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