



2021 Q3 Final Push Update

Global All-Hands
September 2, 2021



Agenda

News - Robert
Product Roadmaps - PMs
Operations Updates - Thane

What's Happening at Enconnex?

News



New hires

None in August

Big Wins!
Novva collocation new showcase facility in Utah
In Motion Hosting Racks
Wells Fargo - DefenseShield
Premier Technology - DefenseShield
City GG – cabinets, PDU, AC-6000
Faber – MTP-Pro connectivity



Notices

- Stage 2 ISO audit is 9/7 - BE READY!
- 2022 Pricebook updates 10/1
- Prabhu has moved to NL to cover the BeNeLux region



Heads Up!
Q4 is looking to be a good time to really get Training plans together into Odoo, as the eLearning system is ready to go. Think about anything that you'd like to see and talk to your manager.



PM and Engineering

Power - Roadmap

AC6000 next generation (no change from August)

- New battery selected for better safety factor and supply chain
- New controller design for much more features and space for future updates
- Expandable design for AC10K and for longer run battery
- Estimated Availability - Q3 2022
- Outsourcing some portions of the design to speed up the development

TAA PDU (no change from August)

- CSA selected for UL testing
- 10 models being developed to cover the wide range of North American circuits
- General availability Q1 2022

Power Cords (no change from August)

- Standard PVC available now
- TPE available in US now
- W-lock coming Q4 2021
- P-lock coming late Q3 2021

Real Device Testing - Roadmap

Fandoor for standard cabinets (no change from August)

- V5 to integrate the power cutoff switch into the door
- Estimated availability Q2 2022

DefenseShield 5G (no change from August)

- Covers to 40GHz (Ka band)
- Replaces existing standard design
- General availability Q4 2021

Connectivity - Roadmap

Reno manufacturing (no change from August)

- CAT6 / CAT6A patch cords
- September 2021

MPO patch cord option (no change from August)

- This is a cost effective version of MTP
- General availability Q3 2021

High-Speed Transceivers (no change from August)

- General availability - made to order NOW
- QSFP-DD supporting up to 400G

Mimic panels (no change from August)

- Under market study now

Fiber-to-the-home (FTTH) (revisiting this idea)

- Partial line will be offered (vs. requested)
- Logistic cost pending shipping design/demand
- EU team reviewing initial proposal, pending feedback.

Metal - Roadmap

Fully welded cabinet (no change from August)

- High static / dynamic loading (5000/4000 lbs)
- Seismic design to NEBS GR63, 1500 lbs
- General availability Q2 2022

Low cost cabinet for the Asia market (Update the request, to Integrated Cabinet)

- 4-post, w/ optional door, w/ optional side panels
- 3300 lbs load rating
- General availability Q2 2022

Accessories cleanup (no change from August)

- New standard shelves (EOL old designs)
- Universal standard cable management (EOL old designs)
- General availability Q1 2022

Containment (postponed 1 quarter from August)

- HAC/CAC marketing launch Q4 2021
- Control box and lighting system launch Q2 2022
- Automatic door with access system launch Q3 2022

EdgeRack - Roadmap

EdgeRack 5M (UPDATE)

- Re-launching with new marketing collateral Q3 2021
- New replacement design for EdgeRack 5M with optimized design and better supply chain.
- Start the design on October, plan to launch Q3 2022.

EdgeRack 3P

- New GUI verify in process
- Marketing launch end of Q3 2021
- General availability Q4 2021

Quiet EdgeRack (UPDATE)

- Further investigation showed it is difficult to meet the target 45 dBA.
- Just hold on the quiet version.

Industrial EdgeRack (UPDATE)

- Confirmed new platform, 800mm x 42U Cabinet, 7kW all-in-one Cooling, IP54.
- Start the design on September, plan to launch Q2 2022.

Operations

“To achieve great things, two things are needed:
a plan and not quite enough time.”

-Leonard Bernstein

ANNOUNCEMENTS

CODY JOHNSON has been promoted to LOGISTICS MANAGER!

SEAN BUCHANAN has been moved under Quality / Ishpreet!

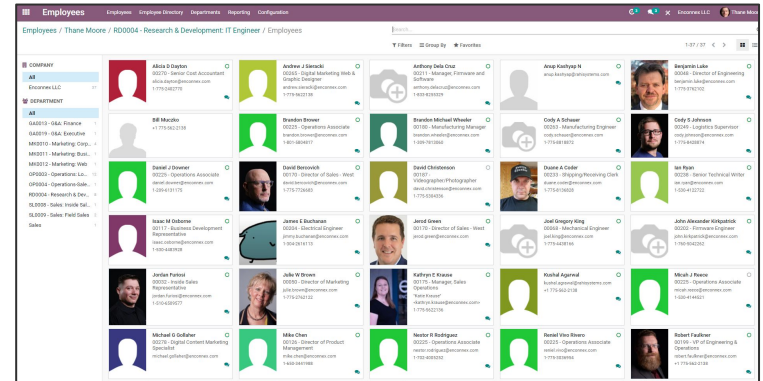
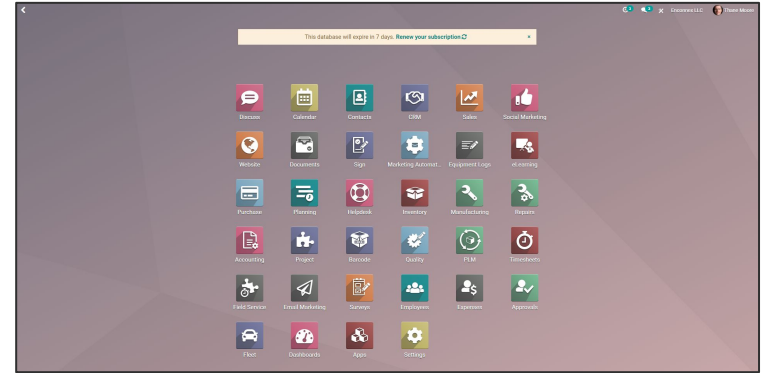


Great work guys!



ODOO UPDATES

- Main modules completed in Q2
- HR / Expense Reporting complete! (Rollout pending)
- Keep an eye out for department-based trainings in Odoo
- Massive accounting overhaul thanks to Alicia and Katie
- In process: Inventory overhaul



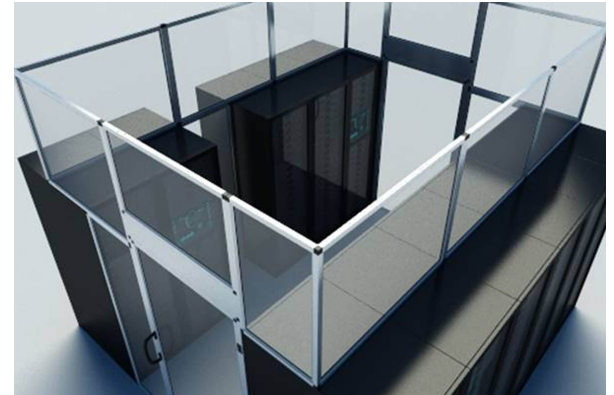
MANUFACTURING UPDATES

- **Google AV Project - Phase II**
 - Enconnex awarded more project responsibility
 - 100 cabinets
 - Materials coming in now
 - Target start is Sept. 19 (may be delayed due to material avail.)
- **Google AV Project - Phase III**
 - Currently in discussion
 - Could be 300 cabinets over 3 years!
- **AC6000 Production**
 - Building up remainder of inventory
 - Turning focus to new designs (currently in development)



MANUFACTURING UPDATES

- **Connectivity Production Line in Reno**
 - Ready to run in next few weeks
 - Copper network cables (CAT6, CAT6A)
 - Focus on small-batch, custom requests
 - Ramp up volume as we prove ourselves
 - Fully built and tested in-house
 - Customer benefit: speed to market
- **Containment**
 - Hot / cold aisle solutions
 - Pre-fabricated in-house
 - Test fit, packaged, shipped to customer
 - Customer benefit: Cost, quality, speed to market
- **Basic PDU Line - Still in planning**



GENERAL UPDATES

- Reno Warehouse

- AUDIT Prep

- ISO9000 Audits start next week! (Processes and documentation)
- Internal financial audits start Oct. 11 (Inventory and accounting)



- Scrapping and Recycling efforts in the warehouse

- Sheetmetal scrapping
- Electronic / Copper scrapping
- New dumpster efficiency program (Smash My Trash)



- Expansion options (new racking, more trailers, etc.)
- Space re-allocation

GENERAL UPDATES

- **Hayward Warehouse**

- Looking for a permanent Logistics specialist
- Space and inventory clean-up

- **Netherlands Warehouse**

- Finish racking and space allocation
- Build up stock for EMEA Sales
- Demo space for EU customers



- **Inventory Stocking Effort**

- Massive cable restock
- Large cabinet components order for Q3/Q4 ops
- EU - restocking effort for new warehouse

OPERATIONS DIRECTOR



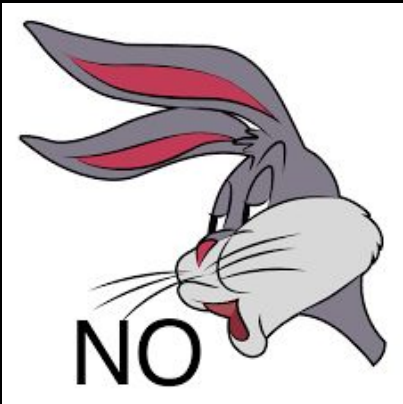
What my friends think I do



What my mom thinks I do



What society thinks I do



What Sales thinks I do



What I think I do



What I actually do

 ENCONNEX

Born to Innovate

Q & A



Born to Innovate

Thank You!