

GATEWORKS

INNOVATIONS FOR EMBEDDED DESIGNS

Cavium Econa CNS34xx End of Life - Gateworks Bonding Program

Dear Customer,

Marvell has announced last time buys for the Marvell (Cavium) Econa CNS34xx processors used in the Gateworks Laguna family single board computers (GW2380, GW2382, GW2383, GW2387, GW2388, GW2391).

The majority of our customers use these products for embedded applications and we are very sensitive to the long design cycle and the difficulty of qualifying new components once a program is in production. Gateworks is doing everything within its means to extend the product life cycle, and will work with you to ensure a smooth transition to our next-generation platforms.

Gateworks will be securing a large number of CNS34xx processors which are scheduled to be delivered over the next year, so there is no imminent risk of shortage. These units will be sold on a first-come, first-served basis, with supplies expected, but not guaranteed, to last through 2021.

For those customers requiring a higher level of certainty, we are offering an opportunity to bond a supply of processors at a modest cost. This means Gateworks will place non-cancellable orders for the processors, on behalf of the customer, and these processors would then be used for building a customer's products on scheduled release dates. The scheduled release dates can be as late as **December 31st, 2022**. The bonding cost for the guaranteed supply is \$24.00 per unit for 600MHz models and \$15 per unit for 300MHz models. The bonding payment will be due when the order is placed.

When boards are shipped with the bonded processors, a credit will be applied equal to the bonding cost thus resulting in a net zero cost to the customer.

At the release dates, there are several possible options:

- The bonded processors can be assembled onto final products.
- The bonded processors can be released for use by other customers if demand is present. The bond cost would be credited back to the original customer and taken on by the new customer.
- The units can be rescheduled per Gateworks terms and conditions (<http://www.gateworks.com/terms-and-conditions>).
- The bonded processors (raw parts) can be delivered directly to the customer.

After the final release date of **December 31st, 2022**, the customer must contact Gateworks within 6 months to determine the final disposition of any remaining customer inventory. After this time, the customer forfeits any rights to these parts and agrees Gateworks can dispose of as chosen.

Gateworks can accept bonding orders up until October 18th, 2019.

Our next generations of products are known as the Newport and Ventana families. These products are based upon the Marvell OcteonTX family of ARMv8 network processors and the NXP i.MX6 ARM Cortex-A9 processor. These parts are readily available with projected life-times of over 10 years.

The Newport family of single board computers offers a significant increase in performance with 64-bit CPUs in dual and quad core configurations up to 1.5GHz, DDR4 memory and large eMMC flash. Up to 5x Gigabit Ethernet ports are offered with multiple Mini-PCIe slots. For multimedia & networking applications, the Ventana family offers increased performance and support for Mini-PCIe radio cards. The Freescale i.MX6 features speeds up to 1GHz with quad cores. The Ventana family also offers versions with HD video. The Newport and Ventana boards are offered in a variety of mechanical form-factors to allow for an easy transition. For software support, we supply a board support package based upon the same OpenWrt Linux distribution used on the Laguna family. Additional BSPs, such as Ubuntu, Yocto and Android are supported on the Ventana and Newport families as well.

Gateworks values our customer relationships and is committed to making this transition as seamless as possible. Please feel free to contact us if you have any questions regarding the end of life of Marvell CNS34xx CPUs or the Gateworks bonding program.

Best regards,
Gateworks Sales Team