

1 Further to P.U.B. 18, in reference to the Company's network infrastructure:  
2

3 Q. Please provide evidence from the manufacturer that vendor support for the  
4 Motorola 6520 "is diminished".  
5

6 A. Attachment A is a notice from the vendor of the Motorola 6520, also known as the  
7 Vanguard 6520, regarding the manufacturer's intention to discontinue the product.  
8

9 The last paragraph on page 2 of Attachment A, entitled *Vanguard 6520 End-of-Life*  
10 *Notice*, alerts users to the fact that the product will no longer be produced, and refers  
11 users to further particulars contained elsewhere in the document.  
12

13 Specific details of the phase out program for the 6520 are detailed on page 3 of  
14 Attachment A. Under the heading *Phase Out Program Timetable – Vanguard 6520*, the  
15 document indicates that the last shipment date for the product was November 30, 2000.  
16

17 The immediately following section of Attachment A indicates that there is no program to  
18 refurbish or to supply refurbished units.  
19

20 The section on page 3 of Attachment A entitled *Service Support Of Install Base* indicates  
21 that all product support terminates on November 30, 2005.

**PRODUCT BULLETIN: #36/00-JM**

---

**SUBJECT:   Networking Products Consolidation****DATE: June 1, 2000****TO:           US Field Personnel  
              Intl. Marketing Directors****FROM: James Maclean**

---

**Networking Products Consolidation Bulletin for  
6500 Plus, Modulus 9, Vanguard 200 and 305**

Since the introduction of one of the world's first statistical multiplexers, Motorola has been recognized for bringing innovative networking products to market. Motorola brought to market the 6500 Plus followed by the introduction of the Vanguard 6520 as early entries to the frame relay networking. The addition of voice to the IP routing capabilities and legacy serial support made the 6520 one of the first true Multiservice routers in the marketplace.

Motorola has continued its innovative development of networking products with the 6400 series. These next generation Multiservice routers are faster, higher performing and more full-featured than the 6520 or 6500 plus platforms. The 6400 series also outperforms the older Vanguard 200 and 305 models. Therefore, the following actions will be taken:

Per the Portfolio Consolidation Bulletin (#33/00):

- the 6500 Plus and Modulus 9 bundles will be discontinued; complete line still available for ala carte ordering
  - the Vanguard 200 will be discontinued
  - the Vanguard 305 will be discontinued
  - the Vanguard 6520 will be discontinued
- 

**6500 Plus Frame Concentrator and Modulus 9 ala carte Ordering:**

Since its introduction in 1986, the 6500 Plus and Modulus nest have been a very successful product that gained wide acceptance throughout the world. Testimony to its success is the fact that 14 years later there is still a consistent demand for the product in some very specialized applications. In recent times, the ordering trend for the 6500 Plus has been almost exclusively ala carte with no activity on the bundled product codes. Therefore, the 6500 Plus Regional Concentrator bundles, Optional CPU cards, and

**MOTOROLA CONFIDENTIAL PROPRIETARY**

---

Modulus 9 bundles are being discontinued. These product codes represent specific 6500 Plus hardware bundles for serial Frame Relay, X.25 and Asynchronous PAD applications. See spreadsheet #2, Networking Products Consolidation, for affected product codes.

*The various components - 6500 Plus CPU cards, Modulus nests & backplanes etc. - that comprise these bundles are still orderable on an ala carte basis.*

---

#### **Vanguard 200 End-of-Life Notice**

As more and more customers convert to IP based applications, the demand for products that support serial only protocols has been steadily decreasing. This is certainly the case for the Vanguard 200. Therefore, this bulletin will serve as an end-of-life notice for the Vanguard 200. See below for the phase out timetable and spreadsheet #2, Networking Products Consolidation, for affected product codes.

As the functionality of Vanguard 200 is totally replaced by other Vanguard products, the phase out will be immediate. The Vanguard 100 or 320 can be substituted if 3 or less ports are required and the Vanguard 6435 can be utilized if more ports are needed. The benefit of substituting the Vanguard 320 or 6435 is that they support IP routing and voice thereby protecting the customer's investment in Vanguard products.

---

#### **Vanguard 305 End-of-Life Notice:**

When introduced, the deterministic nature of Token Ring was deemed to be a major benefit over Ethernet LAN implementations, however, Ethernet has completely eclipsed Token Ring. Consequently demand for smaller access products like the Vanguard 305 has diminished to the point of non-existence. Therefore, this bulletin will serve as an end-of-life notice for the Vanguard 305. See below for the phase out timetable and spreadsheet #2, Networking Products Consolidation, for affected product codes.

*The Token Ring option card for the Vanguard 6560 and 6455 will continue to be available.*

---

#### **Vanguard 6520 End-of-Life Notice:**

When first introduced, the Vanguard 6520 provided unsurpassed port density and performance. But the technology advances of the Vanguard 6400 series provides stronger feature sets and higher performance levels needed to meet our customers current and future demands. This bulletin will serve as an end-of-life notice for the Vanguard 6520. See below for the phase out timetable and spreadsheet #2, Networking Products Consolidation, for affected product codes.

## PHASE OUT PROGRAM TIMETABLE

The timetable for this phase out program involves product last-time-buy-date and last-time-ship-date. The last-time-buy-date is the last date a product order will be accepted. The last-time-ship-date is the latest date product will be shipped from the factory.

Once placed, last-time-buy-orders cannot be canceled, no stock rotation privileges.

### **6500 Plus Frame Concentrators, Modulus 9, Vanguard 200 & 305**

- \* Last-time-buy-date - June 9, 2000
- \* Product Codes/Pricing removed from Price Book and Designer - July 5, 2000
- \* Last-time-ship-date - June 30, 2000

### **Vanguard 6520**

- \* Last-time-buy-date - August 31, 2000
- \* Product Codes/Pricing removed from Price Book and Designer - September 5, 2000
- \* Last-time-ship-date - November 30, 2000

If you have customer commitments beyond June 30 or November 30 respectively, **please notify** Jim Maclean at (905) 507-7365, [jim.maclean@motorola.com](mailto:jim.maclean@motorola.com)

## **NO REFURBISHED OR ETN PROGRAM OFFERED**

There are no plans for the implementation of an ETN or refurbished program.

## **SERVICE SUPPORT OF INSTALL BASE**

Support of the installed base of the product detailed in this bulletin will continue for a period of 5 years after last ship date. If units fail in the field during this support period, Motorola will support installed units with the same unit or one of equivalent functionality. The support period ends June 30, 2005 for the 6500 Plus & Modulus 9 bundles, Vanguard 200 & 305 and November 30, 2005 for the Vanguard 6520.

For any existing service contract that provides support beyond June 30 and November respectively, 2005, please contact Customer Service, *Contract Administration*, (508) 261-4000.

## New Service Contract Sales Policy

The final date for a NEW service contract sale is:

<b>6500 Plus Modulus 9</b>	<b>Vanguard 200/305</b>	<b>Vanguard 6520</b>
7/31/00	7/31/00	11/30/00

It is recommended that NEW service contracts do not extend beyond one (1) year. Contracts for periods longer than one (1) year require Service management approval prior to quote to customer.

## Service Contract Renewal Policy

Service contract renewals for the products listed in this bulletin will be available in one year increments up to and including the dates listed in the following table. After which, Motorola will consider requests for maintenance agreements on a case by case basis dependent on spares availability and the level of support available for the product.

<b>6500 Plus Modulus 9</b>	<b>Vanguard 200/305</b>	<b>Vanguard 6520</b>
7/31/04	7/31/04	11/30/04

## MAJOR MILESTONE SUMMARY

<b>Milestone</b>	<b>6500 + Mod. 9</b>	<b>Vanguard 200&amp; 305</b>	<b>Vanguard 6520</b>
Field Notification	6/1/00	6/1/00	6/1/00
Final Booking Date	6/9/00	6/9/00	8/31/00
Removed from Price Book/Designer	7/5/00	7/5/00	9/5/00
Final Delivery Date	6/30/00	6/30/00	11/30/00
Final New Service Contract Date	7/31/00	7/31/00	11/30/00
Final Renewal Service Contract Date	7/31/04	7/31/04	11/30/04
Final Equipment Return & Repair Support Date	6/30/05	6/30/05	11/30/05
Final Customer Service Support Date	6/30/05	6/30/05	11/30/05

### Contact:

**James Maclean**

**Product Line Manager**

**(905) 507-7365**

**email:** [jim.maclean@motorola.com](mailto:jim.maclean@motorola.com)

\*\*\*\*\*End PB #036/00-JM\*\*\*\*\*

**MOTOROLA CONFIDENTIAL PROPRIETARY**

---