

## Life Cycle Availability Codes for Patton Products

**Blue** - indicates a new product in the pre-release phase of the product life cycle. The product is available for beta testing, field trials, and pre-ordering. Compliance may not be completed for all regions.

**Green** - indicates a product that is fully released and generally available.

**Yellow** - indicates a legacy product in the twilight phase of the product life cycle. Yellow typically denotes a demand problem. Specific SKUs should be tagged with yellow if they are slow moving (this will be shown on the price list).

**Orange** - indicates an aging product in the sunset phase of the product life cycle. Orange denotes a supply problem OR if an EOL notice has been issued. Despite product demand, some components may be hard to get and costs are potentially volatile.

**Red** - indicates an end-of-life product that is no longer available for purchase from Patton Electronics.

### Availability Code Blue (Pilot / Beta Phase)

- A new product in the pre release phase of the product life cycle.
- The product is available for beta testing, field trials, and pre-ordering.
- If the product is added to the website it will have the Coming Soon logo placed by the product photo.
- The products may not yet have completed compliance certification.
- When enquiring about a code blue product, please contact the individual Product Line Manager for availability details.
- Support for the product is available from the Patton team only (not from Technical Services unless it is specifically cleared with Technical Services Management).
- Products purchased at code Blue will have Patton's standard 1 year warranty.

### Availability Code Green (General Availability)

- A product in the full release phase of the product life cycle.
- The product is available for sale.
- The product is on the website.

- No minimum order quantity is associated with the base product.
- Under some circumstances, low volume SKUs under the root model may have a minimum order quantity.
- The products has completed at least basic compliance certification.
- Support the product is available from the Patton Technical Services.
- Products purchased at code Green will have Patton's standard 1 year warranty and are eligible for extended warranty offerings.

### Availability Code Yellow (Aging or Low Demand)

- A product in the full release but twilight phase of the product life cycle.
- *Internal notice of status only sent to Sales, Support and Marketing* including Patton and all affiliate organizations (not channels) .
- Careful consideration should be made before deciding to have this product considered for new installations or designs.
- Patton's early alert of impending availability issues due to one or more of the following conditions:
  - there are obsolescence issues with required components
  - declining product sales no longer cost-justify mass production
  - the product is replaced by an updated form, fit, and function equivalent
- Extended lead times should be expected
- Minimum Order Quantity (MoQ? ) may be imposed and last-time-buy notice can be issued (pending which of the above availability issues are causing the yellow status). This is at the PLM discretion.
- Orders for Yellow products are not typically NCNR but can be.
- All Quotes for Yellow stage products require PLM approval (similar to deviated pricing process).
- Software maintenance activities have subsided or ceased (pending which of the above impending availability issues are causing the yellow status)
- Technical Services will continue to fully support the product
- Products purchased at code Yellow will still have Patton's standard 1 year warranty. May not be eligible for extended or enhanced warranties.

### Availability Code Orange (Sunsetting)

- A product in the sunset phase of the product life cycle.
- Lifecycle Change Notice sent for ROOT or SKU level product ( NOT OEM)

- Internal - Email alert to Sales, Support, and Marketing including Patton and all affiliate organizations (not channels) .
- External - Email alert to all Channels (T3-T1) and End Users who have purchased directly
- EOL Notice OEM -Seperate Document specifically calling out the OEM Model (generally additional arrangements are made for this class of customer)
- Accepting orders only under "Last-time-buy" terms and conditions
- Orders for Orange products are NCNR, unless approved by executive management or PLM.
- The product web page will be moved to the legacy section.
- The product should not be considered for new installations or designs.
- Patton's final alert of impending availability issues due to one or more of the following conditions:
  - there are obsolescence issues with required components
  - declining product sales no longer cost-justify production
  - the product is replaced by an updated form, fit, and function equivalent
- Extended lead times, increased prices (min of 15% increase) should be expected.
- Prices will not be published on price lists or Extranet self-service portals.
- All Quotes for Orange stage products require PLM approval (similar to deviated pricing process).
- Minimum Order Quantity will likely be imposed.
- Software maintenance activities have entirely ceased.
- Technical Services will continue to fully support the product.
- Products purchased at code Orange will have only legally required warranties.

### **Availability Code Red (End of Life)**

- A product in the End of Life phase of the product life cycle.
- The product should not be considered for new installations or designs.
- If the product can be built, extended lead times, increased prices (min of 15% increase), and re-start up costs (NRE) should be expected.
- Orders for Red products are NCNR, unless approved by executive management or PLM.
- Software maintenance activities have entirely ceased.
- Technical Services will be limited.
- Warranty may be provided at Patton's sole discretion on a case by case basis.