



## **End Of Life (EOL): SAILOR 6215 VHF DSC Class D and SAILOR 6216 VHF DSC Class D - FCC**

Dear valued Partner,

As you may be aware new regulations for VHF Class D require all radios within this category sold by the manufacturer after November 1, 2018 to include a dedicated internal GNSS capability. Per the regulation, any Class D radios sold by manufacturers after this date which rely on GNSS input from an external source will no longer fall within compliance. Radios already in stock with our dealers can still be sold to end users without any issue.

The new regulations are explained in ITU-R M.493-14 (09/2015) and ETSI standard: EN301025 (v.2.2.1) of 2017-03.

As the SAILOR 6215 VHF DSC Class D and SAILOR 6216 VHF DSC Class D – FCC do not have an internal GNSS capability Cobham SATCOM cannot continue providing new units to our partners under the current product design.

The SAILOR Class D VHF series holds a strong reputation as the high end offering within this category. Naturally, achieving this level of quality impacts the product's cost basis, but this has never prevented our Class D products from commanding a premium over lower quality competitors.

Unfortunately, redesigning the products in their present configuration with an added GNSS feature will result in an offering which we feel will not position our partners to be cost competitive in this highly contended market going forward. Based on this we have decided to EOL these two products effective immediately.

The last units of SAILOR 6215 VHF DSC Class D and SAILOR 6216 HVC DSC Class D – FCC are booked and will be shipped during September 2018.

Warranty and Service will be handled using the normal procedure of products under Customer Protection Plan (CPP).

We regret the inconvenience this may cause. We are looking into an alternative solution but we do not expect this to be in place until sometimes early 2019.

Kind regards,  
Cobham SATCOM