



Shaping the Future of Computer-Based I/O™

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To: Whom it may concern

Date: March 11, 2019

Regarding: DoD's Modular Open Systems Approach (MOSA)

From: Bob Judd, Director of Business Development

MOSA is a DoD acquisition strategy designed to take advantage of open standards and support modular, loosely coupled, highly cohesive system structures. Primary benefits of MOSA include:

- Increased Interoperability
- Enhanced Competition
- Simplification and Facilitation of Technology Refreshes
- Increased Innovation
- Cost Savings / Cost Avoidance

UEI is well positioned to help the DoD and its vendors implement MOSA style programs. Some of the key advantages UEI provides in a MOSA environment include:

**Reduced Life-Cycle costs:**

UEI's product prices are highly competitive. However, UEI truly differentiates itself from a cost point of view by largely eliminating the costs frequently associated with life-cycle management. UEI offers a 10-year availability guarantee on its products. This 10-year is a rolling minimum. The rolling nature of the guarantee means UEI will continue to supply a product for 10 years from the date of announcing it as going EOL. Most UEI products are expected to be available for 15 and even 20 years. We still manufacture ISA board I/O boards designed in the 1980s.

All UEI products are supported by a single easy-to-use API. This greatly simplifies development based on UEI as well as support of UEI products in the future. This saves customers time and money. Though not its primary benefit, the single API also greatly simplifies the integration of the UEI software with other vendors code as there is only one UEI API that ever needs to be integrated.

UEI also offers a product escrow agreement to ensure product availability. For a small fee to cover expenses, UEI will place all intellectual property required to build UEI products in an escrow account. Should UEI ever fail to deliver the product required, the escrow IP will be released. This information can then be provided to any capable contract manufacturer who could then build the product as required.

**Reduced Reliance on Single-Source Vendors:**

The primary risk with single-source vendors is the potential of end-of-life issues with products and support. As described above, UEI offers its 10-year minimum availability guarantee. UEI also offers a standard 3-year warranty, and typical in-house turnaround of repairs is two weeks.

**Shortened Program Acquisition Timeline:**

UEI is a COTS vendor. Standard order turnaround is two weeks or less.

**Ability to Add or Modify Functionality at a Future Time:**

UEI's products are modular and easy to update. There are currently over 85 different I/O boards. It is very uncommon for an application to require something not already available as COTS. In these cases, UEI is also available to build custom functionality for customers. Depending on the scope of the product there may or may not be NRE required, but as a COTS supplier, UEI does not look at NRE as a profit center. We want to sell hardware. We charge NRE to simply cover our costs. Also, products developed for customers become COTS products and are automatically covered by all UEI guarantees and warranties. In addition, the UEI backplane/bus architecture is an open standard. UEI will share the details of the bus with DoD customers who wish to create their own I/O boards for our chassis.

UEI's products are Ethernet based. Should an application require a product UEI cannot supply, our customers can select alternate functionality from a huge assortment of other I/O companies offering Ethernet connectivity. Our Ethernet usage is fully compliant with the 802.3 standard and can reside on a network with any other compliant equipment.

**Ability to Update and Maintain Existing Equipment:**

UEI's technical support service is available at no charge for all customers, regardless of system age. Software updates and upgrades are available on our web site free of charge. All UEI software licenses run in perpetuity. You will never have to buy an update on UEI software you already own. Your UEI application will never shut down because a license expired.

**Ability to Take Advantage of New Technology:**

UEI maintains a highly active product development group. As new technologies are made available, these are incorporated into UEI products. This effort not only adds new capabilities, but also allows UEI to maintain or reduce prices and concurrently allows products that are smaller, lighter and use less power (SWaP).

If you would like to learn more about UEI's abilities in regards to MOSA, need clarification on any of this information or would like to explore any other related topic, please do not hesitate to contact me, or anyone in our sales team.

Best regards,



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