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Subject:	Portfolio MSRP and Warranty Updates		

ConnectedPartners,

Over the past 18 to 24 months, component prices have risen significantly and continue to rise. In addition, transportation costs, driven by fuel costs and demand, have materially increased in the same time period. Cambium Networks has endeavored to hold our prices on a global basis but unfortunately can no longer do so and maintain a healthy business. Effective on February 1, 2019, the MSRP of certain ePMP™, PMP 450, cnPilot™, and 5 GHz Parabolic Antenna SKUs will increase.

Unlike the ePMP, PMP 450, and cnPilot manufacturing cost trend, the cost of select PTP 820 SKUs have declined and we are passing those cost savings to our partners and end customers by reducing the MSRP.

We previously announced and have implemented a 3-Year Standard Factory Warranty on ePMP and launched the cnMatrix™ switch family with a 5-year Limited Lifetime Warranty. We have received strong positive feedback from the market on both of those actions. With that positive feedback and expressed interest from our customers, and in an effort to offset the impact of rising commodity prices forcing an increase in MSRP, we will be extending the standard 3-year factory warranty to the PMP 450 product family and the cnPilot Outdoor portfolio (e500, e501, e502, and e700) and the Limited Lifetime Warranty to the cnPilot Indoor portfolio (e410, e430, and e600), effective February 1, 2019.

The specific changes are defined in dedicated Partner Notices for each product line:

- [PMB-1306](#) ePMP Update to MSRP of Select SKUs
- [PMB-1307](#) ePMP Force 190 Alignment of Discount Level
- [PMB-1308](#) cnPilot e-Series Hardware Limited Lifetime Warranty and MSRP Changes
- [PMB-1309](#) PMP 450 Standard 3-Year Warranty and MSRP Changes
- [PMB-1310](#) PTP 550 Channel Maximum Discount Policy Change
- [PMB-1311](#) PTP 820 Product and Accessories Price Update

Please review the dedicated Partner Notices carefully and prepare for the February 1, 2019, effective date. Note: Some notice may not apply to all recipients of this notice. You will be able to access only those that apply to you.

Effective Date: February 1, 2019

FAQ:

Q	Why is Cambium Networks raising MSRP?
A	Component costs have risen steadily over the past 18–24 months driven by broad industry demand. Cambium Networks endeavored to absorb those cost but unfortunately can no longer do so and maintain a healthy business.
Q	When will the MSRP changes be effective?
A	MSRP Change increases will be effective February 1, 2019, for all orders placed after that date and all existing orders with a Customer Requested Ship Date after that date.
Q	How will active RFX be handled?
A	Cambium Networks will collaborate with ConnectedPartners to honor active RFX proposals; please coordinate directly with your Regional Sales Manager and/or Channel Account Manager.
Q	How will existing term pricing agreements and/or price exceptions be managed?
A	Each term pricing agreement and/or existing price exception will be reviewed and notice periods honored and formal notification requirements exercised. Please coordinate directly with your Regional Sales Manager and or Channel Account Manager.
Q	Are all SKUs impacted?
A	No, only those SKUs included in the platform-specific Partner Notices are impacted. Note: Not all pricing actions are an increase; the PTP 820 is a reduction to MSRP.
Q	Will the price lists and waterfall tables, where applicable, on the partner portal be updated?
A	Yes, all price lists and waterfall tables will be updated by February 1, 2019.

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