

# Product End of Life Notice

Rev 5/2017

3G GSM to 3G/4G Cellular Routers & RTUs



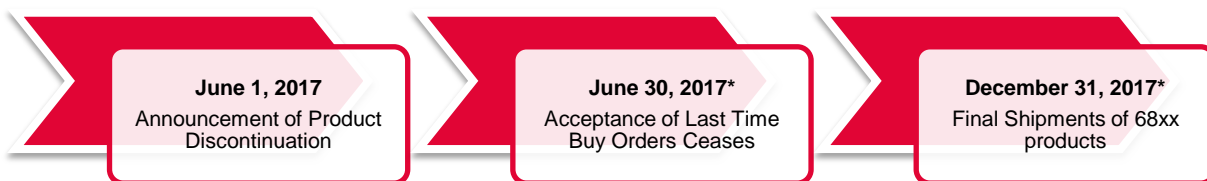
## Introduction

The SN-68xx 3G-only GSM cellular router and RAM-68xx 3G-only GSM cellular RTU were introduced as Red Lion's first DIN-rail mountable industrial cellular products with more advanced security and routing capabilities than previous generations. Cellular continues to evolve quickly and provide customers with increasingly reliable and ever-expanding coverage for their connectivity needs. As such, these pioneering products are being discontinued.

Red Lion is announcing new 3G GSM routers and RTUs, upgradable to 4G LTE by purchasing a software license, which are replacements for these legacy products. This new solution provides a seamless upgrade path for customers as their application needs change, saving both time and money while reducing complexity. This document describes the alternatives available and provides information on how their features compare with the items being discontinued.

## Timing

Red Lion Controls intends to honor the standard warranty obligation for this product when ordered and delivered in accordance with the following transition schedule:



\*Dates are subject to change based on component availability and product sales

### June 1, 2017

- Product discontinuation announcement
- Red Lion begins accepting non-cancellable, non-returnable last time buy orders
- Orders may be scheduled for delivery between July 2017 and December 31, 2017

### June 30, 2017

- General availability of SN-68xx cellular routers and RAM-68xx cellular RTUs ceases
- Acceptance of last time buy orders concludes

### December 31, 2017

- Shipment of SN-68xx cellular routers and RAM-68xx cellular RTUs stops

## Why is this transition taking place?

The SN/RAM-68xx 3G-only GSM cellular products are based on a cellular module that is no longer available. The new models are designed with newer components which will provide a longer life, and also uniquely offer the ability to unlock 4G LTE capability via a software license, eliminating the need to physically replace hardware if an application later requires the advanced connectivity of 4G LTE.

A detailed part-by-part cross reference guide for customers transitioning from SN/RAM-68xx products can be found in the Product Discontinuation notice available at [www.redlion.net/eol](http://www.redlion.net/eol). Below is a representation of how the recommended parts will compare to the old.

## What happens to my current investment in SN/RAM-68xx products?

Existing SN/RAM-68xx products still function, will continue to be supported and carry our full warranty. For new deployments or replacement product, customers should use the new SN/RAM-67xx or SN/RAM-69xx hardware as described by our online Cross Reference guide or Product Discontinuation document, both available at [www.redlion.net/eol](http://www.redlion.net/eol).

## How do I upgrade one of the new SN/RAM-67xx-yy<sup>◇</sup>-3G or SN/RAM-69xx-EU-3G models to 4G LTE?

As your application needs change, upgrading will be as simple as ordering an upgrade license from Red Lion. Upon entering the 4G LTE software license key, the unit will be rebooted and will be capable of 4G LTE service. (Please note that a 4G LTE SIM card must be installed and you may need to upgrade to a compatible data plan from your cellular provider, as well.)

## What if I want to upgrade my existing SN/RAM-68xx product to 4G LTE?

Unfortunately, the only options for upgrading an SN/RAM-68xx product to 4G LTE is to replace the hardware with an LTE-compatible, upgradable model (SN/RAM-67xx-GE-3G or 69xx-EU-3G), or to purchase one of our standard 4G LTE models with 3G fallback. Please contact Tech Support to talk through the options available to you.

Please see [Appendix A](#) for a spec-by-spec comparison of example cellular router products and [Appendix B](#) for a comparison of example cellular RTU products.

<sup>◇</sup> yy is reserved for carrier designation in part number. See [discontinuation notice](#) for specific part number information.

Prices listed are Red Lion standard list price at time of publication, in USD. Pricing is for illustrative purposes only and does not constitute a quote.

## Appendix A

### Comparison of SN-68xx-GE and SN-67xx-yy<sup>◇</sup>-3G/69xx-EU-3G Cellular Routers



**SN-68xx**



**SN-67xx-yy-3G**



**SN-69xx-EU-3G**

	<b>SN-68xx</b>	<b>SN-67xx-yy-3G (Americas)</b>	<b>SN-69xx-EU-3G (EMEA/APAC)</b>
<b>Part Number</b>	SN-6801	SN-6701-yy-3G	SN-6901-EU-3G
<b>Example</b>	SN-6821	SN-6721-yy-3G	SN-6921-EU-3G
<b>Power</b>	Input Voltage: 8-30 VDC (2.6 W – 5.0 W Transmitting)	Input Voltage: 8-30 VDC (2.6 W – 8.4 W Transmitting)	Input Voltage: 8-30 VDC (2.6 W – 8.7 W Transmitting)
<b>Power Supply</b>	Optionally included	Sold separately	Sold separately
<b>Connectivity</b>	<b>Ethernet:</b> One (1) or five (5) 10/100Base-T RJ-45 ports <b>Serial:</b> One (1) RS-232 (DB9) <b>USB:</b> One (1) USB 2.0 (mini) <b>Antennas:</b> Two (2) SMA conn. (antenna, diversity)	Same	Same
<b>Construction</b>	Metal housing	Same	Same
<b>Dimensions</b>	SN-6x0x: 120 x 96 x 32 mm Weight: 453g (1 lb.) SN-6x21: 120 x 96 x 51 mm Weight: 500g (1.1 lbs.)	Same	Same
<b>GSM Frequencies</b>	<b>HSPA:</b> Bands 1, 2, 5, 6, 8; Frequencies 800/850/900/1900 /2100 MHz <b>GSM:</b> 850/900/1800/1900 MHz	<b>HSPA:</b> Bands 1, 2, 5, 6; Frequencies 800/850/ 1900/2100 MHz <b>GSM:</b> 850/900MHz <b>[Optional LTE:</b> Bands 1, 4, 17; Frequencies 700/2100MHz, AWS (1700/2100) MHz]	<b>HSPA:</b> Bands 1, 2, 5, 8; Frequencies 850/900/ 1900/2100 MHz <b>GSM:</b> 850/900/1800/1900MHz <b>[Optional LTE:</b> Bands 1, 3, 7, 8, 20; Frequencies 800/900/ 1800/2100/2600MHz]
<b>Mounting</b>	DIN-rail, Panel, Flush-mount	Same	Same
<b>List Price (ex.)</b>	SN-6801 - \$ 560	SN-6701-AT-3G - \$ 560	SN-6901-EU-3G - \$ 560

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## Appendix B

### Comparison of RAM-68xx-GE and RAM-67xx-yy-3G/69xx-EU-3G Cellular RTUs



**RAM-68xx**



**RAM-67xx-yy-3G**



**RAM-69xx-AT-3G**

	<b>RAM-68xx</b>	<b>RAM-67xx-yy-3G (Americas)</b>	<b>RAM-69xx-EU-3G (EMEA/APAC)</b>
<b>Part Number</b>	RAM-6801	RAM-6701-yy-3G	RAM-6901-EU-3G
<b>Example</b>	RAM-6821	RAM-6721-yy-3G	RAM-6921-EU-3G
<b>Power</b>	Input Voltage: 8-30 VDC (2.6 W – 5.0 W Transmitting)	Input Voltage: 8-30 VDC (2.6 W – 8.4 W Transmitting)	Input Voltage: 8-30 VDC (2.6 W – 8.7 W Transmitting)
<b>Power Supply</b>	Optionally included	Sold separately	Sold separately
<b>Connectivity</b>	<b>Ethernet:</b> One (1) or five (5) 10/100Base-T RJ-45 ports, WAN on port 5 <b>Serial:</b> One (1) RS-232 (DB9) <b>USB:</b> One (1) USB 2.0 (mini) <b>Antennas:</b> Two (2) SMA conn. (antenna, diversity)	Same	<b>Ethernet:</b> Same <b>Serial:</b> Same <b>USB:</b> Same <b>Antennas:</b> Three (3) SMA conn. (antenna, diversity, GPS)
<b>Construction</b>	Metal housing	Same	Same
<b>Dimensions</b>	RAM-6x0x: 120 x96 x 32 mm Weight: 453g (1 lb.)  RAM-6x21:120 x 96 x 51 mm Weight: 500g (1.1 lbs.)	Same	Same
<b>Frequencies</b>	<b>HSPA:</b> Bands 1, 2, 5, 6, 8; Frequencies 800/850/900/1900 /2100 MHz <b>GSM:</b> 850/900/1800/1900 MHz	<b>HSPA:</b> Bands 1, 2, 5, 6; Frequencies 800/850/ 1900/2100 MHz <b>GSM:</b> 850/900MHz <b>[Optional LTE:</b> Bands 1, 4, 17; Frequencies 700/2100MHz, AWS (1700/2100) MHz]	<b>HSPA:</b> Bands 1, 2, 5, 8; Frequencies 850/900/ 1900/2100 MHz <b>GSM:</b> 850/900/1800/1900MHz <b>[Optional LTE:</b> Bands 1, 3, 7, 8, 20; Frequencies 800/900/ 1800/2100/2600MHz]
<b>Mounting</b>	DIN-rail, Panel, Flush-mount	Same	Same
<b>List Price (ex)</b>	RAM-6801 \$ 710	\$ 710	\$ 710

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