

<b>Product Notice</b>		<b>Date</b> March 27, 2019
<b>Product</b>	XBee RF Modules	

**Reason for Change**

<input type="checkbox"/> Technical Requirement	<input type="checkbox"/> Product Transition
<input type="checkbox"/> Customer Requirement	<input type="checkbox"/> Product Discontinuation
<input type="checkbox"/> Quality Improvement	<input type="checkbox"/> Product Enhancement
x Other (Pricing Change)	

<b>Description of change</b>	<p>Digi is making a pricing adjustment and pricing structural change on several XBee RF module families in order to improve consistency across product families and incentivize customers to increase purchasing quantities with more granular price breaks at low volume (&lt;1,000 units). These changes provide several benefit to partners:</p> <ul style="list-style-type: none"> <li>- A visible price difference at &lt;100, &lt;500 &amp; &lt;1k pcs, to encourage customers to increase their purchase quantities</li> <li>- An increase on quantity 1 which eliminates the possibility for other distributors to use low margins to undercut protected higher volume demand creation projects</li> </ul>
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<b>Affected Part Numbers</b>	See attached spreadsheet
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<b>Timing of Change</b>	The price books will be updated and published at the beginning of May. Old pricing will still be in effect until 5/6/2019. Any quotes entered with Digi before that date will be at the older pricing and Digi will honor all quotes entered before that date.
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<b>Action Required</b>	Digi sales and distributors should ensure that quotes for any existing opportunity, where pricing has been communicated, are entered in the system prior to the 5/6/2019 date when the new pricing will be in effect
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