

StepUp for AccuRay 1190



ABB announces a new StepUp program to migrate customers with remaining AccuRay 1190 systems to ABB's latest Quality Control QCS800xA system solutions. ABB has kept its promises with 1190 customers to maximize system utilization and ROI. However, we are now three generations of Quality Control systems beyond the 1190, from our Nexus, to our latest Quality Control QCS800xA powered by System 800xA. AccuRay 1190 Quality Control systems should now be upgraded to address obsolescence issues and avoid unscheduled downtime. As a valued customer, ABB will make every effort to migrate your system forward to our latest value-creating Quality Control QCS800xA solution.

The first objective of this StepUp program is to ensure that we provide our 1190 customers with formal notification that 1190 systems are at limited and obsolete lifecycle status. In keeping our commitment to our customers, we have a responsibility to identify future risks associated with continued support of 1190 systems. ABB will ensure that our customers can plan ahead and not be blind-sided by unexpected surprises. We want to help our customers avoid the major downtime events that are now a reality with obsolete 1190 system components. Second, with this formal 1190 lifecycle announcement, ABB is offering a migration incentive program forward to our latest Quality Control QCS800xA powered by System 800xA.

Overall program objectives

- Provide customers with a lead-time notification of limited or obsolete lifecycle status for 1190 systems
- Identify future 1190 support and business risks
- Prevent system failures and unplanned downtimes that are a reality with obsolete products
- ABB will provide a Site Audit and create a detailed Migration Roadmap to our latest Quality Control QCS800xA solutions

- Customers who participate in 1190 StepUp to Quality Control QCS800xA will receive ABB sponsored incentive pricing
- Customers receive the highest ROI with the latest Quality Control QCS800xA solutions and will significantly lower their support costs

ABB's priority is to migrate AccuRay 1190 customers to our latest Quality Control QCS800xA solution, providing the highest customer ROI, and lowest overall installation cost. However, we anticipate the need for a more gradual migration approach for some customers to allow funding even within a maintenance budget. You may be surprised to find that investment and migration to new technology is not an all-or-nothing proposition. Moving to newer technology can be managed at a controllable investment level, eventually migrating to our complete Quality Control QCS800xA solution. We'll ensure the reuse of as much of your existing equipment as possible, and offer modular subsystem level StepUps. We'll even provide credit for the return of key 1190 parts back to the factory.

ABB strongly recommends that all AccuRay 1190 customers take advantage of this StepUp opportunity. We understand that your business, just like ours, does not like surprises. We'll make every effort to keep you as a long-term customer and ensure you can take full advantage of ABB's latest Quality Control QCS800xA solutions, because satisfying existing customers is the best path forward to ensure our mutual success. Contact your local ABB account manager for answers to any questions you may have.

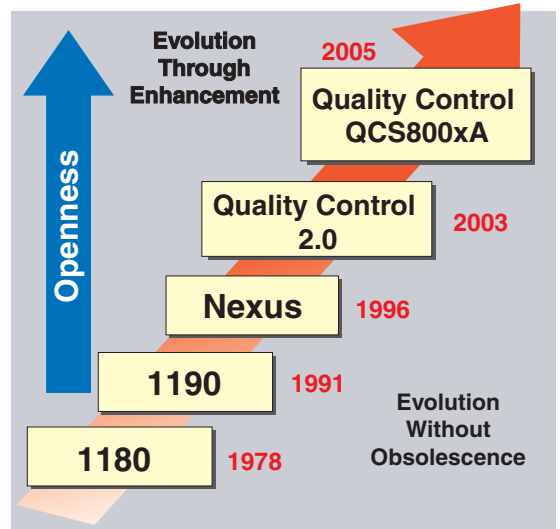


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