

## PRICE CHANGES TO PLX PRODUCTS FROM AVAGO TECHNOLOGIES

**To: World Wide Customers who buy PLX Products from Avago Technologies through Distribution**

New pricing has been established world-wide effective Sept. 15th 2014.

### Customer Update:

- Effective Sept 15th 2014, distributor's backlog and inventory have been adjusted to the new pricing structure.
- Anstek is in the process of establishing customer specific pricing which will be communicated to you shortly.

### Why is Avago restructuring prices:

- Most customers are providing feedback that Avago needs to:
  - Continue to invest in the PCIe switching roadmap
  - Improve product quality especially related to manufacturing
  - Increase execution and support
  - Expand product availability
- Some of the products have low to negative margin, and in some cases, customer consumption is well below original projections.
- Avago understands how critical PCIe switching is to our customers' systems and is committed to investing in this market. A higher overall return on investment will permit Avago to continue to invest.

Please contact your local Anstek representative or Avago salesperson with any questions.

*Best Regards,*  
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