



Dear Partners,

The current inflationary environment and ongoing supply chain issues have introduced new challenges across every industry. As we continue to focus on delivering market-leading products, our material, labor and transportation costs have all been increasing.

While we have absorbed these cost increases for the better part of a year, we must increase the MSRP across our console server appliances by 6% starting October 1st, 2022. To avoid delays, we encourage you to review your Opengear outstanding quotes and be aware of the lead-time risks. We recommend placing order(s) as soon as possible.

Thank you for allowing Opengear to serve your network needs. We value your trust and ongoing partnership. For questions about existing orders, please do not hesitate to contact your regional sales manager. We remain, resilient together.

Best regards,

GARY MARKS
PRESIDENT, OPENGEAR



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