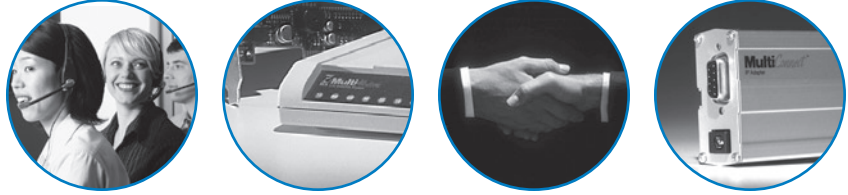


# oemRight!



Multi-Tech's OEM sales program is designed to provide you with a Multi-Tech solution that exceeds your expectations on quality and reliability. Our goal is to deliver a positive customer experience as you develop and bring to market a product that includes our technology.

## Value Proposition

Multi-Tech's success is based on long-term customer relationships. Working together, we promise to deliver to you the following OEM value proposition:

### Turnkey Device Networking

Multi-Tech's device networking solutions are complete, ready-to-integrate products that allow you to utilize one design project with flexible connectivity options providing a seamless migration path to future technologies.

### Quick-to-Market Solutions

Multi-Tech's turnkey device networking solutions allow you to enhance your product while you focus on developing your product's core features, accelerating your time-to-market and giving you an edge on your competition.

### Global Approvals

Multi-Tech's years of experience and superior global modem technology will completely relieve you of the expense and burden of the telecom certification process. For more details see our [oemRight! Globalization Guide](#).

### Inventory Management

Multi-Tech eases your concerns regarding inventory management by providing on-time product delivery based on your forecast. And, with our turnkey global solutions, you avoid multiple "ship to" and reduce cost of inventory by managing only one part versus many components.

### Manufactured in Minnesota, USA

Multi-Tech products are made right here in our Minnesota-based, USA facility. Our high volume manufacturing facility utilizes US and non-US content, lead-free electronics (RoHS directive), includes full PCB assembly and testing, and is ISO 9001:2000 certified.

### Leadership Partner

Multi-Tech is a leading global provider of device networking solutions. Our established modem design and manufacturing experience has set a new standard in quality, delivering to you a proven, broad portfolio of external and embedded device networking solutions.

## oemRight! Products

Multi-Tech has taken modem connectivity to a new level. Introducing our new line of device networking solutions. This comprehensive product line includes our familiar MultiModem® modems as well as a new generation of cellular wireless modems and device servers. These device networking solutions connect virtually any serial device to the Internet or IP network for remote monitoring, control and configuration. Whether you want to connect via analog or ISDN dial-up, cellular wireless, Bluetooth® wireless, or Ethernet we have a solution. Multi-Tech makes device networking both easy and affordable.



### External Wireless Modems

**MultiModem® EDGE:** Quad-Band EDGE Class 10 modem ideal for highly data-intensive applications. Available interface options include RS-232, USB, Bluetooth® and Ethernet as well as GPS capabilities.

**MultiModem® GPRS:** GSM/GPRS Class 10 Modem. Available interface options include RS-232, USB, Bluetooth® and Ethernet as well as GPS capabilities.

**MultiModem® CDMA:** 800/1900 MHz CDMA modem. Available interface options include RS-232, USB, Bluetooth® and Ethernet as well as GPS capabilities.



### External Modems

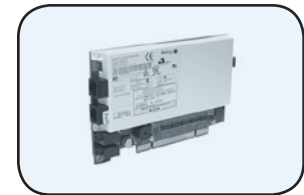
**MultiModem® II:** Mission-critical corporate data/fax modems (sync or async interface) for communication over a dial-up, 2-wire leased, or 4-wire leased phone line.

**MultiModem® ZBA:** Desktop data/fax modems (serial or USB) for business communication over a dial-up or 2-wire leased phone line.

**MultiModem® ZDX:** Basic desktop data/fax modems (some models support voice) for communication over a dial-up phone line.

### Internal Modem

**MultiModem® ZPX:** PCI-bus data/fax modem for global business communications. It utilizes an internal processor to enhance performance and data throughput.



### External Device Servers

**MultiConnect™ SE:** A complete, ready-to-deploy, serial-to-Ethernet device server for IP connectivity.

**MultiConnect™ SS:** A serial-to-serial device server that enables installed serial devices to connect to the Internet via dial-up or wireless modems.

To further define and customize the program to fit your needs, we've developed three levels for which you can participate:

## Standard Program

With this program, you are taking our standard product and integrating the technology into your system solution.

### Benefits:

- Product evaluation unit available, free of charge, for 60 days, for pre-qualification
- Dedicated point of contact for sales and technical support
- Compliance documentation kit
- Two, five and ten-year warranties available (depending on product)
- Standard repair policy
- Joint marketing efforts including: press releases, application stories, demo exchange, trade show participation

### Requirements:

- Business level commitment

## Modified Program

With this program, you are modifying an existing standard product to provide a small degree of customized features.

### Benefits:

All of the benefits in the Standard Program, plus:

- Modified firmware/software default settings
- Advanced notification of product changes
- Modified features added or removed
- Modified documentation
- Modified package labeling including bar code, date code, artwork, serialization
- Agency certification management including product safety, electromagnetic compatibility, telecom approvals, and other certifications as required

### Requirements:

Includes all of the requirements in the Standard Program, plus:

- Set-up fees apply based on the level of customization
- Statement of Work agreement to provide specifications
- Rolling six-month forecast

## Custom Engineering Design Program

With this program, we will work with you to custom design a product configuration based on our modem technologies and your design specifications.

### Benefits:

All of the benefits of the Standard and Modified Program, plus:

- Custom engineering design specification
- Custom hardware build
- One-year hardware warranty
- Certification requirements

### Requirements:

Includes all of the requirements in the Standard Program and Modified Program, plus:

- Non-recurring Engineering (NRE) fee schedule

## Summary of oemRight! Programs

Benefits	Standard Program	Modified Program	Custom Design Program
Free product evaluation	X	X	
Dedicated point of contact	X	X	X
Advanced notification of product changes		X	X
Compliance documentation kit	X	X	X
Custom packaging		X	X
Standard product warranty	X	X	1 year
Standard repair policy	X	X	X
Joint marketing	X	X	X
Modified firmware/software default settings		X	custom
Modified features		X	custom
Modified documentation		X	custom
Modified package labeling		X	custom
Certification management (if required)		X	X
Private labeling (if desired)		X	X
Custom engineering design specification			X
Custom hardware build			X
Newsletter	X	X	X
<b>Qualifications</b>			
Business level commitment	X	X	X
Rolling six-month forecast		X	X
Set-up fees		X	X
Statement of Work agreement		X	X
NRE Fee Schedule			X

## Our Experience

Since 1970, Multi-Tech has been inventing, designing and building data communications solutions. Today, Multi-Tech delivers the most reliable modems on the market, and we continue to leverage our expertise in data and voice technology to innovate simple and reliable Internet access and telephony solutions.

## Put Us to Work for You!

Once you've determined which program makes the most sense for your system configuration, give us a call at 1-888-288-5470 (U.S.A. and Canada) or 763-785-3500. Together, we will build a Multi-Tech solution that meets your technology needs.

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