## NEW PRODUCT INTRODUCTION PLAN

FOR MATURE PRODUCTS (19-31 week total project lead time)



| Process         Preproduction         Prototype Run         Prototype Review         Pilot Run         Pilot Run Review         Production Run           CUSTOMER<br>Provide<br>quatation<br>package to ALI<br>- BOMs<br>- CGB files<br>- Schematics<br>- Samples<br>- Schematics<br>- Samples         CUSTOMER<br>Provide<br>prototype<br>run,         -<  | 1-2 weeks   | 2-3 weeks                              | 4-6 weeks   | 2-4 weeks  | 4-6 weeks   | 2-4 weeks  | 4-6 weeks                                  |
|---|---|--|---|--|---|--|--|
| Provide<br>quatation<br>package to AAL<br>package to AAL<br>Po for<br>prototype<br>run.       Provide<br>PO for<br>prototype<br>run.       Provide<br>PO for<br>prototype<br>run.       - Ensure prototype units<br>work as planned.       - Validate product quality.         - BOMs<br>- POS files<br>- Assembly<br>drawings<br>- Samples<br>- Differ<br>requested<br>projects.       AAI       - AAI         - Outle<br>requested<br>projects.       - Build prototype plan (estimated at<br>10 units).       - Mail<br>- Build prototype units work as planned.       - Mail<br>- Make any necessary adjustments from<br>the prototype build.       - Production begins upon customer request.         - Differ<br>requested<br>projects.       - Build prototype units work as planned.       - Build prototype units work as planned.       - Waika any necessary adjustments from<br>the prototype build.       - Production begins upon customer request.         - Units available to ship.       - Identify<br>& resolve<br>& review.       - Resolve any production issues.       - Validate product quality.       - Validate product quality.         - Units available to ship.       - Validate product quality.       - Validate product quality.       - Validate product quality.       - Units available to ship. | Process   | Preproduction                          | Prototype Run   | Prototype Review   | Pilot Run   | Pilot Run Review   | Production Run                             |
| issues.   | Provide<br>quotation<br>package to AAI.<br>- BOMs<br>- PCB files<br>- Assembly<br>drawings<br>- Schematics<br>- Samples<br>- S/N label<br>location<br>- Qu<br>re<br>pr<br>- Di<br>re<br>- Idi<br>& po | Provide<br>PO for<br>prototype<br>run. | <ul> <li>Build prototype plan (estimated at 10 units).</li> <li>Ensure prototype units work as planned.</li> <li>Review build quality.</li> </ul> | <ul> <li>Ensure prototype units<br/>work as planned.</li> <li>Review build quality.</li> </ul> | <ul> <li>Make any necessary adjustments from<br/>the prototype build.</li> <li>Build pilot run (estimated at 100 units).</li> <li>Validate pilot units work as planned.</li> <li>Validate product quality.</li> </ul> | <ul> <li>Validate pilot units work<br/>as planned.</li> <li>Validate product quality.</li> <li>Production sign off.</li> </ul> | - Production begins upon customer request. |

## CUSTOMER AND AAI

- Establish formal business relationship.
- Supplier agreement executed.
- Product program plans created and program plan execution begins.
- Material sourcing strategy defined.
- Develop quality plan.
- Test strategy defined.

## LIST OF ASSUMPTIONS

- AAI to panelize the PCSs and procure the bare PCBs to optimize the PCBs for AAI process efficiency.
- Customer supplied material used for the prototype and pilot runs to remover material delays.
- Customer supplied material used for lead times longer than assumed production start.
- Customer supplied test fixtures.
- Timeline based on customer response within allotted timeline.
- Regulatory compliant manufacturing site approval prior to production.
- See quotation page for additional information on assumptions.
- This timeline is for 1 to 10 SKU's.