

March 20, 2012

To whom it may concern:

The 1410-B is a bare PC board that is designed for integration into other products. This is not something that an ordinary consumer can or would do. It is specifically intended for use in Tropos mesh networks to provide our proprietary communications integrated into devices used in electric power utility distribution equipment such as recloser controllers, capacitor bank controllers, voltage regulators, power transformers and the like.

Equipment of this type is manufactured by a limited number of vendors who will, in accordance with the requirements of our utility customers, integrate the 1410-B into their products and support that complete package. To do that the equipment supplier will have to work with Tropos and be supported by Tropos.

Equipment of this type is only installed by trained, professional technicians, authorized and trained to install and maintain such equipment.

What is different from our earlier submissions, specifically the Trident and Spear radios, is that those radios were only intended to be integrated into Tropos equipment. For example, both the Trident and Spear are used in our 1310, 3320, 4210, 6320 and 7320 model routers. allowing us the flexibility to introduce new products, using existing radios, without having to go through the entire certification testing process. We intend to use the 1410-B in the same way in our own products, but now can offer this to our business partners for their products as well.

Sincerely,



Andrew Balaschak
Director, Product Management
Tropos Networks