities to deliver solutions ranging from subscription-based vibration analysis to advanced on-site technical assistance.

### **About Azima DLI**

[Azima DLI](#) is the only global condition monitoring services company exclusively focused on delivering accurate and timely equipment diagnostics to industrial plants, transportation organizations and the military. Azima DLI's expert analysts, advanced

software and flexible, Web-based delivery model provide customers with the information they need for insightful decision making that lowers maintenance costs and improves industrial reliability. Azima DLI's [WATCHMAN™ Reliability Services](#) combine industry best practices with advanced technology to support sustainable, ROI-driven programs that improve equipment uptime and performance. Azima DLI is headquartered in Woburn, Massachusetts with offices across the U.S. and international representation in Asia-Pacific, Central America, Europe and South America. For more information, call +1 (800) 482-2290 or visit <http://www.azimadli.com>.

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