

## Contract Electronic Hardware Design Engineer Ready to Help You

2017

Dear {potential} Engineering Partner,

Let me begin by introducing myself; my name is Tom Gustin. I am a contract electronic hardware (circuit) design engineer with more than 41 years of creating all kinds of hardware products in the following markets: industrial, aerospace medical research, crew safety, Government Research, test and measurement, engineering and technical design services, computers, peripherals, networking and storage systems, wireless sensing, and medical devices.

My engineering tasks include, but are not limited to providing concept-to-completion services, covering all aspects of technical research, project and program planning, analog and digital hardware, circuits and systems design, including VHDL for FPGA's and CPLD's, technical writing, and training programs with presentations; specializing in rapid-prototyping, proof-of-concept test platforms, as well as Data Acquisitions Systems, Boards, Modules, and Hybrids, featuring Multi-layer High-density Printed Circuit Board Layout using EAGLE tools, with BOM preparation and purchasing, assembly and test, and contract manufacturing preparations.

Following are a few of my major accomplishments, why I believe I am an excellent fit as a member of your design team:

1. Led a 5 member engineering design team to develop a family of I/O products primarily for the aerospace industry that generated over \$2 M in yearly revenue, that are still being sold today.
2. Conducted many Phase I SBIR & STTR Research tasks, including many successful proof-of-concept rapid-demo-platforms that resulted in a high rate of Phase II development cycle contract wins for various clients.
3. Planned, designed, built, and tested analog and digital circuits, power and communications systems for several large data acquisition systems for various Government Research Agencies/Programs, saving millions of dollars in testing due to 100% "works-first-time" successes (*no repeats of million-dollar tests*).
4. Faithfully use detailed planning methods and program management techniques resulting in on-time within-budget engineering services results, with broad-coverage digital and analog simulations usually providing Alpha-to-Production product launches.

My home-office facility includes a fully equipped laboratory designed for creating, assembling and testing prototypes, supported by a suite of CAD/CAE software modeling and design tools. Some of these tools include EAGLE PRO (6.5) Schematic Capture and Board Layout tools, Xilinx VHDL-based FPGA and CPLD design and digital simulation tools, 5SPICE analog analysis tools, Timeline planning tools, documentation tools, and many pieces of analog and digital laboratory test equipment. This enables me to conduct an efficient "green" engineering practice as a telecommuting technologist, saving my clients considerable time and money. Low quantity proof-of-concept hand-assembly include SMT's as small as 0204 and 0.5mm pitch pads (*but please, no more ball-grid-arrays*).

My objective is to provide you and all my customers with an excellent "one-stop-design-shop," providing the engineering services that you need most, with the understanding that no contract is too small or too large. I have designed my web site, [www.gustech.biz](http://www.gustech.biz), to present some specific details and examples of some of my most recent work, enabling you to evaluate the types of deliverables that I can develop for you. My LinkedIn Profile (see below) also provides some history along with more examples of work that can be shared (*not covered by NDA's*). My 1099-based Contract arrangement is very appealing to most clients: \$100 per hour for full-time on-site services (*not available at this time*); or, \$50 per hour (*for the first contract, discounts rates for follow-on contracts*) for telecommuting (*with up to 25% travel, if local*) off-site engineering services. **Rates are negotiable.**

I anxiously await your response! Please contact me by phone or email at your convenience so that we may begin discussing your requirements, engineering service needs, or any questions that you may have.

Sincerely,

Thomas W. Gustin  
Senior Design Engineer, owner (GUSTECH)  
3760 Engle Mill Road  
Xenia, OH 45385-9719  
937-376-2016  
[gustech@erinet.com](mailto:gustech@erinet.com)  
[www.gustech.biz](http://www.gustech.biz)  
<https://www.linkedin.com/in/thomasgustin>