

## Product Change Announcement

As further testament to the strong partnership between Havis and Panasonic, a new Toughbook Testing agreement is being announced that more clearly defines the program. As a result of this agreement two significant product changes will be taking place:

- 1) Effective September 1, 2009, **Havis will be changing all Panasonic docking station part numbers** to a new scheme which does not use the "CF-" nomenclature used by Panasonic. This request was made by the Panasonic PCSC marketing department to reduce any potential brand confusion. See details below.
- 2) Effective October 1, 2009, **Havis will only offer the Ledco DS-CFX2-P (new P/N # DS-PAN-101) for the Panasonic CF30 Laptop**. This industry leading design provides the lightest, strongest, and smallest footprint in the marketplace, which has made it the number one docking station for mobile applications.

For all homogenous fleets of Panasonic CF30 laptops, the DS-CFX2-P (new Part DS-PAN-101) series of docking stations will be offered. For heterogeneous fleets, comprised of a mix of CF28, CF29 and CF30 Panasonic laptops, Havis will continue to offer the Ledco DS-CFX2-Legacy (new P/N DS-PAN-102) but will require authorization from Panasonic. Both Panasonic and Havis believe this program will ensure customers get the best possible solution for their needs. Should you have any questions, please do not hesitate to contact a Havis sales representative today. Visit [www.havis.com/panasonic](http://www.havis.com/panasonic) for the Legacy Docking Application.

### Key Differentiators of the CFX2-P (new P/N DS-PAN-101)

**Strength to Weight** – By using the right materials, including aircraft aluminum, high-strength steel and composite materials in the right places an incredibly strong docking station is crash tested to Automotive OEM crash test standards to prevent laptop ejection, this is achieved with the lightest weight unit in the market.

**Footprint** – By minimizing material waste and optimizing through superior engineering techniques, the DS-CFX2-P (new Part DS-PAN-101) docking station is not only the strongest and lightest in the market, but it also has the smallest footprint, which helps prevent further crowding of your mobile workspace.

**Validation** – While certification requires a number of tests, Havis is the only docking manufacturer that validates to Automotive OEM standards, including Hot and Cold testing, Electro-Magnetic Interference testing and crash testing – all of which provides peace of mind that your mobile office won't be closed due to the docking station.

**Mobile Workspace** – Not only does the DS-CFX2-P (new Part DS-PAN-101) have a full line of accessories, including a screen stiffener, keyboard light and power supplies – it also is designed to attach to Havis' complete line of consoles, passenger seat mounts and trunk trays – allowing you to create the best possible mobile environment.

## Part Number Changeover effective 9-1-2009

Product Group	New Product ID	Old Product ID	Description	
DS-PAN-100	DS-PAN-101	DS-CFX2-P	CF30 Docking Station	
	DS-PAN-101-1	DS-CFX2-P-HGS	CF30 Docking Station w/ Single RF	
	DS-PAN-101-2	DS-CFX2-P-HGD	CF30 Docking Station w/ Dual RF	
DS-PAN-102	DS-PAN-102	DS-CFX2-Legacy	CF28/29/30 Docking Station	
	DS-PAN-102-1	DS-CFX2-Legacy-HGS	CF28/29/30 Docking Station w/ Single RF	
	DS-PAN-102-2	DS-CFX2-Legacy-HGD	CF28/29/30 Docking Station w/ Dual RF	
DS-PAN-103	DS-PAN-103	DS-CFX2-ND	CF28/29/30 Cradle with no electronics	
	DS-PAN-200	DS-PAN-201	DS-CF19	CF18/19 Docking Station
	DS-PAN-201-2	DS-CF19-HGD	CF18/19 Docking Station w/ Dual RF	
DS-PAN-202	DS-PAN-202	DS-CF19-ND	CF18/19 Cradle with no electronics	
	DS-PAN-300	DS-PAN-301	DS-CFU1	CFU1 Docking Station
	DS-PAN-301-2	DS-CFU1-HGD	CFU1 Docking Station w/ Dual RF	
DS-PAN-302	DS-PAN-302	DS-CFU1-CDL	CFU1 Cradle with no electronics	

### Question and Answers

#### On-Board Power

**Q:** Is on board power still available?

**A:** The DS-CFX2-P (new Part # DS-PAN-101) does not have on-board power, but an integrated power supply option will be available in the near future.

**Q:** My application requires integrated power, can I buy the DS-PAN-102 (new Part # DS-CFX2-Legacy)?

**A:** The DS-CFX2-Legacy (new Part # DS-PAN-102) is designed to provide on-board power, but is intended for customers that have a mix of CF28, CF29, or CF30 laptops deployed, since the DS-CFX2-P (new Part # DS-PAN-101) is only compatible with the CF30 laptop. If you qualify for this situation, please work with your sales rep to submit an approval form to Panasonic.

#### Front vs. Rear Connectivity

**Q:** I prefer rear connectivity, which solution can I use?

**A:** Rear connectivity is only available on the DS-PAN-102 (new Part # DS-CFX2-Legacy) docking but is intended for customers that have a mix of CF28, CF29, or CF30 laptops deployed. If you qualify for this situation, please work with your sales rep to submit an approval form to Panasonic. Under the guidelines of the new Toughbook approval rear connectivity is not currently available for homogenous CF30 laptop fleets.

#### Existing Product Warranty

**Q:** Are existing Ledco products voiding the Panasonic warranty?

**A:** No. This change does not affect existing warranties. This change is being required of all Toughbook approved docking vendors by Panasonic.

#### Quality Problems

**Q:** Did a quality issue cause this?

**A:** No. This change is being required of all Toughbook approved docking vendors by Panasonic.

**Q:** Is there a quality differences between the DS-CFX2-P (new Part # DS-PAN-101) and the DS-CFX2-Legacy (new Part # DS-PAN-102)?

**A:** No. With tens of thousands of deployed units, there has been no discernible difference in failure rates. Havis prides itself in having best-in-class warranty numbers as part of its continued commitment to maximizing productivity through quality design.