



Born to Innovate

2022 Q1 Mid-Point Update

Global All-Hands
February 10, 2022



Agenda

News - Robert
Product Roadmaps - PMs
Quality Topic - Robert
Q&A
Closing Comments

What's Happening at Enconnex?

News



New hires

Ike Xu - Logistics Specialist- Shanghai

Big Wins!

Oracle - more DefenseShield
Phoenix NAP - solid order of PDUs
Airbus - DefenseShield
Vantage DC - strong order of PDUs



Congratulations!

Ishpreet Sahani
Quality Manager

Heads Up!

US Presidents' Day on Feb 21



PM and Engineering

Power - Roadmap

AC6000 next generation (no change from January)

- 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 AC9000 and for longer run battery
- Estimated Availability - Q3 2022
- Outsourcing some portions of the design to speed up the development

TAA PDU (UPDATE - delayed)

- 3 models sent to CSA for UL testing
- 10 models being developed to cover the wide range of North American circuits
- **General availability Q2 2022**

Power Cords (no change from January)

Custom UPDU (NEW)

- **For Ali in China**
- **33xC19 and different pin configuration on the 7-pin universal connector**
- **Not expected for general release or use due to the customization**

Real Device Testing - Roadmap

Fandoor for standard cabinets (no change from January)

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

DefenseShield 5G (no change from January)

- Covers up to 40 GHz (Ka band)
- Replaces standard design (covers up to 10 GHz)
- Available for sale now (Marking launch in Q1 2022)

Mini Shield box (no change from January)

- 6U, 12U available for sale now (Marking launch in Q1 2022)
- 9U and 13U available Q1 2022

Wall-Mount Shield box (no change from January)

- 7U usable space
- Small footprint, perfect for protect distributed systems in office environments
- Under development Estimated availability Q2 2022

Connectivity - Roadmap

Reno Manufacturing

- Most standard CAT6/6A spec's available
- Reno team reviewing bundling requirements and customer samples
- More raw material in transit

High-Speed Transceivers

- QSFP-DD transceivers (400G) in mass production
 - Under a tier one customer qualification
- 100G CWDM and DR1 also available
- DAC and AOC also customizable to accommodate higher speeds

Fiber-to-the-home (FTTH)

- Re-assessing FTTH business strategy

Pricing adjustment

- EU pricing adjustment in progress

Metal - Roadmap

Fully welded cabinet

- High static / dynamic loading (5000/4000 lbs)
- Seismic design to NEBS GR63, 1500 lbs, First round test in Q1.
- Paypal cabinet release and launch for the region out of US. General availability Q2 2022
- US region supports customize, no standard offer.

Accessories

- Standard fix and sliding shelves (In verification stage, Launch in Q1)
- Universal standard cable management (In verification stage, Launch in Q1)
- Cable management Loop (In verification stage, Launch in Q1)
- iHandle PDU version in Feb. Universal version in March.
- Cable management rack (Launch in Q3 2022)
- Side Panel with Cutout + Brush (Launch in Q2 2022)

Containment

- Automatic door with access system launch Q3 2022
- Swing door Q2 2022
- Configuration Tool start to research in Q1 2022

Metal - Roadmap

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Apple FW

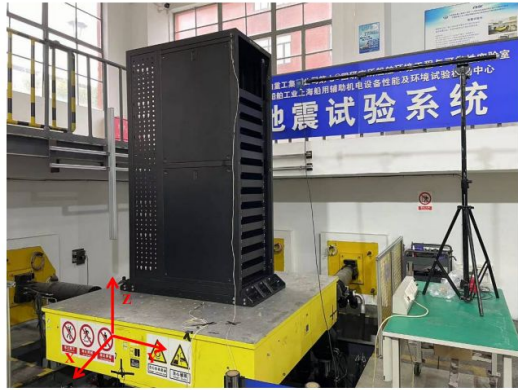


Fig.1 During the test

NEBS GR63 Zone 4. Cabinet weight 208KG, Loading 772KG (1700Lbs).
The maximum deflection along side-to-side axis is 40.5mm; along front-to-back axis is 25.4mm, accords with the requirement of less than 75mm in test criteria. The conclusion is pass.



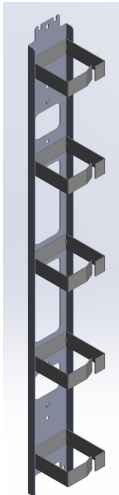
Paypal FW



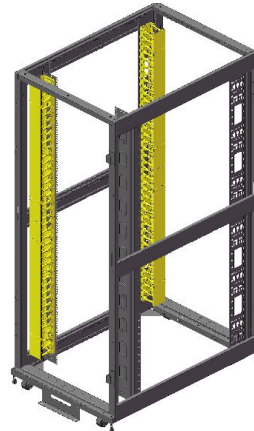
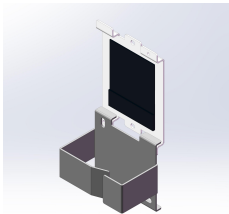
Metal - Roadmap

Accessories

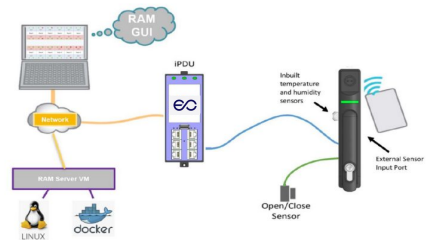
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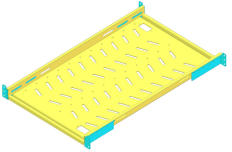
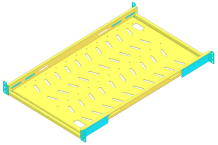
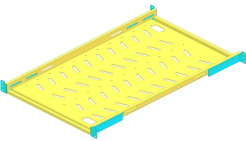
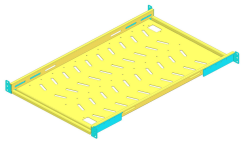

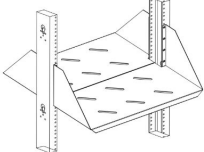
ECX-CBLP-VRT42U
ECX-CBLP-VRT45U
ECX-CBLP-VRT48U
ECX-CBLP-VRT52U
For ECX & DC series, PDU bar and horizontal beam mounted.
ECX-CBLP-SLPX12
Single Cable Loop 41mm X 76mm X 6 pcs,
used for ECX cabinet, mounting rail.



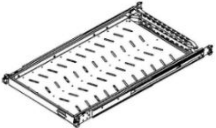
ECX-CBLMGR-VRT42U
ECX-CBLMGR-VRT45U
ECX-CBLMGR-VRT48U
ECX-CBLMGR-VRT52U
Each size can fit ECX&SSG mounting
rail and PDU bar



- Connect Enconnex PDU and log on PDU GUI.
- Assigning access-user/swipe cards/monitoring door status/remotely control/Real time event logging.
- Compatible with standard cabinet lock.
- Up to 1000 cards.
- HID Prox, EM RFID, Mifare

Fix Shelf						
PN	ECX-FSF-L750	ECX-FXF-H750	ECX-FSF-L850	ECX-FSF-H850	ECX-FSF-L400	ECX-FSF-H520-2P
Loading Lbs	200	400	200	400	60	250
Dimension mm	H 1U D 750 W 440	H 1U D 750 W 440	H 1U D 850 W 440	H 1U D 850 W 440	H 2U D380 W483	H 3U D520 W483
Mounting Range mm	650-800	650-800	750-1050	750-1050	2 Post	2 Post

*Other size / loading / function support customization, MOQ=50 pcs.

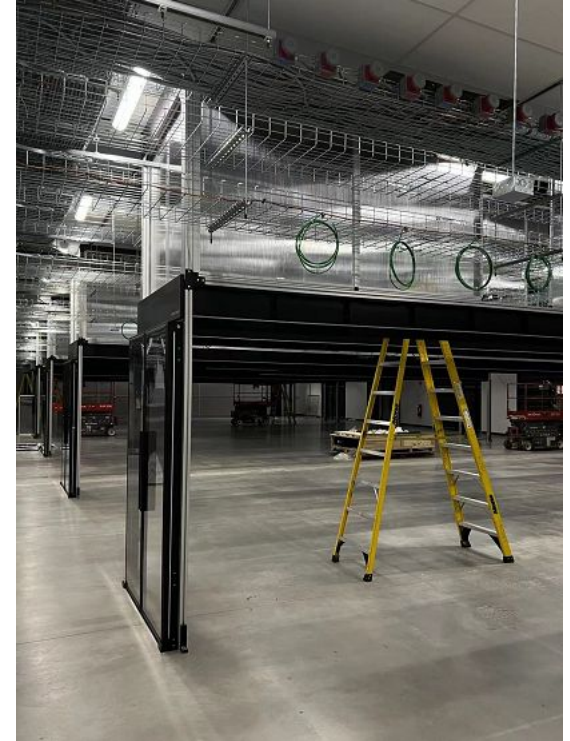
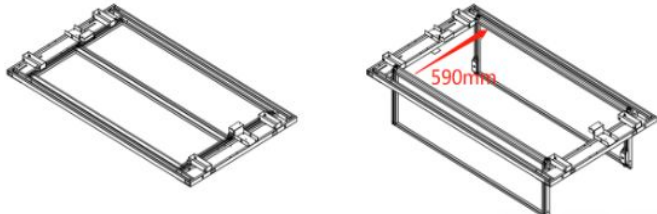
Sliding Shelf		
PN	ECX-SSF-L750ARM	ECX-SSF-L750NA
Loading	100Lbs	100Lbs
Dimension	H 1U D 750 W 440	H 1U D 750 W 440
Mounting Range	610-910	610-910

Metal - Roadmap

Containment

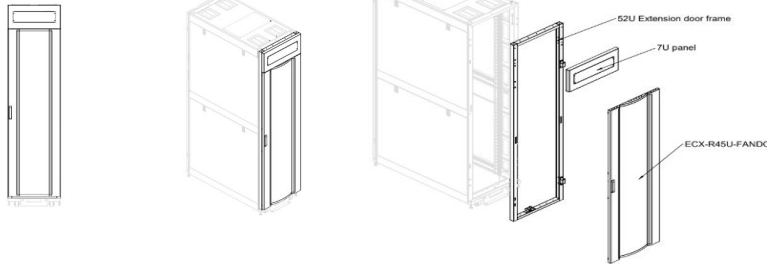
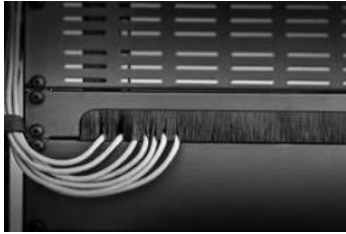
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- **Customized Tilt Roof**
- **Purpose** For easy overhead service.
- **Innovate Point** The opening of the old tilt window is too narrow which make it unrealistic to touch the overhead cables overhead the cabinets.
- **Benefits**
 - Wider than people shoulder so the OP can stand though it and do the overhead service.
- **Status** PO in processing.



Customized Product

- Half brush 1U blanking panel. ECX-BRUSHPAL-1U1E
- Extension Bracket, front side for cable management, rear side for PDU.
- Fandoor adapter



EdgeRack - Roadmap

EdgeRack 5M (UPDATE)

- New replacement design for EdgeRack 5M with optimized design and better supply chain.
- Already started the 5kW cooling design
- Redesign the solution and 3D model
- Plan to finish 3D on Feb and launch Q3 2022.

EdgeRack 3P (no change from December)

- New GUI updation completed while continue verifying
- Marketing launched and Sales training end of Q3 2021
- General availability Q4 2021

Industrial EdgeRack 7kW(UPDATE)

- New platform, 900mm x 45U Cabinet, 7kW all-in-one Cooling, IP54
- 3D design for cooling is finished. The professional simulation is done
- Plan to finish 3D of cabinet on Mid Feb
- Plan to produce prototype on March and Marketing launch Q2 2022

The background features a repeating pattern of white, 3D-style geometric shapes, including cylinders and rounded rectangular blocks, arranged in a staggered, overlapping fashion. These shapes are rendered with soft shadows, giving them a sense of depth and volume against the light gray background.

Quality

Quality Policy

The Core of the QMS



ISO 9001:2015

A globally standardized and recognized platform for building a sustainable Quality Management System (QMS)

Why? - The four “C’s”

- 1) Completeness
- 2) Consistency
- 3) Control
- 4) Quality

The Principles



QMS Status

Where are we in the process?

Quality is everyone's job!

Plan - till 2020 Q2

Hired Tim and then Ishpreet, set goals, organized the structure, identified responsibilities, and set timelines.

Do - 2020 Q3 through 2021 Q1

Create Quality Manual and all major procedures, review and audit those documents, identify and measure quality objectives, train, and review with management.

Check - 2021 Q1 through 2021 Q3

Internal audits of the processes that affect quality, corrective actions and risk analysis, adjustments, and 3rd party external ISO audit and certification to 9001:2015

Act - 2021 Q3 - 2022 Q3

Operate using the QMS, auditing and adjusting as necessary to continually improve. Focus on customer satisfaction, endless innovation, and total quality management. Confirm through re-audit.

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Repeat - 2022 Q4 and beyond

The Quality policy is exemplified each and every day in all facets of the organization and shows itself readily to all customers and prospects.

Internal Audit Results

- Fully cycle completed in Q4
- Corrective Actions in process with focus on
 - Supplier Selection
 - Design Control
 - Training
 - Product Identification and Traceability
 - Manufacturing Control
 - Customer Satisfaction and Complaints
 - Material Storage and Handling
 - Management Review
 - Continual Improvement
 - Inspection Control
- Key Steps
 - Revise procedures
 - Fully integrate US and China team processes
 - Train the team



Survey Results

Work/Life Balance

What does work/life balance mean to you?

- Work-Life balance is that sweet spot where you know how to transition between your personal life and professional life.
- Being able to create a clear line between work and personal life. Work doesn't follow you home or loom over any vacation time you take. This results in a great mindset when you are at work to get things done effectively.
- I think it is really about boundaries and priorities, when you cross the boundary from home to work, and vice versa, the highest priority changes and you now focus on the new high priority. It is important to tie up loose ends
- To me, it means that once work ends, you shut off and enjoy your personal time. However, being in sales, this will never occur. even on vacation, I have had to maintain client interactions. Therefore I/we need to do what we can to enjoy whatever "balance" we can find.
- Enjoy Life. Have good rest and family time.

What can Enconnex do to improve your WLB?

- I think Enconnex should motivate its employees towards a better lifestyle. For which they can start a gym initiation or conduct competitions amongst its employees which can lead them towards better living.
- Better pay and more team-based activities to promote outside of work to build a better team mentality.
- Work Life balance can be improved by continuing to improve and automate company operating processes and tools where possible.
- Keep the status quo. The mix of office time and work from home time flexibility is very positive and produces great team results and happy employees.
- Ensure there is enough cross-training and available personnel so people can take vacations, and make sure other coworkers are respectful of company working hours. Continue to keep off-hours meetings to a minimum.
- Truthfully, not a lot ECX can do to improve my WLB. It is up to me to take time off, know when to stop working, and enjoy life outside work

Do you have any other comments...?

- I think working on being more proactive and having more clearly define workflows and procedures in place. We can reduce the reactive panic situations that become unproductive time traps. Better communication between all divisions with a clearly define goal to make sure that everyone is onboard and understands their role in accomplishing that goal.
- Just that it's important for managers to check in with their teams to make sure work's not impacting their ability to do the things they love outside of work.
- I feel like it would help a lot if our managers were receiving managerial training.
- my Work LOAD Balance has gone up since coming to Enconnex. My Work Life Balance has gone down. Unfortunately I used to be apart of a team [at my last company]. Now I just feel like an individual at this company, and I'm getting less optimistic anything will change or that anyone necessarily cares about my responses.
- With great power comes great responsibility and then comes great pressure. Very curious about how the bosses keep their work-life balance.

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Q & A

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Thank You!