



Global Products Group Product Marketing Bulletin

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Division: Mobile Computing

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| General Information | <input checked="" type="checkbox"/> The Americas <input checked="" type="checkbox"/> EMEA <input checked="" type="checkbox"/> Asia Pacific | <input checked="" type="checkbox"/> Associates <input checked="" type="checkbox"/> Associates and Partners |

Subject: PDT31xx End of Sale Milestones

The Purpose of this Product Marketing Bulletin is to announce the remaining milestones associated with the End of Sale for the PDT31xx product families (Phase 2 configurations) and accessories. These milestones include:

- Q3 List Price Increase
- Last Book Date for all active configurations and accessories 12/15/05
- Last Ship Date for all active configurations and accessories 5/31/06

Overview

The DOS to CE Transition

Over the last 5 years, this industry has seen the migration in operating systems from DOS based to Windows CE and Windows Mobile. In the late 1990's over 80% of shipments in the industry were DOS based. In 2004, the shipments in the industry were of a much lower percentage of DOS as shipments in CE.Net and Windows Mobile continued to grow. At Symbol Technologies Inc., we exited 2004 with approximately 20% shipments in DOS based products while over 65% of our shipments were based on Windows CE.NET and Windows Mobile. In 5 years, the combined shipments in CE.Net and Windows Mobile have overtaken and are more than triple the volume of shipments in DOS products.

The decrease in demand for Symbol's DOS based mobile computers and component end of life issues have forced Symbol to announce the PDT31xx End of Sale via this PMB.

Q3 List Price Increases

The manufacturing volume decline of these product families has resulted in an increase in component and operational costs. Effective July 1st, 2005, the list price on all remaining active configurations and accessories listed will increase by 15%. This 15% increase in Q3 will be calculated based on the new list prices to be published on 4/18/05 (Symbol Global Pricing Initiative).

Current Active (Phase 2) PDT31xx Configurations

| | <i>Part Number</i> | <i>Description</i> |
|---------|-------------------------|---|
| PDT31xx | PDT3100-SE423000 | PDT: BAT, SE12-HP, 4L, 2.2MB, 35KY |
| | PDT3100-SE463000 | PDT: BAT, SE12-HP, 4L, 640KB, 35KY |
| | PDT3100-SE464000 | PDT: BAT, SE12-HP, 4L, 640KB, 46KY |
| | PDT3100-SE823000 | PDT: BAT, SE12-HP, 8L, 2.2MB, 35KY |
| | PDT3100-SE824000 | PDT: BAT, SE12-HP, 8L, 2.2MB, 46KY |
| | PDT3100-SE863000 | PDT: BAT, SE12-HP, 8L, 640KB, 35KY |
| | PDT3100-SE8H3000 | PDT: BAT, SE12-HP, 8L, 7.6MB,35KY |
| | PDT3146-SE8630EU | PDT: 11MB, SE12-HP, 8L, 640KB, 35KY, EU |
| | PDT3146-SE8630US | PDT: 11MB, SE12-HP, 8L, 640KB, 35KY, US |
| | PDT3146-SE8640EU | PDT: 11MB, SE12-HP, 8L, 640KB, 46KY, EU |
| | PDT3146-SE8640US | PDT: 11MB, SE12-HP, 8L, 640KB, 46KY, US |

Current Active PDT31xx Accessories

| Family | Part Number | Description |
|---------------|--------------------|--|
| PDT31XX | CRD3100-100I | Cradle Single Slot w Intl PS |
| | CRD3100-100U | Cradle Single Slot w US PS |
| | CRD3100-1T2I | Cradle Single Slot w Australian PS |
| | CRD3100-1Y00 | Cradle Single Slot w IM8 modem Euro |
| | CRD3100-1Z00 | Cradle Single Slot w IM8 modem US, no PS |
| | CRD3100-1Z0U | Cradle Single Slot w IM8 modem US |
| | CRD3100-400I | Cradle 4 Slot w/ Intl PS |
| | CRD3100-400U | Cradle 4 Slot w/ US PS |
| | 11-11426-01 | Holster |
| | 21-32665-04 | Adapter UBC2000 |
| | 3115-000 | Com/Charging Adapter |
| | 50-16000-219 | UK AC Line Cord |
| | 59915-00-00 | 110v PS |
| | 60507-00-00 | Intl PS |
| | 25-12178-01 | Cable 9 volt |
| | 25-19297-01 | Null Modem Cable 25M > 25F |
| | 25-19299-01 | Null Modem Cable 25M > 9F |

Timeline for PDT31xx Terminals and associated Accessories

| <u>Event</u> | <u>Date</u> |
|--|--------------|
| Q3 List Price Increase (Terminals & Accessories) | July 1, '05 |
| Last Book Date (Terminals & Accessories) | Dec. 15, '05 |
| Service End Date | May 31, '11* |

*Service and Support

Symbol Technologies, Inc. will provide service and support for products manufactured by Symbol for a period of five (5) years, commencing on the last day of the product's final shipment.

Symbol will make reasonable, commercial attempts to continue to repair products beyond the five-year period at Symbol's option:

- To meet contract commitments
- Where a significant commercial requirement is identified
- Where Symbol judges that there is sufficient commercial reason to warrant continuance of repair and support

Should technology used in the product become discontinued, obsolete, or no longer available in the public domain, making parts or assemblies no longer available for these reasons, Symbol at its discretion will evaluate the impact and if significant, consider the feasibility and economics of a design change to enable continued repair.

The EOSL (End of Service Life) period may be changed at Symbol's sole discretion.

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