

March 27, 2019

## **Re: Product Discontinuation Notification: Vevo® 1100, Vevo 2100 & Vevo LAZR Systems**

Dear Valued Customer,

At FUJIFILM VisualSonics Inc. (FF-VSI), we are committed to providing the highest quality products and services to our customers. This letter is to inform you that the Vevo 1100, Vevo 2100 and Vevo LAZR Imaging Systems are being discontinued. All technology products eventually reach the end of their useful life, requiring a difficult decision to discontinue them. Product discontinuation is a part of the cycle that drives new technology and product innovation.

With our latest flagship product, the Vevo 3100, we are able to deliver cutting edge ultrasound imaging technology to our customers, beyond what was possible with the Vevo 1100/2100/LAZR systems. These advancements along with market requirements have significantly reduced demand for the Vevo 1100/2100/LAZR systems.

**Effective immediately, FF-VSI has ceased offering the Vevo 1100/2100/LAZR Systems for sale (please note, this also includes refurbished units). FF-VSI will continue to offer, as available and for a fixed time, spare parts for your existing Vevo 1100, 2100, and LAZR systems. Details will be provided in forthcoming communications.**

At FF-VSI, we understand how integral this equipment is to your research. We are confident that our latest imaging platforms, the Vevo 3100 & Vevo LAZR-X, will satisfy your imaging needs. Our imaging systems are state-of-the-art, ergonomically-designed and customizable to your research needs. We encourage you to visit our website at [www.visualsonics.com](http://www.visualsonics.com) to explore the features and capabilities of the robust Vevo LAZR-X and Vevo 3100 systems.

**For a limited time, we are offering existing Vevo 1100/2100/LAZR owners special promotional pricing to upgrade to a Vevo 3100 system. For more details, feel free to contact your local sales representative.**

As always, we appreciate your business and look forward to providing you with the best tools to assist you in attaining your research goals.

Best Regards,



Greg Nesbitt  
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