



Marketing Memo - Internal

Date: October 6, 2008
From: Yuki Nagano – Product Marketing Manager
Distribution: DL Sales; DL Sales Operations; DL Solutions; DL Customer Support;
Subject: **New requirements on MN20 related Sales activities**

As previously announced we are nearing the Last Time Buy window closing for the MN20. The inventory for key active parts (chassis, ARM, ARM4, MOM and EOM) is nearly depleted. With a recent surge of the MN20 demand, our focus is to meet the current orders. Any future demand must be evaluated on case by case basis before making commitments to customers.

Effective immediately, the following processes apply to MN20 related sales activities:

- **MN20 quotes cannot be submitted to customers without prior approval by Yuki Nagano or JC Morizur. In this process Product Management will review the quotation demand against the available supply.**
- **All valid quotes already submitted to customers must be submitted for approval as soon as practical.**
- **Once a quote is approved Sales must initiate an RPO with Sales Operations to allow tracking and allocation. Make sure to copy Yuki and JC on RPO submissions.**
- **Sales forecast entries will NOT be taken into account.**
- **PO's without an RPO and marketing approval will be rejected.**

Please note that some configurations may require procurement of cookie sheets. Therefore the lead time for approved BOM is now 120 days.

It is important that sales managers announce the closing of the LTB window to their respective customers and resellers. Marketing does not intend to send out mass mailing.

Please contact Yuki with any questions or concerns, regards,

Yuki