

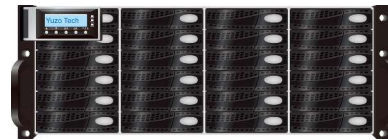


# Virtual OEM Program



## What is the Virtual OEM Program?

YuzoTech's Virtual OEM Program allows technology companies to offer fully branded OEM servers and storage appliances without incurring the significant costs associated



with developing a branded product line. Our Virtual OEM team will work closely with our partners to develop turnkey appliances and embedded solutions tailored to their exact market needs. With our significant

hardware portfolio, we can help design a single appliance product or a complete family of products. Our team of Virtual OEM experts will manage and simplify every step of your product lifecycle. From design to post sales-support, we have the knowledge and experience to handle all your product needs.

## Virtual OEM Advantage

- Broad hardware product portfolio
- Low engineering and design costs
- Accelerated time-to-market
- No volume commitments
- No inventory holding cost with virtual warehousing and direct to site shipping
- ISO 9001:2000 certified manufacturing
- Comprehensive post sales & support
- Vertical market expertise (IT, Surveillance, Pro-Video)
- Customized configurations to minimize field support costs

## Design & Prototype

With years of industry experience and expertise in IT, Surveillance and Pro-Video, Yuzo Tech engineers will help design custom appliances and embedded systems specific to your industry and market needs. Yuzo Tech integrates

best-in-class hardware technologies to customize your appliance platform based on your specified form factor, performance specifications and compliance requirements. Other custom engineering options that help branding include custom bezels, trays, colors and customized management software. Our OEM team can also facilitate third-party hardware integration for special product needs. Further, all OEM branded systems are manufactured in ISO 9001:2000 certified facilities to guarantee consistent quality and reliability for your product line.





# Virtual OEM Program

## Product Branding

Our design team will work closely with you to ensure complete corporate image compliance. Yuzo Tech will create a customized "out-of-box" customer experience by designing fully branded hardware, software, manuals, documents and packaging using your logos and corporate colors. Our product management team will also work with your product management team to provide training and materials for your field support team as well as your sales distribution network. Our Virtual OEM program ensures that your new OEM appliance products fit perfectly into your corporate product line-up with minimal costs.

## Integration: Commitment to Quality



Yuzo Tech's tightly controlled manufacturing process ensures that all appliances are built to identical specifications. Using selected automated processes, Yuzo Tech can quickly scale integration and production from a single unit to hundreds of units. All appliances go through a rigorous 21-step integration build process that includes pre-build inspections, assembling, testing, burn-in and quality control.

## Virtual Inventory

With our "just-in-time" manufacturing and inventory systems, we do not ask our OEM partners to keep inventory therefore reducing their inventory holding costs to zero. To help further reduce costs and decrease delivery times, Yuzo Tech will drop-ship a product directly to your end-user's install site, preconfigured to their specific

requirements so that a field engineer simply has to plug in the product to enable its operation. Yuzo Tech can also incorporate your own delivery documentation so all deliveries will appear to come directly from your corporate warehouse. Alternatively, Yuzo Tech can pre-manufacture your product line and ship them to your distributor of choice or your corporate warehouse anywhere in the world. We do all this without asking you to commit to any volume.



## Post Sales Support

Yuzo Tech's Virtual OEM program of course includes full warranty, technical and parts replacement services for your appliance products. Yuzo Tech provides advanced levels of support that include:



- Support (incident) ticket and management
- Case escalation, resolution and confirmation management
- Proactive emails and news updates
- Custom Web Portal which includes
- Comprehensive knowledge base and FAQs
- Customer forums
- System documentation
- Technical tips
- Software updates and hot-fixes

[WWW.YUZOTECH.COM](http://WWW.YUZOTECH.COM)