

End of Life notification for all QTERM-J10 models – 1 April 2017
Last Time Buy (LTB) for all QTERM-J10 models – 31 January 2018
Last Time Delivery (LTD) for all QTERM-J10 models – 31 March 2018
End of Repair (EOR) for all QTERM-J10 models – 31 December 2020 (or until parts are no longer available)
End of Support (EOS) for all QTERM-J10 models – 31 December 2020

Customer Action Requested

Beijer Electronics will accept non-cancelable purchase orders for the QTERM-J10 EOL products through the LTB date. Purchase orders after the LTB date will not be accepted. Purchase orders may outline a schedule with different delivery dates through the LTD date, but not beyond. No deliveries will be made after the LTD date. EOR is an estimate of the period of time Beijer hopes to be able to repair the product. Beijer’s ability to repair the J10 product will be impacted by component availability. Beijer attempts to stock parts based on historical repair trends. In all cases, a Service Request is required for all returns regardless of warranty status. It is recommended that customers call Beijer’s Service Department prior to returning an EOL product in order to assess part availability and the likelihood of repairing the EOL product. EOS is the estimated period of time Beijer will provide technical support for the EOL product.

Transition or Replacement Products

Beijer Electronics has no direct replacement option for the handheld version of the QTERM-J10, which make up 99% of the J10 models. Beijer Electronics is moving away from handheld HMIs. The focus is on its panel-mount X2 line of HMIs. The best replacement option from Beijer Electronics would be one of the iX-programmed X2 products, with the 5” X2 base 5 or 7” X2 base 7 being the lowest cost options. Through iX Developer, a project can be created to run on an X2 terminal that can look similar to a J10 – a soft alpha-numeric display area and soft buttons to mimic a keypad. Any J10 customer interested in this should consider speaking with Beijer Electronics’ Technical Support group and discuss the options.

The iX-based X2 line has models designed for entry-level/cost-consciousness, performance, soft control, soft motion, marine and extreme applications. The models come in various screen sizes, screen brightness, CPU options, and approvals/certifications. The X2 model classifications are as follows (the numbers represent screen sizes in inches):

- X2 base 5/7/10
- X2 control 4/7/10/12/15
- X2 marine 7/15
- X2 pro 4/7/10/12/15/21
- X2 motion 4/7/10/12/15
- X2 extreme 7/12/15



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Nxxxx
 1 April 2017
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<u>End of Life Product</u>		<u>Suggested Replacements</u>		<u>Additional Information</u>
<u>Model</u>	<u>Part #</u>	<u>Models</u>	<u>Part #</u>	
QTERM-J10	QTERM-J10/xxxx or QTERM-Jxxx	X2 base 5 X2 base 7	630005105 630005205	<p>The 5" or 7" X2 base products would be the most likely replacement options.</p> <p>However, based on the application, any of the iX-based X2 models could be considered.</p> <p>No X2 model is offered in a hand-held configuration, panel-mount only</p>

QTERM-J10 part numbers are specific to each customer. The “xxxx” is a place-holder for the unique part number associated with each QTERM-J10 configuration.

Price Increase

Existing QTERM-J10 customer pricing (per customer) will be honored for orders received prior to 31 August 2017. All orders received afterwards will have a 10% price increase over a customer’s historical pricing. This policy will be valid until the LTB date.

Purpose of EOL Notice

The QTERM-J10 has been part of Beijer Electronics’ (and QSI’s) product portfolio for 20 years. Component availability, engineering costs and market dynamics have decreased the demand for these types of hand-held HMIs. Beijer Electronics’ focus is on its iX panel-mount X2 line of HMIs, its iX Developer software, and its IOT and cloud initiatives.

Thank you for your business and attention to this End of Life notification. Please contact your regional sales representative if you have any questions or need assistance with this EOL notice or product replacement options.

Sincerely,

Jeff Hayes
Product Management



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