



PXS_u Protocol eXchange Server USB to Synchronous Adaptor

To all WinBSC/X.25 users:



We are pleased to inform you that after Alcatel-Lucent Shanghai Bell (ASB) had approved the PXS_u as PCMCIA replacement for the WinBSC/X.25, Alcatel-Lucent (ALU) France gave the “GREEN LIGHT” to accept orders for the PXS_u. The product can be ordered directly from Advanced Relay (PXS_u-C-ALU-WinBSC) or from ALU (1AF09544AAAA). The WinBSC/X.25 terminal software is only available through ALU.

ASB and Wipro Bangalore India extensively tested the PXS_u as platform for the WinBSC/X.25 product. It proved to be functionally totally compatible with the current PCMCIA version. For questions regarding the PXS_u (or PCMCIA) please contact your usual GSM Unit for New Product Introduction or Product Support Team.

You may be aware that in recent years many notebooks did support the synchronous PCMCIA cards from Sealevel and Microgate incorrectly, or not at all. A few notebooks, such as the Alcatel-Lucent selected Panasonic Toughbook or the Fujitsu Lifebook, work reliably, but are pricey (>\$2K). New and inexpensive netbooks (\$200 to \$500) don't even have the space for a PCMCIA slot.



To address these problems, Advanced Relay developed an external USB alternative. The PXS_u is flexible and can be used on notebooks and PCs; it is also more powerful than the PCMCIA version. In our meeting December 2009 with Alcatel-Lucent (ALU) in Velizy we agreed not to increase the current PCMCIA price of \$1203 for the PXS_u. Please find below the PXS_u quantity discounts per shipment.

1	2	4	8	16	32	64	128	256	512	1024
0%	5.00%	10.00%	15.00%	20.00%	25.00%	30.00%	35.00%	40.00%	45.00%	50.00%
\$1,200.00	\$1,140.00	\$1,080.00	\$1,020.00	\$960.00	\$900.00	\$840.00	\$780.00	\$720.00	\$660.00	\$600.00

For current LayGO/PCMCIA or Eicon/PCMCIA or Eicon/PCI WinBSC/X.25 users we offer an upgrade path for replacing the legacy hardware with the PXS_u. You will have to provide us with the serial numbers of the current PCMCIA or PCI cards you want to upgrade. You do not have to send the cards back to us. For users of Eicon cards, we will include the LayGO/X.25 license at no charge. Please find below the PXS_u upgrade quantity discounts per shipment.

1	2	4	8	16	32	64	128	256	512	1024
0%	5.00%	10.00%	15.00%	20.00%	25.00%	30.00%	35.00%	40.00%	45.00%	50.00%
\$750.00	\$712.50	\$675.00	\$637.50	\$600.00	\$562.50	\$525.00	\$487.50	\$450.00	\$412.50	\$375.00