

<b>Date:</b>	<b>12/20/2018</b>	<b>Product Category:</b>	<b>Point to Multipoint</b>
<b>Region:</b>	<input checked="" type="checkbox"/> APAC <input checked="" type="checkbox"/> CALA <input checked="" type="checkbox"/> EMEA <input checked="" type="checkbox"/> NA	<b>Published For:</b>	<b>Partner Type:</b>
			<input checked="" type="checkbox"/> Value-Added Resellers
<b>Subject:</b>	PMP 450 Standard 3-Year Warranty and MSRP Changes		

**1. Notice:**

Cambium Networks PMP 450 products offer unmatched performance, reliability, and stability. We are committed to extend this unparalleled reliability and confidence in our hardware to our user base by standardizing the PMP 450 Warranty to a 3-year period versus the current 1-year period. With this industry-leading warranty plan, we anticipate that our customers can focus on growing their business, deploying, and expanding their network while having peace of mind and confidence in their PMP 450 products.

The new 3-year warranty program will take effect on all PMP 450 products shipping to end customers on or after February 1, 2019. The process to claim warranty will follow the standard process where the end user raises a support ticket and receives an RMA ticket number. The Cambium support team will validate product ship date and exercise discretion to allow for time in shipment.

Cambium encourages all end user network operators to register their PMP 450 products on cnMaestro™ Cloud (<https://cloud.cambiumnetworks.com/index.html>) to accelerate the claims process. Note: cnMaestro need not be used for general management of the network in question in order to register the PMP 450 device.

As discussed in a previous notice, due to a sustained component cost increase, the MSRP PMP 450 SKUs will change per the table listed in Section 4. In every case, the increase in MSRP is equal to or less than the cost of the 3-year warranty plus the original MSRP.

**MDP pricing will be affected by the respective MSRP price changes. Partner should adhere to the new MDP pricing from February 1, 2019.**

**Effective Date:** February 1, 2019

**2. Public Announcement/Channel Marketing:**

The change to a three-year standard warranty is valid on all PMP 450 products shipped to end customers on or after February 1, 2019. This new warranty will be publicly announced on December 19, 2018. Partners are asked to enhance marketing efforts around this key industry-leading warranty program to attract net new end customers. Please refer to the channel newsletter for availability of new marketing material around the warranty program.

### 3. Terms and Conditions:

- 3-year warranty applies only to PMP 450 hardware products shipped to end customers on or after February 1, 2019.
- In order to claim a warranty, the end customer must raise a support ticket and receive an RMA number.
- Standard PMP warranty process applies.
- All other terms and conditions of the PMP product warranty are unchanged.

### 4. Part Numbers with Price Changes:

Included in the table below is some comparative data for reference (last 3 columns).

Part Number	Description	Current MSRP (USD)	New MSRP (USD)	Effective Date	3-Year Warranty	Old MSRP + Warranty	Savings
C009045A001A	900 MHz PMP 450i Connectorized Access Point	\$2,895	<b>\$3,059</b>	2/1/2019	\$164	\$3,059	\$0
C009045C001A	900 MHz PMP 450 Connectorized Subscriber Module	\$299	<b>\$309</b>	2/1/2019	\$16	\$315	\$6
C024045A001A	2.4 GHz PMP 450 Connectorized Access Point	\$2,895	<b>\$3,059</b>	2/1/2019	\$164	\$3,059	\$0
C024045A003A	2.4 GHz PMP 450 Connectorized Access Point, No Encryption	\$2,895	<b>\$3,059</b>	2/1/2019	\$164	\$3,059	\$0
C024045A011A	2.4 GHz PMP 450 Connectorized Access Point - Lite	\$1,449	<b>\$1,599</b>	2/1/2019	\$164	\$1,613	\$14
C024045C001A	2.4 GHz PMP 450 Subscriber Module, 4 Mbps	\$249	<b>\$259</b>	2/1/2019	\$16	\$265	\$6
C024045C002A	2.4 GHz PMP 450 Subscriber Module, 10 Mbps	\$299	<b>\$309</b>	2/1/2019	\$16	\$315	\$6
C024045C003A	2.4 GHz PMP 450 Subscriber Module, 20 Mbps	\$349	<b>\$359</b>	2/1/2019	\$16	\$365	\$6
C024045C004A	2.4 GHz PMP 450 Subscriber Module, Uncapped	\$449	<b>\$459</b>	2/1/2019	\$16	\$465	\$6
C024045C005A	2.4 GHz PMP 450 Connectorized Subscriber Module, 4 Mbps	\$289	<b>\$299</b>	2/1/2019	\$16	\$305	\$6
C024045C006A	2.4 GHz PMP 450 Connectorized Subscriber Module, 10 Mbps	\$339	<b>\$349</b>	2/1/2019	\$16	\$355	\$6
C024045C007A	2.4 GHz PMP 450 Connectorized Subscriber Module, 20 Mbps	\$389	<b>\$399</b>	2/1/2019	\$16	\$405	\$6
C024045C008A	2.4 GHz PMP 450 Connectorized Subscriber Module, Uncapped	\$489	<b>\$499</b>	2/1/2019	\$16	\$505	\$6
C030045A001A	3 GHz PMP 450i Connectorized Access Point	\$2,895	<b>\$3,059</b>	2/1/2019	\$164	\$3,059	\$0
C030045A002A	3 GHz PMP 450i Integrated Access Point, 90 Degree	\$3,195	<b>\$3,359</b>	2/1/2019	\$164	\$3,359	\$0
C030045A003A	3 GHz PMP 450i Connectorized Access Point, No Encryption	\$2,895	<b>\$3,059</b>	2/1/2019	\$164	\$3,059	\$0
C030045A004A	3 GHz PMP 450i Integrated Access Point, 90 Degree, No Encryption	\$3,195	<b>\$3,359</b>	2/1/2019	\$164	\$3,359	\$0
C030045A101A	3 GHz PMP 450m Integrated Access Point, 90 Degree	\$8,995	<b>\$9,349</b>	2/1/2019	\$378	\$9,373	\$24
C030045A104A	3 GHz PMP 450m Integrated Access Point, 90 Degree (No Encryption)	\$8,995	<b>\$9,349</b>	2/1/2019	\$378	\$9,373	\$24
C030045A111A	3 GHz PMP 450m Integrated Access Point, 90 Degree, Limited	\$6,995	<b>\$7,349</b>	2/1/2019	\$378	\$7,373	\$24
C030045A114A	3 GHz PMP 450m Integrated Access Point, 90 Degree (No Encryption), Limited	\$6,995	<b>\$7,349</b>	2/1/2019	\$378	\$7,373	\$24
C030045C001A	3 GHz PMP 450i Connectorized Subscriber Module	\$649	<b>\$679</b>	2/1/2019	\$36	\$685	\$6

Part Number	Description	Current MSRP (USD)	New MSRP (USD)	Effective Date	3-Year Warranty	Old MSRP + Warranty	Savings
C030045C002A	3 GHz PMP 450i SM, Integrated High Gain Antenna	\$699	<b>\$735</b>	2/1/2019	\$36	\$735	\$0
C035045C001A	3.3-3.6 GHz PMP 450 Subscriber Module, 4 Mbps	\$299	<b>\$309</b>	2/1/2019	\$16	\$315	\$6
C035045C002A	3.3 - 3.6 GHz PMP 450 Subscriber Module, 10 Mbps	\$349	<b>\$359</b>	2/1/2019	\$16	\$365	\$6
C035045C003A	3.3-3.6 GHz PMP 450 Subscriber Module, 20 Mbps	\$399	<b>\$409</b>	2/1/2019	\$16	\$415	\$6
C035045C004A	3.3-3.6 GHz PMP 450 Subscriber Module, Uncapped	\$499	<b>\$509</b>	2/1/2019	\$16	\$515	\$6
C035045C005A	3.3-3.6 GHz PMP 450 Connectorized Subscriber Module, 4 Mbps	\$329	<b>\$339</b>	2/1/2019	\$16	\$345	\$6
C035045C006A	3.3 - 3.6 GHz PMP 450 Connectorized Subscriber Module, 10 Mbps	\$379	<b>\$389</b>	2/1/2019	\$16	\$395	\$6
C035045C007A	3.3-3.6 GHz PMP 450 Connectorized Subscriber Module, 20 Mbps	\$429	<b>\$439</b>	2/1/2019	\$16	\$445	\$6
C035045C008A	3.3-3.6 GHz PMP 450 Connectorized Subscriber Module, Uncapped	\$529	<b>\$539</b>	2/1/2019	\$16	\$545	\$6
C035045C014A	3.3 - 3.6 GHz PMP 450 High Gain Directional Integrated Subscriber	\$599	<b>\$609</b>	2/1/2019	\$16	\$615	\$6
C036045C001A	3.55 - 3.8 GHz PMP 450 Subscriber Module, 4 Mbps	\$299	<b>\$309</b>	2/1/2019	\$16	\$315	\$6
C036045C002A	3.55 - 3.8 GHz PMP 450 Subscriber Module, 10 Mbps	\$349	<b>\$359</b>	2/1/2019	\$16	\$365	\$6
C036045C003A	3.55-3.8 GHz PMP 450 Subscriber Module, 20 Mbps	\$399	<b>\$409</b>	2/1/2019	\$16	\$415	\$6
C036045C004A	3.55-3.8 GHz PMP 450 Subscriber Module, Uncapped	\$499	<b>\$509</b>	2/1/2019	\$16	\$515	\$6
C036045C005A	3.55 - 3.8 GHz PMP 450 Connectorized Subscriber Module, 4 Mbps	\$329	<b>\$339</b>	2/1/2019	\$16	\$345	\$6
C036045C006A	3.55-3.8 GHz PMP 450 Connectorized Subscriber Module, 10 Mbps	\$379	<b>\$389</b>	2/1/2019	\$16	\$395	\$6
C036045C007A	3.55-3.8 GHz PMP 450 Connectorized Subscriber Module, 20 Mbps	\$429	<b>\$439</b>	2/1/2019	\$16	\$445	\$6
C036045C008A	3.55-3.8 GHz PMP 450 Connectorized Subscriber Module, Uncapped	\$529	<b>\$539</b>	2/1/2019	\$16	\$545	\$6
C036045C014A	3.55 - 3.8 GHz PMP 450 High Gain Directional Integrated Subscriber	\$599	<b>\$609</b>	2/1/2019	\$16	\$615	\$6
C050045A001A	5 GHz PMP 450i Connectorized Access Point (ROW)	\$2,895	<b>\$3,059</b>	2/1/2019	\$164	\$3,059	\$0
C050045A002A	5 GHz PMP 450i Connectorized Access Point (FCC)	\$2,895	<b>\$3,059</b>	2/1/2019	\$164	\$3,059	\$0
C050045A003A	5 GHz PMP 450i Connectorized Access Point (EU)	\$2,895	<b>\$3,059</b>	2/1/2019	\$164	\$3,059	\$0
C050045A004A	5 GHz PMP 450i Connectorized Access Point (No Encryption)	\$2,895	<b>\$3,059</b>	2/1/2019	\$164	\$3,059	\$0
C050045A005B	5 GHz PMP 450i Integrated Access Point, 90 degree (ROW)	\$3,195	<b>\$3,359</b>	2/1/2019	\$164	\$3,359	\$0
C050045A006B	5 GHz PMP 450i Integrated Access Point, 90 degree (FCC)	\$3,195	<b>\$3,359</b>	2/1/2019	\$164	\$3,359	\$0
C050045A007B	5 GHz PMP 450i Integrated Access Point, 90 degree (EU)	\$3,195	<b>\$3,359</b>	2/1/2019	\$164	\$3,359	\$0
C050045A008B	5 GHz PMP 450i Integrated Access Point, 90 degree (No Encryption)	\$3,195	<b>\$3,359</b>	2/1/2019	\$164	\$3,359	\$0
C050045A009A	5 GHz PMP 450i Conn Access Point (ROW), ATEX/HAZLOC	\$5,695	<b>\$5,859</b>	2/1/2019	\$164	\$5,859	\$0
C050045A010A	5 GHz PMP 450i Conn Access Point (FCC), ATEX/HAZLOC	\$5,695	<b>\$5,859</b>	2/1/2019	\$164	\$5,859	\$0
C050045A011A	5 GHz PMP 450i Conn Access Point (EU), ATEX/HAZLOC	\$5,695	<b>\$5,859</b>	2/1/2019	\$164	\$5,859	\$0

Part Number	Description	Current MSRP (USD)	New MSRP (USD)	Effective Date	3-Year Warranty	Old MSRP + Warranty	Savings
C050045A012A	5 GHz PMP 450i Integrated Access Point, 90 degree (ROW), ATEX/HAZLOC	\$5,995	\$6,159	2/1/2019	\$164	\$6,159	\$0
C050045A013A	5 GHz PMP 450i Integrated Access Point, 90 degree (FCC), ATEX/HAZLOC	\$5,995	\$6,159	2/1/2019	\$164	\$6,159	\$0
C050045A014A	5 GHz PMP 450i Integrated Access Point, 90 degree (EU), ATEX/HAZLOC	\$5,995	\$6,159	2/1/2019	\$164	\$6,159	\$0
C050045A015A	5 GHz PMP 450i Connectorized Access Point (IC)	\$2,895	\$3,059	2/1/2019	\$164	\$3,059	\$0
C050045A016B	5 GHz PMP 450i Integrated Access Point, 90 degree (IC)	\$3,195	\$3,359	2/1/2019	\$164	\$3,359	\$0
C050045A017A	5 GHz PMP 450i Conn Access Point (IC), ATEX/HAZLOC	\$5,695	\$5,859	2/1/2019	\$164	\$5,859	\$0
C050045A018A	5 GHz PMP 450i Integrated Access Point, 90 degree (IC), ATEX/HAZLOC	\$5,995	\$6,159	2/1/2019	\$164	\$6,159	\$0
C050045A019A	5 GHz PMP 450i Conn Access Point (No Encryption), ATEX/HAZLOC	\$5,695	\$5,859	2/1/2019	\$164	\$5,859	\$0
C050045A020A	5 GHz PMP 450i Integrated Access Point, 90 degree (No Encryption), ATEX/HAZLOC	\$5,995	\$6,159	2/1/2019	\$164	\$6,159	\$0
C050045A101A	5 GHz PMP 450m Integrated Access Point, 90 Degree (ROW)	\$6,995	\$7,349	2/1/2019	\$378	\$7,373	\$24
C050045A102A	5 GHz PMP 450m Integrated Access Point, 90 Degree (FCC)	\$6,995	\$7,349	2/1/2019	\$378	\$7,373	\$24
C050045A103A	5 GHz PMP 450m Integrated Access Point, 90 Degree (EU)	\$6,995	\$7,349	2/1/2019	\$378	\$7,373	\$24
C050045A104A	5 GHz PMP 450m Integrated Access Point, 90 Degree (No Encryption)	\$6,995	\$7,349	2/1/2019	\$378	\$7,373	\$24
C050045A105A	5 GHz PMP 450m Integrated Access Point, 90 Degree (IC)	\$6,995	\$7,349	2/1/2019	\$378	\$7,373	\$24
C050045A111A	5 GHz PMP 450m Integrated Access Point, 90 Degree (ROW), Limited	\$4,995	\$5,349	2/1/2019	\$378	\$5,373	\$24
C050045A112A	5 GHz PMP 450m Integrated Access Point, 90 Degree (FCC), Limited	\$4,995	\$5,349	2/1/2019	\$378	\$5,373	\$24
C050045A113A	5 GHz PMP 450m Integrated Access Point, 90 Degree (EU), Limited	\$4,995	\$5,349	2/1/2019	\$378	\$5,373	\$24
C050045A114A	5 GHz PMP 450m Integrated Access Point, 90 Degree (No Encryption), Limited	\$4,995	\$5,349	2/1/2019	\$378	\$5,373	\$24
C050045A115A	5 GHz PMP 450m Integrated Access Point, 90 Degree (IC), Limited	\$4,995	\$5,349	2/1/2019	\$378	\$5,373	\$24
C050045B021A	5 GHz 450b - High Gain – ROW – Radio Only - SPARE	\$329	\$339	2/1/2019	\$16	\$345	\$6
C050045B022A	5 GHz 450b - High Gain – FCC – Radio Only - SPARE	\$329	\$339	2/1/2019	\$16	\$345	\$6
C050045B023A	5 GHz 450b - High Gain – ISED – Radio Only - SPARE	\$329	\$339	2/1/2019	\$16	\$345	\$6
C050045B024A	5 GHz 450b - High Gain – EU – Radio Only - SPARE	\$329	\$339	2/1/2019	\$16	\$345	\$6
C050045B025A	5 GHz 450b - High Gain – No Encryption – Radio Only - SPARE	\$329	\$339	2/1/2019	\$16	\$345	\$6
C050045B031A	5 GHz 450b - Mid-Gain – ROW	\$299	\$309	2/1/2019	\$16	\$315	\$6
C050045B032A	5 GHz 450b - Mid-Gain – FCC	\$299	\$309	2/1/2019	\$16	\$315	\$6
C050045B033A	5 GHz 450b - Mid-Gain – ISED	\$299	\$309	2/1/2019	\$16	\$315	\$6
C050045B034A	5 GHz 450b - Mid-Gain – EU	\$299	\$309	2/1/2019	\$16	\$315	\$6
C050045B035A	5 GHz 450b - Mid-Gain – No Encryption	\$299	\$309	2/1/2019	\$16	\$315	\$6
C050045C001A	5 GHz PMP 450i Connectorized Subscriber Module	\$649	\$679	2/1/2019	\$36	\$685	\$6

Part Number	Description	Current MSRP (USD)	New MSRP (USD)	Effective Date	3-Year Warranty	Old MSRP + Warranty	Savings
C050045C002C	5 GHz PMP 450i SM, Integrated High Gain Antenna	\$699	\$735	2/1/2019	\$36	\$735	\$0
C050045C003A	5 GHz PMP 450i Conn Subscriber Module, ATEX/HAZLOC	\$1,149	\$1,185	2/1/2019	\$36	\$1,185	\$0
C050045C004A	5 GHz PMP 450i Integrated High Gain Antenna, ATEX/HAZLOC	\$1,199	\$1,235	2/1/2019	\$36	\$1,235	\$0
C050045C011A	5 GHz 450b - Mid-Gain WB SM	\$299	\$309	2/1/2019	\$16	\$315	\$6
C050045C012A	5 GHz 450b - High Gain WB SM - Radio Only - SPARE	\$329	\$339	2/1/2019	\$16	\$345	\$6
C050045H012A	5 GHz 450b - High-Gain WB SM – 4-pack	\$1,396	\$1,436	2/1/2019	\$64	\$1,460	\$24
C050045H021A	5 GHz 450b – High Gain – 4-pack – ROW	\$1,396	\$1,436	2/1/2019	\$64	\$1,460	\$24
C050045H022A	5 GHz 450b - High Gain – 4-pack – FCC	\$1,396	\$1,436	2/1/2019	\$64	\$1,460	\$24
C050045H023A	5 GHz 450b - High Gain – 4-pack – ISED	\$1,396	\$1,436	2/1/2019	\$64	\$1,460	\$24
C050045H024A	5 GHz 450b - High Gain – 4-pack – EU	\$1,396	\$1,436	2/1/2019	\$64	\$1,460	\$24
C050045H025A	5 GHz 450b - High Gain – 4-pack – No Encryption	\$1,396	\$1,436	2/1/2019	\$64	\$1,460	\$24

## 5. FAQ:

<b>Q</b>	<b>When are the new prices effective?</b>
A	The MSRP changes are effective February 1, 2019. Price List will be updated on the partner portal on February 1, 2019.
<b>Q.</b>	<b>I have ordered products in December 2018 and expect shipment in late January 2019. Does that qualify for the 3-year warranty?</b>
A.	No, only products that shipped to customers starting February 1, 2019, qualify.
<b>Q.</b>	<b>I have ordered products in December 2018 and expect shipment in early February 2019. Does that qualify for 3-year warranty?</b>
A.	Yes, that qualifies for the 3-year warranty.
<b>Q.</b>	<b>Who is responsible for proving the purchase date of a PMP 450 device for which a warranty claim is being made?</b>
A.	It is the responsibility of the network operator to provide the purchase date of the specific device as identified by the serial number. An efficient method to doing so is registering the PMP devices on cnMaestro upon receipt.
<b>Q.</b>	<b>How will quotes associated with active Price Exceptions be managed?</b>
A.	Please contact your Cambium Networks representative to manage all active commercial agreements, price exceptions, deal registrations, etc.

## 6. Reference Material on the Web:

Cambium Networks Website: [www.cambiumnetworks.com](http://www.cambiumnetworks.com)

Cambium ConnectedPartner portal: <https://channel.cambiumnetworks.com/>

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