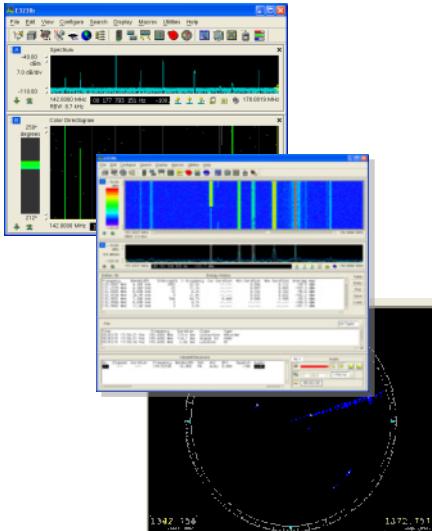


# Agilent – Product Obsolescence Announcement

(Updated: January 2013 - First published: April 2011)

## E3238S Product Family



- *This presentation includes the following information*
- *Decision*
- *Timeline*
- *Detailed list of impacted products*
- *Replacement Solutions*



# Decision

*In 2011 the decision was made to stop investment in the E3238S Product Family*

*Why:*

- *Agilent ROI and business outlook for the E3238S family*

*Not Changing:*

- *Agilent will continue investing specifically in Network Surveillance and maintaining efforts in A/D Test Systems*
- *Agilent has moved resources to other strategic investments*

*Next Steps:*

- *Agilent's Channel partner TCI will continue to develop solutions for this market.*



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# Timeline & Support Life :

## Products to be Discontinued:

- ***The E3238S application software family and specific supported VXI hardware***  
*(April 1, 2011 Announce, Last orders October 31, 2013, 5 Year support life ends October 31, 2018)*

### Note:

*The products going obsolete are a subset of all the products Agilent sells into this market space.*

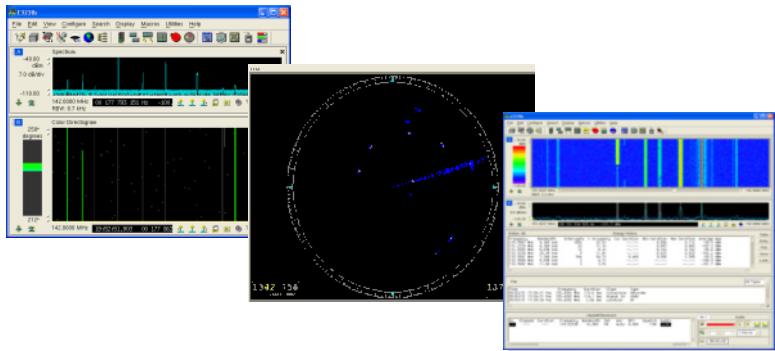
## Products with Continued Investment:

- *N7109A Multi-channel MIMO system*
- *N6841A RF Sensor Management Software*
- *N6854A Geo-Location Software*
- *N6820ES Signal Surveyor Software for the N6841A - RF Sensor*
- *E3239A Emission Analyzer Software (FastBreak)*



# E3238S Product Family Obsolescence

- Obsolescence was announced on 1 April 2011
- Agilent's Channel Partner TCI will continue to develop solutions for this market place.
- Last order date is: October 31, 2013
- Support life will be 5 years (until October 31, 2018)



**35688E and N6820E Software**  
(Blackbird and Surveyor)

**VXI Modular  
Hardware**



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# Discontinued 35688E and N6820E System HW & SW

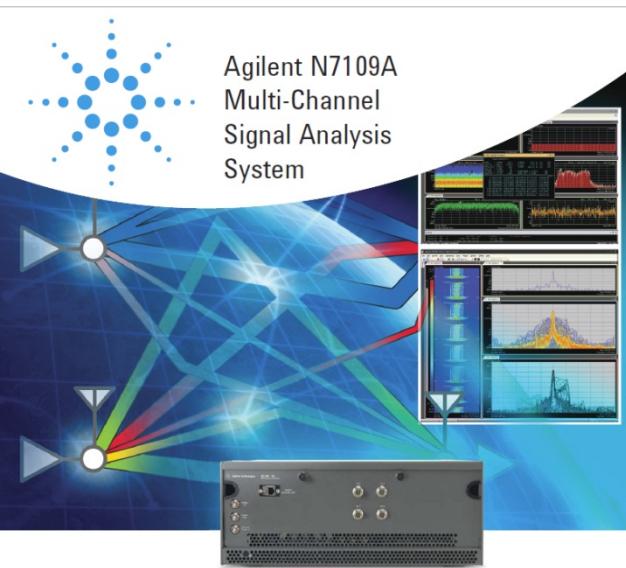
Product Number	Description
<b>35688E</b>	<b>Intercept and Collection Software</b>
E1437A, WJC tuners	<i>Already in Disco process; April 30, 2013 out of support life</i>
E1438C	100MSa/s VXI ADC with filters and memory
E1438D	100MSa/s VXI ADC with filters and memory for E3238 systems
E1439C	VXI 70MHz IF ADC with filters and memory
E1439D	VXI 70MHz IF ADC with filters and memory for E3238 systems
E2730B	20 MHz to 2.7 GHz RF Tuner
E2731B	20 MHz to 6.0 GHz RF Tuner
E3238BZ	Signal Monitoring and Detection Sub-system
E3238E-00x	E3238S factory-delivered training
E3238S	E3238S Signal Detection and Monitoring Solutions
E3238SU	E3238 upgrades and non-standard systems
E9045A	Fiber-optic 16-inch simplex cable
E9050B/C/E/G	Hourly productivity assistance
E9051A-xxx	Specials
E9821A	Signal processor module for E3238 system
R2001A	Hourly Assistance Services
LTPC2	Laptop PC with Windows
MFRAME1	5-slot, C-size VXI Mainframe
<b>N6820E</b>	<b>E3238S Signal Survey Software</b>
N6829B	Audio Player
N6830A	Dual channel HF Receiver and 70 MHz IF ADC for E3238 Systems

(April 1, 2011 Announced, Last orders October 31, 2013, 5 Year support life ends October 31, 2018)

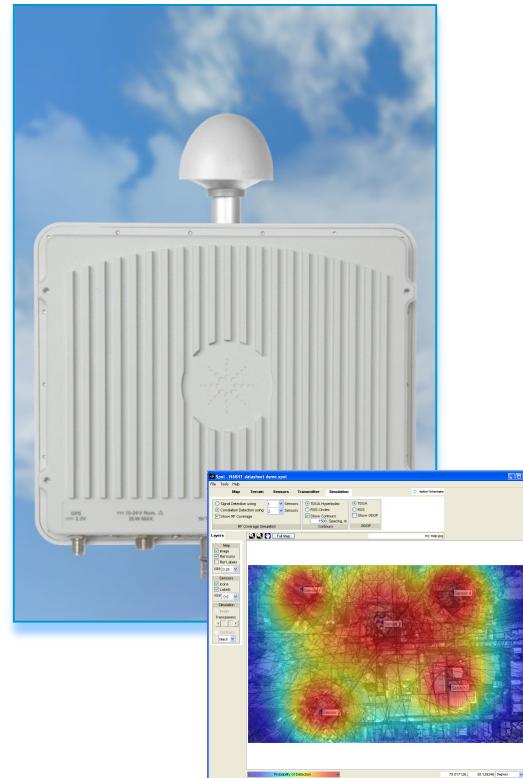


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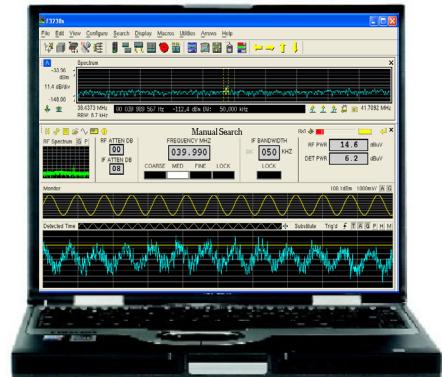
# Products that continue from SMS and SND:



N7109A Multi-Channel  
MIMO Test  
SMS



N68XX RF Sensor  
Family of HW & SW



# Replacement Products & Solutions

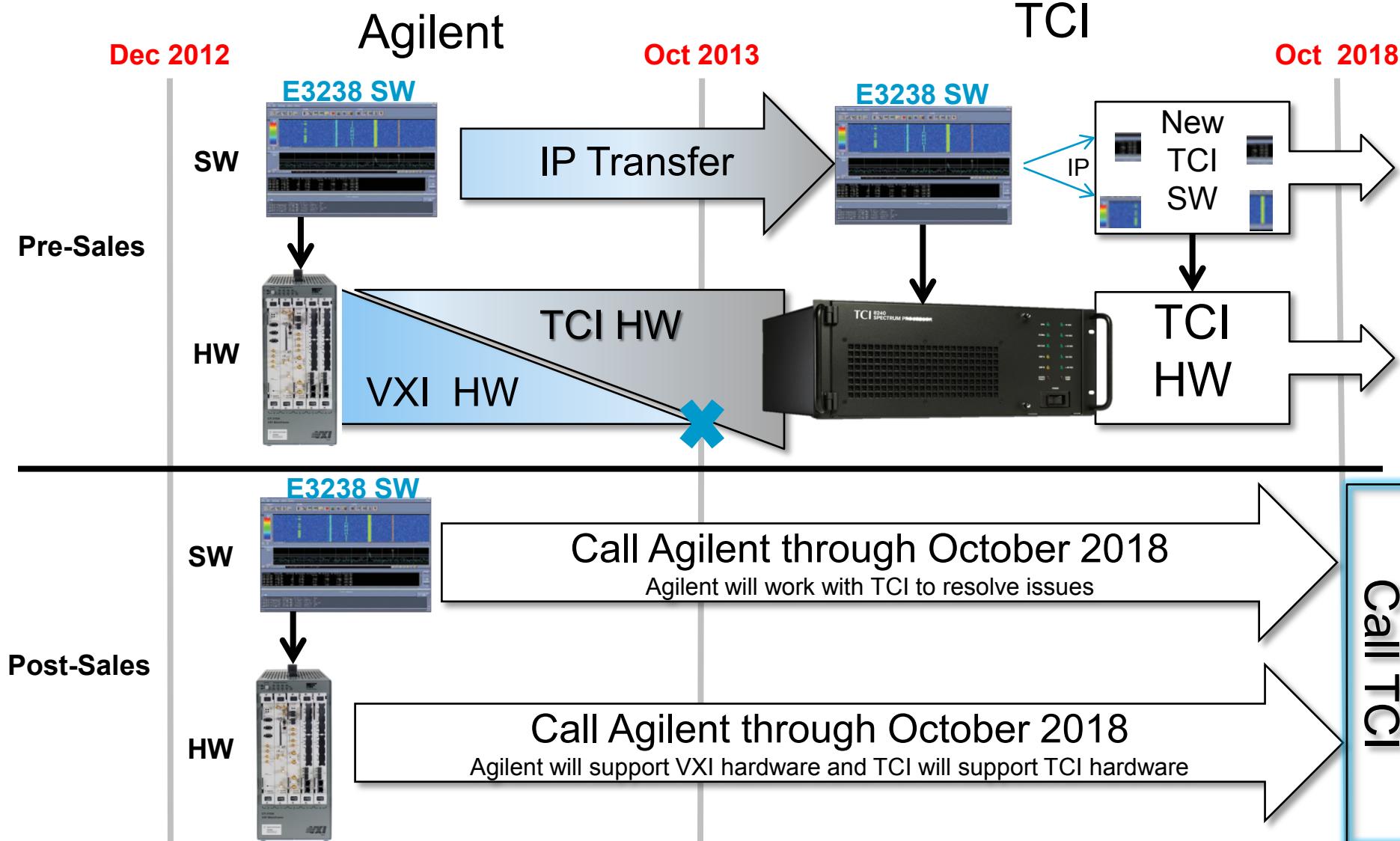
TCI will continue to develop solution in this market

## TCI and Agilent Agreement

- Agilent is licensing Blackbird and Surveyor software to TCI.
- TCI is developing compatible products.
- Agilent and TCI will work together to transition customers.
- TCI contact information:
  - Website: <http://www.spx.com/en/tci>
  - Sales: <http://www.spx.com/en/tci/contact-tci/sales/>
  - Support: <http://www.spx.com/en/tci/contact-tci/tech-support/>
  - Phone: (510) 687-6100
  - Fax: (510) 687-6101
  - Location: Fremont, CA - USA



# Agilent / TCI Transition Plan



# When to Sell Agilent vs. TCI ?

## **Agilent's to win – close business in early in 2013:**

- Existing customers wanting additional E3238S systems
- Customers wanting to upgrade their systems
- Customers requiring spares & life time buys

TCI will be aggressively selling their solutions so we encourage you to close business for Agilent in early 2013

## **TCI is a better match:**

- New customers
- New opportunities or programs.

Arrangements can be made for joint TCI / Agilent customer visits.



# Agilent E3238S / TCI Product Position

Specification	Agilent HF	TCI HF	Agilent V/UHF	TCI V/UHF
Receiver Tuner + ADC	N6830A HF ADC	2621	N6830A + E2731B	2614
Freq. Range	0.1 to 32 MHz	0.1 to 30 MHz	20 MHz to 6 GHz	20 MHz to 3 GHz ( 8 GHz extension avail. )
IF Bandwidth (Usable)	4, 8, 16 & 32 MHz	2, 5, 10 & 28 MHz	36 MHz (Centered at 70 MHz)	4, 20 & 40 MHz
Noise Figure	13 dB ( lowest range )	15 dB	15 dB ( Typical )	12 dB
Residual Spurs (Internally Generated)	-115 dBm > 3MHz (-75 dBm < 3MHz )	-110 dBm	-110 dBm	-110 dBm
Input Ranges Gain / Attenuation	48 dB ( 2 dB steps )	60 dB ( 2 dB steps )	56 dB ( 2 dB steps )	80 dB ( 2 dB Steps )
Harmonic Distortion	-80 dBc or -100 dBfs	-80 dBc	-70 dBc	-80 dBc
Intermodulation Distortion – 3 <sup>rd</sup> Order	-80 dBc ( IP3 = +20 dBm )	IP3 +40 dBm	-70 dBc ( IP3 = +15 dBm )	IP3 +18 dBm



# Who do you call at Agilent

## Asia and Japan

- Steve La Course - [Steve.Lacourse@Agilent.com](mailto:Steve.Lacourse@Agilent.com) - (425) 356-6086

## EMEA

- Bill Smith - [Bill\\_Smith@Agilent.com](mailto:Bill_Smith@Agilent.com) - (425) 356-6197

## Americas

- Dave Tripp - [Dave\\_Tripp@Agilent.com](mailto:Dave_Tripp@Agilent.com) - (425) 356-6154
- Jeremy Haynes - [Jeremy\\_Haynes@Agilent.com](mailto:Jeremy_Haynes@Agilent.com) - (970) 635-6297

## Technical Support

- Email: [SMS\\_Support@Agilent.com](mailto:SMS_Support@Agilent.com)
- Phone: (707) 577-6419
- Dave Tripp - [Dave\\_Tripp@Agilent.com](mailto:Dave_Tripp@Agilent.com) - (425) 356-6154



# Who do you call at TCI

## Sales:

### Vice President, Sales:

Debi Luce - [debi.luce@spx.com](mailto:debi.luce@spx.com) – (510) 687-6111

### Antenna Products:

Ron Wilensky - [ron.wilensky@spx.com](mailto:ron.wilensky@spx.com) - (510) 687-6201

### Commercial and Government Systems U.S., Europe and Asia:

C. Victor Cautis - [Victor.Cautis@spx.com](mailto:Victor.Cautis@spx.com) - (510) 687-6215

### Latin America and Middle East:

Francisco Granadino - [francisco.granadino@spx.com](mailto:francisco.granadino@spx.com) - (510) 687-6199

### Africa:

Ann Bustamante - [Ann.Bustamante@spx.com](mailto:Ann.Bustamante@spx.com) - (510) 687-6217

### Military Systems United States:

David Feinstein - [david.feinstein@spx.com](mailto:david.feinstein@spx.com) - (510) 687-6176

### International:

Brian Barlow - [brian.barlow@spx.com](mailto:brian.barlow@spx.com) - (510) 687-6219

### Technical Support:

Dennis Bathke - Customer Support Lead - [Dennis.Bathke@spx.com](mailto:Dennis.Bathke@spx.com)



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# Backup

USE these if you need to discuss in a bit more detail, the other products that continue forward.

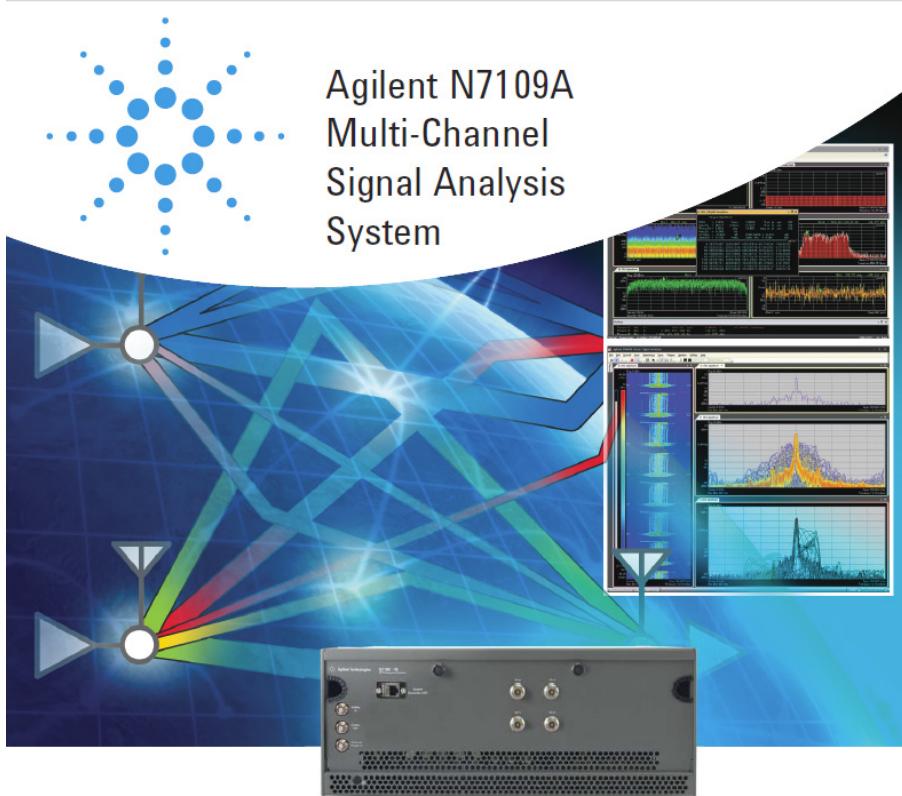


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2013-01-18

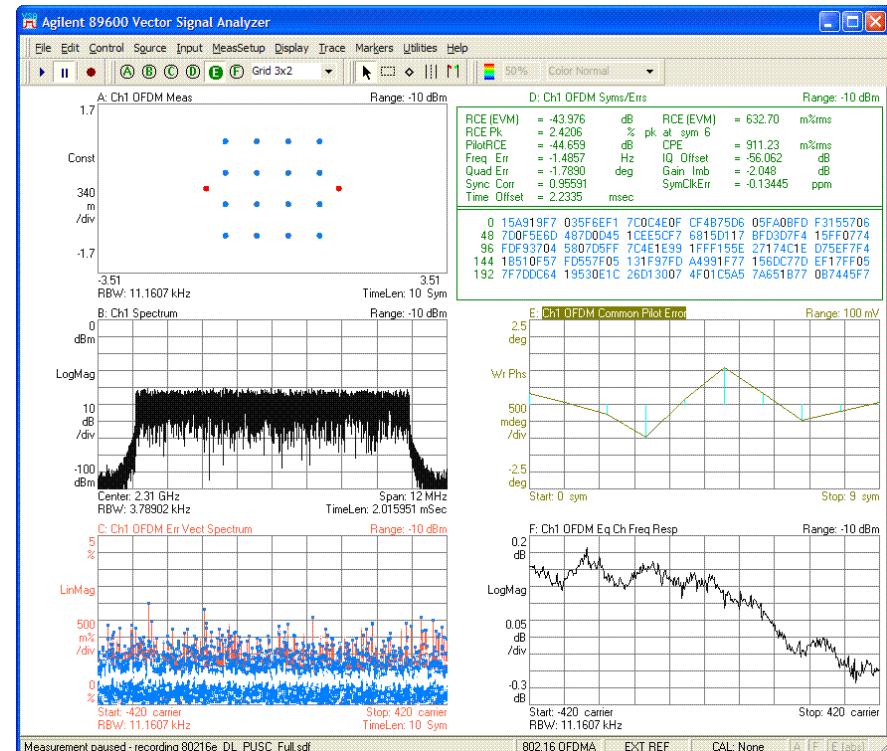
# N7109A – MIMO Test - Active Product

- SMS will continue to improve and market solutions for Multichannel MIMO Test



Agilent N7109A  
Multi-Channel  
Signal Analysis  
System

Adapt as MIMO testing evolves



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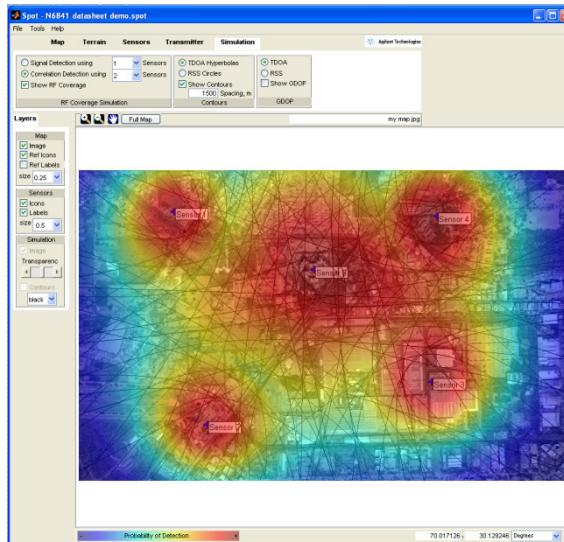
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# N68XX Family – RF Sensors & Geo-location SW

- SND will continue to invest in and sell these products

## N6841A RF Sensor

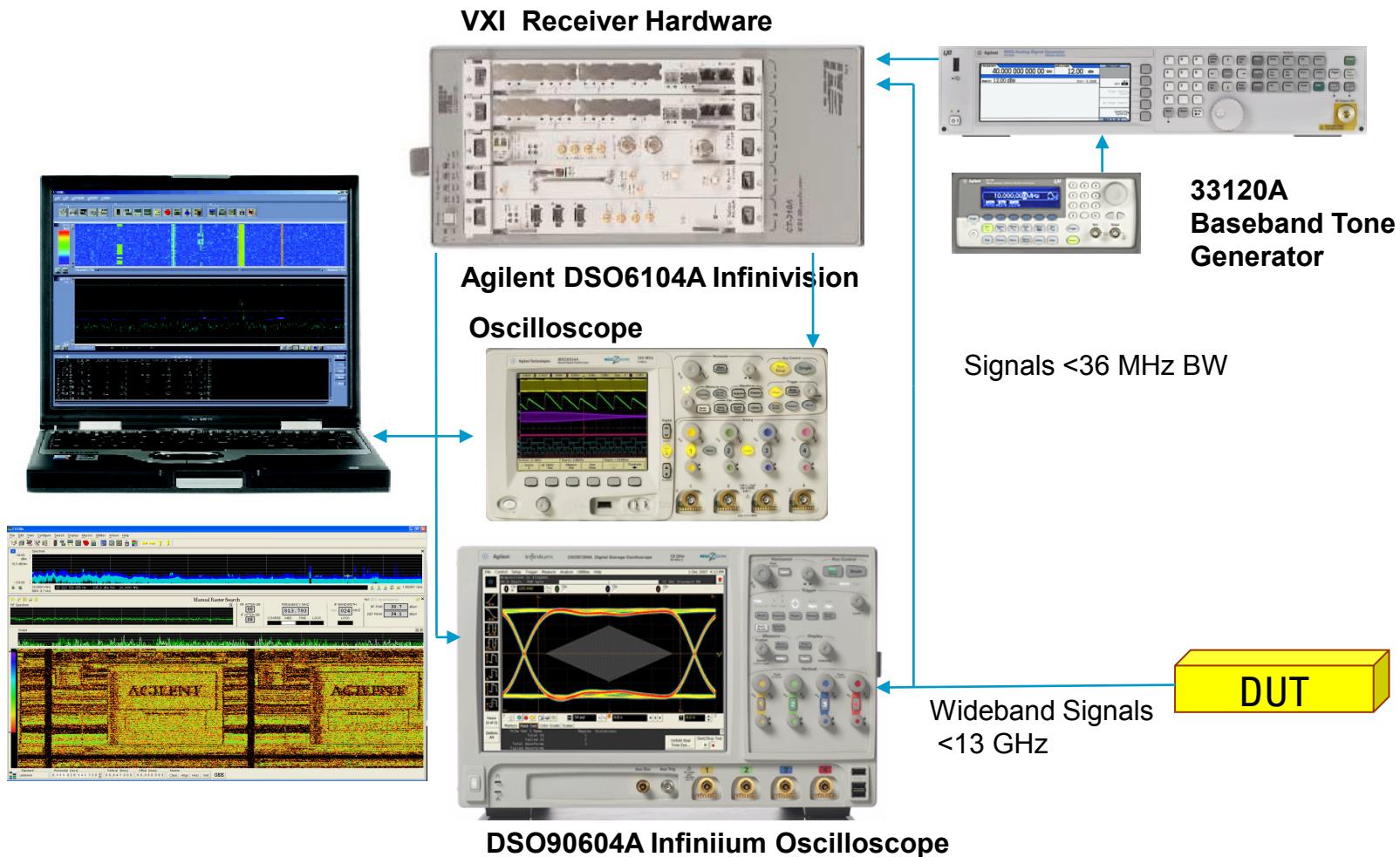
## N6854A Geolocation Server



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# Agilent E3239 Emission Analyzer System

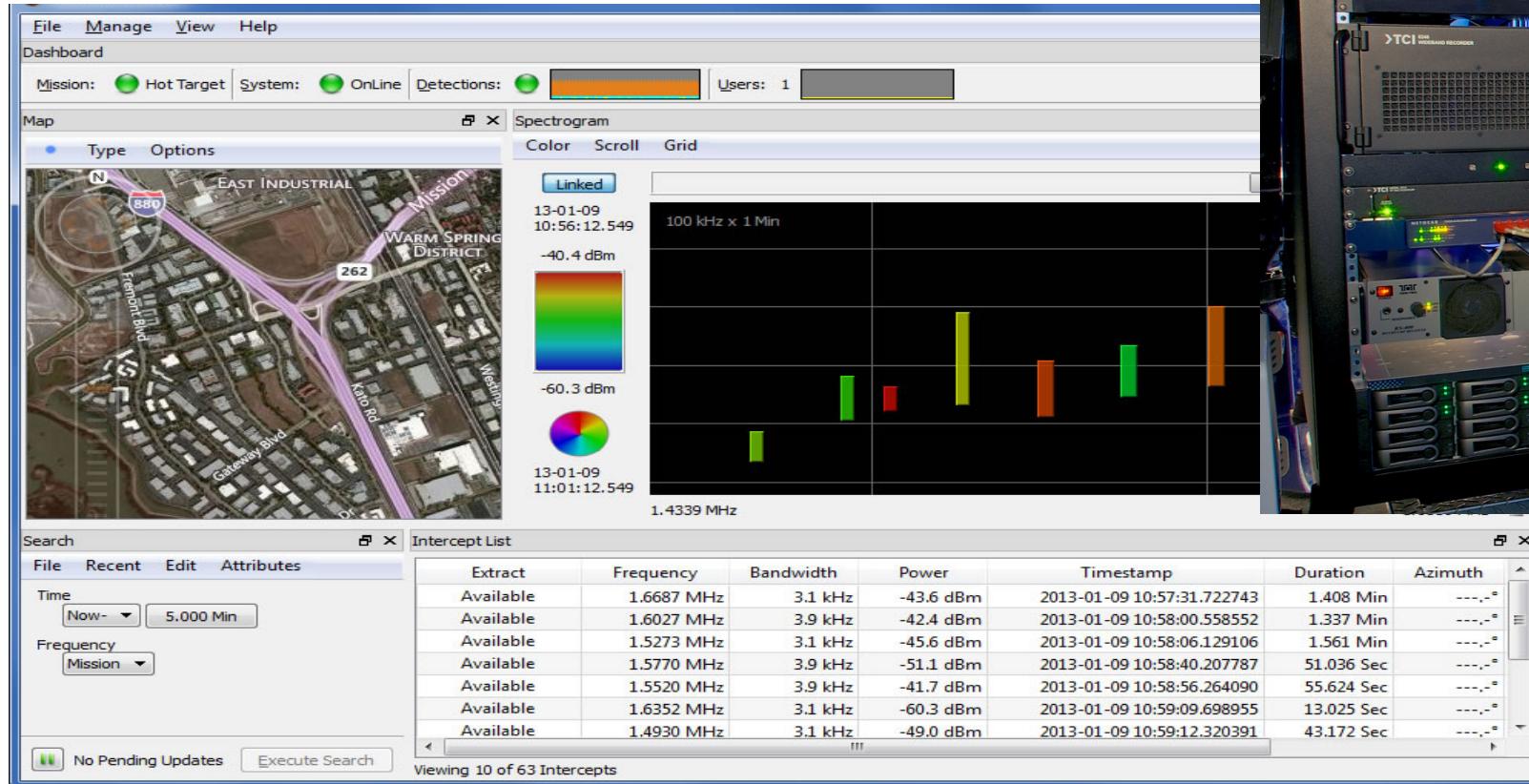
- SND will continue to refine and sell this system.



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# TCI Solutions - TCI's DF First®

This software will introduce sought-after new features such as TCI's DF First® technology that allows search by direction/geo-location, as well as TCI's Look-back Collection™ capability that enables operators to "go back in time" to visualize and retrieve IQ data for past signals of interest.



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2013-01-18