



Your Network's Edge®

Ethernet Access Device Supply Chain Stability

No More Relying on a Single Vendor

Delivering
INNOVATION

Worldwide Supply Chain Crisis

Projected Through 2024



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- **2021/22: CSP Supply Reality Check**

Single vendor might not come through on supply anymore for EADs (also known as NIDs/NTUs).

Vendors are strained due to the fallout after Covid lockdowns/slowdowns, Russia-Ukraine war, and other factors.

- **Second Vendor Is Crucial**

Your second vendor must *not be dependent on the same third-party components* as the first vendor.

Otherwise, you really have a single vendor.



How RAD Maintains EAD Supply Stability: The Four Pillars



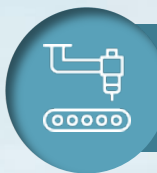
I. Experience: Over Four Decades



II. In-House Vertical Integration



III. Own Products/Intellectual Property



IV. Third-Party Component Readiness & In-House Integration

Read upcoming slides for details on each pillar...

Pillar I: Experience

40+ Years Supplying Globally



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- RAD remains a worldwide leader in EAD supply stability amidst the supply-chain crisis that chokes many other EAD vendors in 2022.
- Outstanding knowledge and experienced EAD producer – main line of business since 1981.

Pillar II: Vertically Integrated In-House Production



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- Local, in-house, self-sufficient, self-reliant production
- State-of-the-art SMT production lines
- Always on: Round the clock, 3-shift production
- High flexibility to meet changes, short TTM



Reduces reliance on outside vendors, much lower freight costs.

Pillar III: Own Products, Own Intellectual Property



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- Homegrown ASIC/FPGA firmware: The only alternative to Broadcom/Marvell in the market.
- The code is ours. We can code our products how we want, when we want.
- Patents on many products



Pillar IV: Third-Party Component Readiness

Finger-on-the-Pulse and In-House Integration



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- Multi-vendor third-party component acquisition strategy
 - Longstanding personal relationships with vendors
 - Never relying on single vendor
 - Routine scouting for additional vendors
- In-house integration/QA allows for quicker adaptation than competitors can supply.



RAD Component Supply Task Force Includes Engineering, Operations, and Marketing VPs

RAD Vendor Summary



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- In-House production and in-house component integration. Flexible, responsive.
- EADs are our main business.
- Paramount resources and experience enable supply stability.



**The Expertise to Deliver
The Agility to Customize**

Testimonial



Your Network's Edge®



“Your company has outperformed all of the other vendors that we have dealt with for our networks. Thank you for all your efforts and support.”

RAD Tier 1 CSP Customer, N. America, January 2022

#1 Priority is Supply Stability for Customers



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Get your
second vendor
before you're
too late.

Schedule a consult
with market@rad.com

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