

From: Rod Schrock
Sent on: Friday, January 28, 2011 11:11:46 PM
To: ## - Strategic Products Everyone <StrategicProductsEveryone@flextronics.com>; Keith Mc. <keithmc@usa.net>
CC: Sean Burke <Sean.Burke@flextronics.com>
Subject: Conquest Project Update
Attachments: Strategic Product Team Goals - 1Q 2011.ppt (3.56 MB)

All,

We just completed a full day's review of the status of our Conquest smartphone. Solid progress continues across the board:

- We now have 200 EV2 handsets in distribution and will soon have an additional 300
- Factory yield has been at our 90% target, quite favorable for our second build.
- Sean and I met with our target U.S. operator on Monday with quite favorable results
- Dual displays are now working on kernel 35 for the first time! It is with this kernel that we are going to declare Alpha system software complete

Further solid news: with isolated exceptions, we are on track to completing our full software stack by next Friday, February 4.

Your challenge now is to accept NO delays from our current deliverables plan. If you have deliverables aimed at February 4 alpha complete date, pls. do all that you can to maintain this schedule. If you have outside technology partners delivering code, track the status on a DAILY basis and escalate communications up to the executive team in real-time, as-needed. That is happening now, this weekend, on key display deliverables from TI. Use this as a precedent for how to manage deliverables to completion from here forward. Accept NO delays and demand quality excellence from your partners and peers.

We have three straight-forward goals for this quarter (presentation attached):

1. **100% Design complete to acceptable EV2 quality standards**
 - ☐ Froyo-based handset fully meets EV2 quality standards
 - ☐ Gingerbread port completed at Emulator level
2. **80+ hour continuous system reliability**
 - ☐ x 5 handsets = 400 hour AT&T reliability test
 - ☐ Froyo-based handset
3. **User responsiveness superior to Google Nexus S**
 - ☐ Five key dimensions

Regarding our first "design complete" goal, we are nearing system completion and will need to achieve required EV2 quality standards while we complete the Gingerbread port. We are well on the path to delivering a completed design this quarter. QUALITY IS KING for this goal.

Regarding system reliability, we start extensive testing in Beijing, Toronto and numerous outsourced US testing facilities during the month of February. Beijing and Christophe are building rock-solid capability with highly capable leaders. We expect great results from this team.

Finally, we have initiated a full suite of handset performance tests compared to the Google Nexus S. January was spent putting the test plans and infrastructure in place to test in consistent, repeatable fashion. February and beyond will focus on design improvements to optimize user responsiveness. The team will report status on a weekly basis and we will give everyone monthly glimpses into our handset performance.

This means we are moving forward and building momentum on all three goals for the quarter. Continue your leadership contributions to, in the words of the US operator, "the most inventive and well-thought-out design" in the industry.

Remember: 2011 is OUR Year.

Rod Schrock
Vice President & General Manager