

# Product Bulletin: TRuepoint 6400



Tuesday, July 06, 2010  
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PB10-039

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## Last-Time-Buy for TRuepoint 6400

This bulletin announces the start of the Last-Time-Buy period for the TRuepoint 6400 product line. A copy of the letter that will be distributed to our customers is included below. We are sending you this letter in advance of its distribution so you can be prepared for any questions your customers might have.

Please note the following dates associated with the product's reclassification status:

**July 2, 2010** – start of Last-Time-Buy Period. (We will continue to take orders for spares only.)

**December 31, 2010** –TRuepoint 6400 reclassified to Maintenance Only. (We will no longer take orders after this date, and the product is discontinued.)

If you have questions regarding this bulletin or the TR6400 product line, please contact me at 210-248-6453.

### **Text of the letter that will be sent to customers:**

#### TRuepoint 6400 Last-Time-Buy Notification

Dear Valued Customer,

It is our policy to continuously improve our product offering by looking ahead and providing new solutions for our customers' changing demands. With the transition of networks to IP technology, Aviat Networks has recently introduced its new IP-based indoor radio and as a result is discontinuing the TRuepoint 6400. When it is determined that a product must be discontinued, Aviat Networks makes every commercially reasonable effort to:

- Provide 6 months notice so our customers can perform a needs assessment, obtain budget authorization, and place orders for spares before the Last-Time-Buy end date
- Offer new products that are compatible with the products being discontinued to protect your radio network and Element/Network Management investment
- Deliver Repair and Return (R&R) support for 10 years after the Last-Time-Buy date, i.e., up to December 31, 2020
- Make available Synergy Extended Warranty support during the 10 years after Last-Time-Buy date. This service includes Repair and Return (30 day turnaround) as well as Technical Support during normal business hours.

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**This letter is to inform you that effective July 2, 2010 the TRuepoint 6400 product line will enter a Last-Time-Buy period which ends on December 31, 2010.**

**Effective December 31, 2010, the product will be reclassified as “Maintenance Only (MO).”**

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Aviat Networks' replacement for the TRuepoint 6400 is the IRU600 and the Eclipse 300HP. Both the IRU600 and 300HP are part of the same platform, giving you the added benefit of using a common signal processing unit (INU/INUe) while reducing your sparing cost, operating expenses and training cost. The Eclipse family offers in a single platform a field-proven *Mixed Mode* approach supporting Native TDM and Native Ethernet providing a simple migration path to an *All-IP* network design. Eclipse's unique, industry-leading IP offering provides you with a cutting-edge IP solution for today's IP needs, and it protects your investment by providing the lowest possible migration cost when the time comes to migrate your TDM network to All-IP.

If you desire to purchase TRuepoint 6400 spares or require additional information, please contact your Aviat Networks Sales Representative. (\*\**We will fill in specific customer/Territory Manager information here*\*\*)

Or you can visit one of the following:

Our Technical Assistance Center at 1-800-227-8332/1-210-561-7400/Fax 1-210-561-7399 or <http://www.support.aviatnetworks.com/>

Our Web Site at <http://www.aviatnetworks.com>

If this notification has been sent to you in error, please forward this letter to the person responsible for the operation and maintenance of your radio network immediately so they can take timely action.

Sincerely,

Jessica R. Snow

Product Line Manager – Transport Products

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**Jessica Snow**

Product Line Manager

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