



February 8, 2012

Dear Valued Customer:

As previously communicated, this is to inform you of important changes regarding your procurement process for Intel® Ethernet Switch products (formerly Fulcrum Microsystems products) from Intel Corporation. These changes will take effect beginning February 8, 2012. During the transition period, your Intel Sales team is available to answer any questions and assist with any issues you may encounter. It is, of course, our intention to make this transition as smooth as possible.

**Purchase Orders:**

Until now, you have procured products directly from Fulcrum or through a Fulcrum distributor. Beginning in February 2012, you will be able to procure the Fulcrum products through an Intel approved distributor.

Intel wants to make every effort to ensure your current backlog maintains the scheduled ship dates as is booked with Fulcrum or a Fulcrum distributor during the transition to Intel. Please refer to the detailed steps and transition dates below.

- Commencing January 23, 2012, for all orders currently booked with Fulcrum or a Fulcrum distributor, for delivery on and after February 8, you will need to provide your new Intel approved distributor the original PO number placed on Fulcrum or the Fulcrum distributor. The Intel approved distributor will use this to mirror the backlog quantity and delivery date in their ordering systems. These orders will be placed under Intel terms and conditions of sale (including product warranty). Once Intel confirms the bookings with the new distributor the original PO will be cancelled.
- All new orders placed with and supported by Fulcrum through February 8, 2012 will be covered under Intel terms and conditions.
- January 23, 2012 – first day Intel approved distributors can accept backlog transition orders.
- February 8, 2012 – first day Intel approved distributors can accept new orders.

**Product Chart:**

The table below lists the Fulcrum products available through an Intel approved distributor:

Note: The shaded products are not available for new designs.

Product Name	Fulcrum Part Number	Intel Forecast Name	Intel MM#
PivotPoint-FM1010-400 Com Temp (leaded)	FM1010-F1232-400C	FDFM1010400A	920977
PivotPoint-FM1010-400 Com Temp	FM1010-F1232-400C-G	FBFM1010400A	920980
PivotPoint-FM1010-450 Com Temp (leaded)	FM1010-F1232-450C	FDFM1010450A	920978
PivotPoint-FM1010-450 Com Temp	FM1010-F1232-450C-G	FBFM1010450A	920981
PivotPoint-FM1010-400 Ext Temp (leaded)	FM1010-F1232-400E	FDFM1010400B	920979
PivotPoint-FM1010-400 Ext Temp	FM1010-F1232-400C-G	FBFM1010400B	920982
Tahoe - FM2224 Com. Temp	FM2224-F1433-C-G	FBFM2224F1433C	920983
Tahoe - FM2224 Ext. Temp	FM2224-F1433-E-G	FBFM2224F1433E	920984
Tahoe - FM2212 Com. Temp	FM2212-F1433-C-G	FBFM2212F1433C	921463

Tahoe - FM2212 Ext. Temp	FM2212-F1433-E-G	FBFM2212F1433E	921464
Tahoe - FM2112 Com. Temp	FM2112-F897-C-G	FBFM2112F897C	920985
Tahoe - FM2112 Ext. Temp	FM2112-F897-E-G	FBFM2112F897E	920986
Bali - FM4224 Com. Temp	FM4224-F1433-C-G	EZFM4224F1433C	921068
Bali - FM4224 Ext. Temp	FM4224-F1433-E-G	EZFM4224F1433E	921069
Bali - FM4212 Com. Temp	FM4212-F1433-C-G	EZFM4212F1433C	921073
Bali - FM4212 Ext. Temp	FM4212-F1433-E-G	EZFM4212F1433E	921070
Bali - FM4112 Com. Temp	FM4112-F897-C-G	EZFM4112F897C	921071
Bali - FM4112 Ext. Temp	FM4112-F897-E-G	EZFM4112F897E	921072
Bali - FM4410 Com. Temp	FM4410-F529-C-G	FBFM4410F529C	920987
Bali - FM4410 Ext. Temp	FM4410-F529-E-G	FBFM4410F529E	920988

**Pending invoices:**

All pending invoice payments should be sent to the supplier that invoiced you.

**Terms of Sale:**

Effective February 8, 2012, Intel® Ethernet Switch products will be sold under Intel's standard terms and conditions of sale. Warranty will be supported by and managed in accordance with Intel product warranty guidelines. For inquiries on warranty guidelines please contact your Intel sales representative.

**Quality and Reliability:**

Fulcrum products will follow the Intel standard Functional Analysis Correlation Request (**FACR**) process flow.

**Technical Support:**

While we work to transition the Fulcrum products to the Intel Premier Support system over the coming months, please continue submitting your technical support requests to the Bug Zero system at [support.fulcrum@intel.com](mailto:support.fulcrum@intel.com). If you do not have a Bug Zero account please send an email to [request.fulcrum@intel.com](mailto:request.fulcrum@intel.com). The old address [support@fulcrummicro.com](mailto:support@fulcrummicro.com) will continue to work as it has in the past, but we encourage you to start using the new [support.fulcrum@intel.com](mailto:support.fulcrum@intel.com) address.