



# 2022 Q1 Final Push Update

Global All-Hands  
March 3, 2022



# Agenda

News - Robert  
Product Roadmaps - PMs  
Operations Updates - Thane

# What's Happening at Enconnex?

## News



### New hires

Duke Robertson - VP PM & MKT - Texas

Evan Xie - Quality Engineer - Shanghai

### Big Wins!

5 - AC6000 for Northrop Grumman "Area 51"  
Big order for spooled fiber cable for Pandora  
Rave reviews on our containment installed in AL  
More pending orders for DefenseShield /  
DevShield



### Toasts

- Great start
- 26 awards so far
- For recognizing those going above and beyond their job responsibilities



### Heads Up!

Keep focus on process and execution. Many QMS procedures are being revised in response to the last internal audits. Training in process. Be ready for the July external audit.





# PM and Engineering

# Power - Roadmap

## AC6000 next generation (no change from February)

- 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 (No change from February)

- 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

## Custom UPDU (no change from February)

- For Ali in China - specification being reviewed by the customer
- 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 (update)

- V5 to integrate the power cutoff switch into the door
- Estimated availability Q3 2022

DevShield 5G (no change from February)

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

DevShield Mini (no change from February)

- 6U standard (Marking launch in Q1 2022)
- All other sizes are customizable with MOQ of 5

DefenseShield Wall-Mount (no change from February)

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

# Connectivity - Roadmap

## Reno Copper Cable Termination

- Most standard CAT6/6A spec's available
- More raw material in transit

## High-Speed Transceivers

- QSFP-DD transceivers (400G DR4, FR4)) and 100G CWDM and DR1 in mass production
- Newly developed switchable 100G/40G CWDM available
- DAC and AOC also customizable to accommodate higher speeds

## Fiber-to-the-home (FTTH)

- Project Cancelled.

## Pricing adjustment

- EU pricing adjustment in progress

# Metal - Roadmap

## Fully welded cabinet (No update)

- 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 ( Launch in Q1 )
- Universal standard cable management (Launch in Q1 )
- Cable management Loop (Launch in Q1 )
- iHandle PDU version in Feb. Universal version in March.
- **Full function iHandle with finger print, password,card reader,mechanical lock and remote control. (In verification)**
- Cable management rack (Launch in Q3 2022)

## Containment

- Automatic door with access system launch Q3 2022
- Swing door Q2 2022
- Configuration Tool start to research in Q1 2022
- **More Extrusion for containment frame and panel frame in Q4 2022**



# EdgeRack - Roadmap

## EdgeRack 5M (UPDATE)

- New replacement design for EdgeRack 5M with optimized design and better supply chain.
- 3D design of Cooling is done, proceeding with the condensing side simulation.
- Plan to start the cabinet design on Mid March.
- Estimated marketing 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
- Cooling unit prototype will be done on March.
- Cabinet prototype will be done on March.
- Plan to proceed with the test and verification on April.
- Estimated marketing launch Q2 2022

# Operations

“No matter how hard you work, someone else is working harder.”

-Elon Musk

# Q1 Sales Operations Performance

- \$3.2M in the Q1 funnel - 1 month left to close!
- Current bookings: \$2.7M
- Current Invoiced: \$1.4M
- Projected forecast: \$3.8M
- Total orders booked: 141
- Total quotes sent: 202
- Total invoices sent: 157

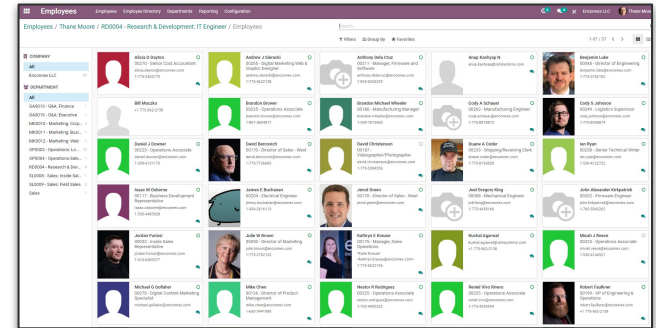


**This is a strong start for 2022 but we need to keep our foot on the gas!**

**Keep up the great work team!**

# ODOO UPDATES

- Odoo fully functional addressing minor bugs and tweaks
- Major feature updates in the Quality, Customer Satisfaction, and PLM areas
- HubSpot integration is almost complete (Marketing)
- Cleaning up the backlog report
- New feature: system to estimate how many of a product we can build (final stage of development)
- Next focus: reporting + fine tuning data





# MANUFACTURING UPDATES

- **Google AV Project**

- Phase II complete - Exceptional work team!
- March 23rd - Consignment of material from Rahi to begin
- 2nd week in April - Lectern upgrade TT2 to TT3 to begin
- Phase III to start mid April



- **AC6000 Production**

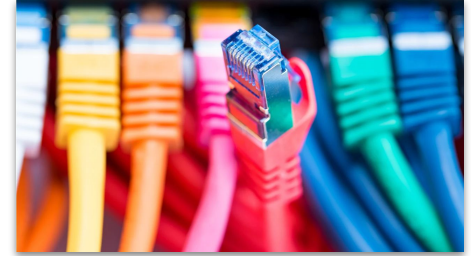
- Unit production was on hold last qtr to focus on other priorities
- Goal to build remaining units by EOQ1
- New partner promotion should help drive sales for remainder of year until we release new version



# MANUFACTURING UPDATES

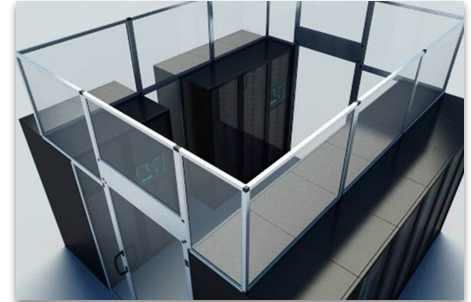
- **Connectivity Production Line**

- Product and testing line up and running
- Copper network cables (CAT6, CAT6A)
- Focus on small-batch, custom requests
- Successfully delivered multiple small to medium cable builds
- Able to test out process and work out kinks



- **Containment**

- Deployed multiple solutions
- Very positive feedback
- Custom panel manufacturing in Reno - entire solution sent to customer site for deployment



- **Basic PDU Line** - Finishing up sample units to be sent out to CSA for testing and certification

# PROJECT SHOWCASE



- New containment build in Anniston, AL
- Jerod Green's partner MCFI
- 50 rack, hot aisle solution
- Beat out aggressive competitors to win the bid
- Professional installer SEALCO loves our solution over the competition



# AFCOM PRESENTATION



## What Can We Do? Enconnex's Approach



Here is what Enconnex has done to stay nimble with customers:

- Increased purchase and inventory levels since COVID was announced
- Expanded our suppliers and vetted them early
- Tripled our logistics channel
- Longer Sales forecasting with data-based inventory
- Focusing on better lead times and availability
- Pre-building material in-house to ensure speed
- Very strong international presence managing
- Over communicating - Set realistic expectations

PLANNING + AVAILABILITY

## Supply Chain Struggles - Long Lead Times

What are the major causes?

- COVID-19 impacted the global workforce - massive worker shortage
- Businesses and consumers are buying more "stuff" than ever before ~ 30% over 2019

Automation = low margin for errors  
Inventory - completely backed up  
Drivers / experienced drivers burnt out



## Who Is Enconnex?

Enconnex designs, develops, and manufactures innovative data center and IT infrastructure solutions.

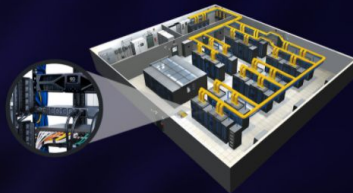
We are Born to Innovate.

### Our Drivers

- Born to Innovate
- Help you solve problems
- Be able to say "yes"
- Understand the human element

### Our Core Values

- Big Picture Thinkers
- Individual Accountability
- Team Mentality
- Work-Life Balance



Reno, NV HQ



**Thane Moore:** Sr. Dir. of Operations - Enconnex  
20+ years in the IT and data center industry  
Past companies: Emerson, Vertiv, Schneider Electric, Pfizer Inc.

# GENERAL UPDATES

- **Reno Warehouse**

- AUDIT PASSED! - Thank you all for your hard work
- New racking installed on South and West walls
- Continuously looking to make workspace and storage more efficient - scrapping, organization, etc
- Looking for expansion space as our orders and projects grow in size
- New carrier - JB Hunt - added to the stable to increase options
- Just received in our December inventory restock for common cabinets, cable managers, and material for a large order dropping soon
- Warm weather = company BBQ's starting back up - stay tuned!





 ENCONNEX

Born to Innovate

Q & A



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**Thank You!**