

LAST TIME BUY / END OF LIFE NOTICE



End of Life for the 5820A Oscilloscope Calibrator

By: Jack Somppi

Date: August 15, 2011

The 5820A Oscilloscope Calibrator was introduced in the mid 1990s as Fluke's offering for a dedicated oscilloscope calibrator. It was the improved version of the original 5800A oscilloscope calibrator. Then in 1999 when Wavetek/Datron joined Fluke, the 9500 Oscilloscope Calibrator became the preferred offering due to its ability to address higher bandwidth oscilloscopes. Today the 9500B remains the dedicated oscilloscope calibrator of choice. The demand for new 5820A units has reduced to levels which are no longer economical to keep it as an active product. So effective on December 1, 2011 orders will no longer be accepted for new 5820A, with deliveries being completed by December 31, 2011. This will give existing 5820A users more than 3 months to consider their remaining lifetime buy needs.

Of course, per our standard policies, we will provide full parts availability, as well as repair and calibration service for a minimum of 5 years following the end of production. Also Fluke will provide calibration services beyond that time for the foreseeable future.

We need your help to estimate the remaining needs for 5820A orders. Here is how you can help:

1. Contact existing 5820A users. Tell them the 5820A is at its end of life and that last orders will be accepted until December with shipments complete before the end of 2011.
2. A formal announcement letter will be posted to the Fluke partner portal which provides a customer facing communication of this product discontinuation
 - **Every 5820A and 5800A user should get this message!**
3. We want to estimate our final parts requirements, should an unusual amount of units be required. Your help is needed for this.

ACTIONS – You must email your estimate of possible remaining 5820A orders gerda.meijer@fluke.nl on or before Sept. 15, 2010. Then we can estimate the demand and plan accordingly.

Finally, for any future opportunities, our recommendation as an approximate replacement is the 9500B.

Thank you for your help to make this transition clean and easy for our customers.

Good Luck and Successful Selling,

Jack Somppi