DIGITAL POWER CORPORATION TRIP REPORT

REPRESENTATIVE: Power Guide Marketing

SALESPERSON (s): Roger Noack w/Cliff Lupien DATE: 2/13/02 FIELD VISIT: y

CUSTOMER: Video Networks Communications, Inc. (VNCI)

ADDRESS: 50 Intenationational Drive CITY: Portsmouth STATE: NH ZIP: 3801

PHONE: 603-334-6700 FAX: 603-334-6701

CONTACT	TITLE	PHONE	EMAIL
Todd Tomaino	Engineer	603-334-2242	todd_tomaino@vnci.net
Darrin Bisson	Director of Operations	603-334-6752	darrin_bisson@vnci.net

SALES CALL OBJECTIVES AND RESULTS	A/I'S
Follow up on quotation dated 12/04/01 for UPF105-3xx (5V/15A, 3.3V/2A, 2V/500mA) with Todd. VNCI is dropping the	
2V output from the supply and will post regulate off the 5V output. VNCI wis increasing the 5V current from 15 to 18A.	
Requote UPF105 based on dual output (5V/18A, 3.3V/2A)...1 to 1000 units send to Darren w/copy to Todd	5
Forward EN61000-3-2 information package	1
Cliff to follow up with Todd to confirm actual V/A's, specifically minimum loading on V1 and complete C_S form	2

NEW BUSINESS OPPORTUNITY

PROGRAM/PRODUCT: Video Switch CONTACT: Todd

SPECIFICATION: TBD SCHEDULE PROTOS: May/June 2002

PRODUCTION RAMP: September-02 PRODUCTION EAU: 1000

COMPETITION: None PART # TARGET $ $70.00

BUSINESS POTENTIAL BASED ON EAU X TARGET $ OBJECTIVE >>>>> $70,000.00

COMMENTS: We suggested to Darrin that VNCI order (2) evaluation units plus first preproduction quantity for May/June to cover lead time with an option to cancel based on first articles.

1. CUSTOMER SERVICE ACTION
2. SALES REP ACTION
3. SEND PRODUCT LITERATURE
4. ORDER FACTORY SAMPLES
5. QUOTE PRICE & DELIVERY
6. REQUEST ENGINEERING HELP
7. CHECK STOCK
8. ENTER/EXPEDITE ORDER
9. LOST BUSINESS