



Legacy GMR Upgrade versus an M5 Retrofit

The Lucidyne GMR has been produced now for 18 years with over 650 units currently in service. The following matrix enumerates the differences between upgrading your legacy GMR and retrofitting it with a new M5 GMR system.

#	Topic	<u>Legacy Upgrade</u>	<u>M5 Retrofit</u>
1	Definition	Upgrade your legacy GMR to latest version (Aug 06) of software and hardware. The result is a warranted "current design"	Replace existing system with a new M5 system. The result is a new warranted Lucidyne M5 GMR.
2	Support	Phone, dial-up modems, and technician visits	High-speed Internet [Requires VPN (Virtual Private Network) access to the M5 via the Internet], phone, and technician visits
3	Warranty period	1 year	1 year (includes free software upgrades and patches).
4	Spares	Can use your existing stock and purchase additional, if needed (please note that all spare parts for ColorScan GMRs have experienced sharp price increases)	No common parts with legacy design - new spares are needed, consistent with the mills maintenance philosophy. Note: A Retrofit of your system may involve a credit for your current spares stock. Please contact Customer Service.
5	Spare parts availability	Currently no restrictions, however certain parts have a limited supply or may be most readily available as pre-owned.	No restrictions.
6	Spare parts pricing	We anticipate future cost increases as suppliers discontinue production of some critical components.	The list of spare parts has been reduced and simplified, reflecting the streamlined design of the M5. A complete spare parts kit is now less than half the price of the kit for the ColorScan system.
7	Future support	The Aug '06 upgrade for the legacy system was the last upgrade offered for this model. No new systems of this design will be produced. Your system will be supported for the foreseeable future.	The M5 is fully supported and is now the only new GMR available from Lucidyne. Owners will benefit in the future from any available software patches and upgrades.
8	Initial Cost	In most cases, this is a less expensive short-term option. Due to the many system configurations now fielded, the cost can vary from a few hundred to many thousands of dollars. Please request a proposal from Lucidyne Customer Service.	In most cases, this option is more expensive. Please contact Customer Service for your quote today. Credit for existing equipment may also apply.
9	Cost of ownership	Higher due to routine bulb replacement, the higher cost of spares, and the higher cost of support (phone modem and visits)	Lower since there is no need to replace bulbs, spares are less costly, and support can occur almost exclusively via the Internet.