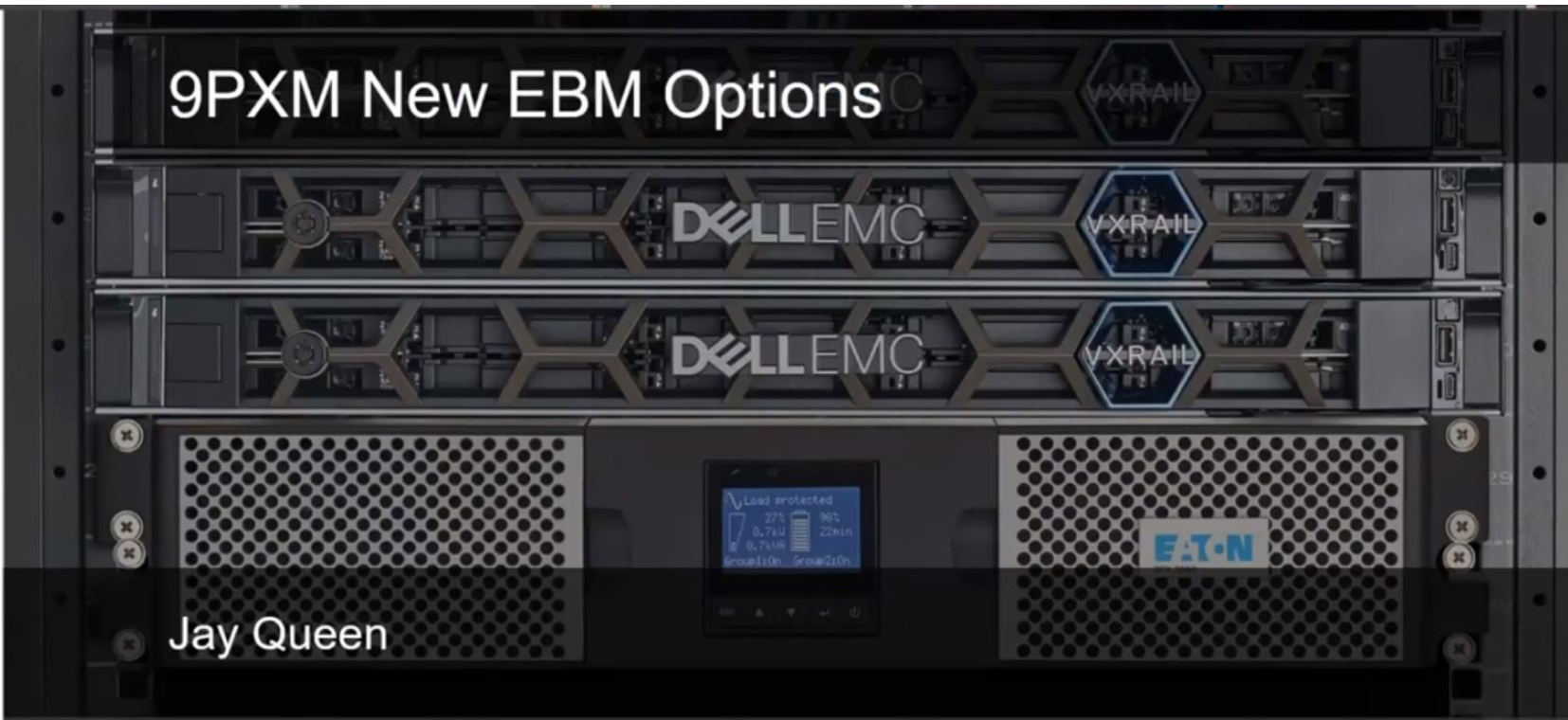


9PXM New EBM Options



Jay Queen



New EBM Options for 9PXM

- 2 New EBM Offerings coming for 9PXM
 - Available in Q3
 - Listed in Q3 Pricebook
- Cost and Feature Competitive



New EBMs

- 9PXM08SEBM & 9PXM12SEBM
 - These will continue to the “standard” 9PXM EBMs
 - List price reduced!
 - Traditional EBM offering ala 9PX, 5PX, etc
 - Price Competitive with Symmetra LX EBM
 - Connectivity and Intelligence removed
 - Required manual interaction with front panel
 - Does not support 9PXMCHGR
 - Maximum 3 EBMs with 20kVA 9PXM

What about the old EBMs?

- The old “Smart” EBMs have a new look
 - 9PXM08SEBM-C & 9PXM12SEBM-C
 - “C” stands for connected
 - Full featured EBM that launched with 9PXM
 - Connected and Intelligent
 - Automatically detects battery changes
 - Supports 9PXMCHGR
 - 4 EBMs with 20kVA 9PXM
- Upsell item for the data driven mission critical customer

