

Long Lifecycle Management

VersaLogic is committed to the long term success of its customers. Long-term product and component availability are always a priority. VersaLogic backs this up by offering a five year availability guarantee on every product it introduces. In addition, VersaLogic helps to mitigate customer liability by purchasing and increasing stocking levels of high risk End of Life (EOL) components well in advance of any potential EOL event. Customers can rest assured that VersaLogic will be with them every step of the way to provide a consistent supply of products required, easing any foreseeable product obsolescence.

Through proactive product lifecycle planning VersaLogic extends OEM customers' ability to manufacture products for a longer period of time. The VersaLogic Lifecycle management program focuses on:

- Offering EOL product for as long as possible and scheduling future orders during a six-month product EOL transition period.
- Working with customers to lock in pricing and availability for a specific period of time with non-cancelable, non-returnable (NCNR) orders.
- Helping customers transition with periodic design cycle refreshes and proactive product migration planning.
- Offering a Product Life Assurance option which can extend the availability of the current product for up to five years beyond EOL.

A Trusted Supplier

As a supplier of embedded computer products for more than 32 years, VersaLogic has built a strong business and an acknowledged reputation by anticipating, providing for, and planning around the long-term embedded computer needs of customers. Following an aggressive approach that always puts customers first, VersaLogic continuously seeks out and purchases processors, chipsets and other major components that may be at risk of EOL.

- VersaLogic addresses the threat of component obsolescence during the earliest stages of its product designs by sourcing standard multi-sourced components with long-life guarantees.
- Close ties with vendors assure a constant supply of electronic components and early notification of any phase-out plans.

OEMs know that as electronic components inevitably reach end of life, they must have a strategy to mitigate risk to their on-going programs. VersaLogic understands this, and works with OEM customers for up to six months prior to an EOL event to understand their anticipated future demands. VersaLogic offers customers options by stocking EOL products, anticipating future orders, providing phased-in migrations, or working with customers to define a customized *Product Life Assurance* program

Customers who place NCNR orders with VersaLogic within the six month period prior to the official EOL date can maintain the integrity of their current product configurations and guarantee price and availability well past the EOL date. Customers who choose not to provide an NCNR order can also continue to purchase product subject to allocation and price, dependent upon market demand.





Product Life Assurance Option

The best way for VersaLogic customers to be assured of a continual supply of needed EOL product is to place an NCNR order in the six month transition period prior to EOL, or participate in the *Product Life Assurance* program. This option extends product availability for **up to five years** past the EOL date. In addition, it maintains the product configuration baseline via revision locks. With the *Product Life Assurance* program:

- The customer funds the purchase of components for a set quantity of products on a scheduled delivery over a five year period.*
- The customer's product is manufactured, stored, and then sold per pre-set annual minimum purchases.
- Depending upon the delivery schedule, the product can be tested, inspected and batteries removed, then stored in an ESD static barrier bag that is itself vacuum sealed in a moisture barrier, nitrogen sealed bag containing a desiccant and a moisture card.

VersaLogic's *Product Life Assurance* option safeguards customer product designs against embedded component obsolescence and ensures peace of mind. For more detailed information on specific options and *Product Life Assurance* programs, please contact your VersaLogic sales representative at 1-800-824-3163 or sales@VersaLogic.com.

VersaLogic is committed to working with customers to make product EOL, lifecycle extension and/or product transition as seamless as possible.

* Extended scheduled delivery period may be negotiated with waivers. See your VersaLogic sales representative for more details.