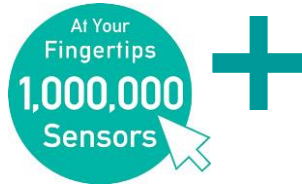


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## CUSTOMIZED PRODUCTS

### Mass Customization - Beyond the Product Finder



- ▶ Product Finder Gives Access to Up to 1 Million Unique Products
- ▶ Some OEM Applications are Evolving and Need Specific Solutions  
Beyond Our Standard Version Space
- ▶ Customization = Personalization + Value Addition
- ▶ Project Specific Typekeys Provide Investment Protection Against  
Direct Competitors

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CUSTOMIZED PRODUCTS

**IXARC – Rotary Encoders**



<b>Component</b>	<b>Shaft</b>	<b>Flange</b>	<b>Electronics</b>	<b>Configuration</b>	<b>Connection</b>	<b>Typelabel</b>
<b>Customization Parameter</b>	Length Diameter options	Diameter Mounting Options	Supply Voltage Protection circuits	Resolution / Revolution Baud Rates / Node id	Cable Connector Pinouts	Custom typekey Custom label - POSITAL LOGO
<b>Typical Annual Demand / MOQ*</b>	100+/20	100+/20	500+/100	100+/20	100+/20	50+/10

\* Lower Annual Volume possible based on upfront NRE fee or higher per unit price

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## CUSTOMIZED PRODUCTS

### TILTIX – Inclinometers



Component		Housing	Electronics	Configuration	Connection	Typelabel
Customization Parameter		Material Mounting Options	Supply Voltage Protection circuits	Measurement Range Baud Rates Node id	Cable Connector Pinouts	Custom typekey Custom label - POSITAL LOGO
Typical Annual Demand / MOQ*		500+/100	500+/100	100+/20	200+/20	50+/10

\* Lower Annual Volume possible based on upfront NRE fee or higher per unit price

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CUSTOMIZED PRODUCTS

## LINARIX – Draw Wire Encoders



Component		Draw Wire Module	Electronics	Configuration	Connection	Typelabel
Customization Parameter		Mounting Options Wire diameter / length	Supply Voltage Protection circuits	Measurement Range Baud Rates / Node id	Cable Connector Pinouts	Custom typekey Custom label - POSITAL LOGO
Typical Annual Demand / MOQ*		100+/20	500+/100	100+/20	100+/20	50+/10

\* Lower Annual Volume possible based on upfront NRE fee or higher per unit price

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CUSTOMIZED PRODUCTS

## KIT Encoders



Component	Magnetic System	Mechanical	Electronics	Configuration	Connection	Typelabel
<b>Customization Parameter</b>	Shield Housing	Magnet adapter Mounting Accessories	Supply Voltage	Resolution / Revolution Preset Value	PCB Connector	Custom typekey Custom label - POSITAL LOGO
<b>Typical Annual Demand / MOQ*</b>	20k+/2k	1k+/0.288k	20k+/2k	10k+/1k	20k+/2k	1k+/0.288k

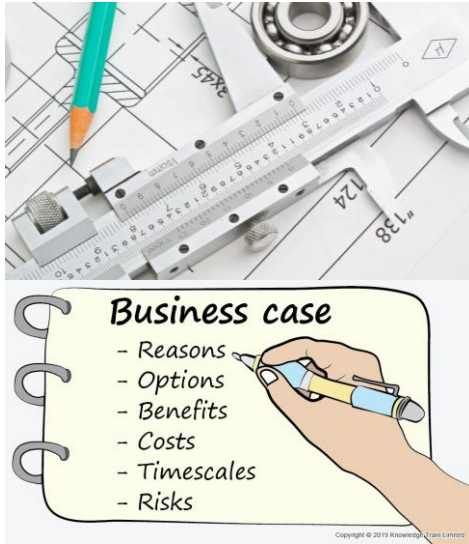
\* Lower Annual Volume possible based on upfront NRE fee or higher per unit price

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## CUSTOMIZED PRODUCTS

### Request for Customization



- ▶ Review if Standard Articles on Product Finder Satisfy Customer Demand
- ▶ Prepare a Basic Specification Sheet
  - ▶ Customization Request
  - ▶ Estimated Annual Quantities and Project Timeline
- ▶ A Detailed Specification Sheet and Business Case Shall be Worked on by POSITAL
- ▶ Once Approved POSITAL Shall Create a Development Project to Execute the Request
- ▶ Priorities are Set Based on Business Case of the Request and Available Resources