



3G to 4G LTE IQ Cellular Cartridge Distributor Exchange Program

Cellular communication for irrigation controllers is a powerful solution to provide central control communication with consistency and ease. 3G cellular communication is being phased out in the United States and is set to be discontinued in late February 2022. As 3G service is discontinued over the subsequent months, customers with 3G cartridges will experience outages including permanent loss of communication.

Customers with a Rain Bird 3G cellular cartridge will need to upgrade to the 4G LTE cellular cartridge before the 3G network is shutdown in order to maintain connectivity. Rain Bird is offering a program that allows customers to trade in their 3G cellular cartridges for 4G LTE cellular cartridges at a significantly discounted price.

There are two versions of the 4G LTE cartridge, one with an internal 4G LTE antenna and one with an external 4G LTE antenna. Because the existing 3G antenna will no longer work, all 3G cartridges should be exchanged for the same type of antenna (internal or external). The order form below shows the part number and price for each.

How can you take advantage of this?

Option 1: Distributors can place exchange orders online through the EDI/Self Service portal using model numbers **M04614B** (4G LTE cartridge with an internal antenna) and **M04614BEXT** (4G LTE cartridge with an external antenna). Distributors should place exchange orders on a separate purchase order without other products listed. After submitting a purchase order, please email the Exchange Form and Appendix A information to IQ4GExchange@rainbird.com.

Once the order details are confirmed and the 4G LTE replacement cartridges are shipped, an invoice will be sent via email. A prepaid return shipping label for the 3G cartridge(s) and antenna(s) will be included in the shipment. The 3G cartridge(s) must be returned within 30 days of receiving the 4G LTE cartridge(s).

Option 2: On the Exchange Form, complete the address fields where the replacements should be shipped. Specify how many cartridges/antennas you're ordering, and record the IP address(es) for the 3G cartridge(s) being exchanged in Appendix A. Email the Exchange Form, Appendix A, and/or purchase order to IQ4GExchange@rainbird.com.

For both options, total turn-around time is 4-6 weeks from receipt of the order including shipping, depending on availability. The 3G cartridge(s) must be returned within 30 days of receiving the 4G LTE cartridge(s). Please mail to the following address:

Rain Bird Corporation
Attn: Production Service Center (3G-4G Exchange)
6991 East Southpoint Road
Tucson, AZ 85756

Distributor Exchange Form:

All information below is required unless otherwise noted. If any information is missing, it will increase the order processing time.

Name:		Date:		
Attention:(optional)				
PO# via EDI/Self Service (if applicable):				
Street Address:				
City:		State:		Zip:
Email:		Phone:		

Replacement Option	Product ID	Model Number	Trade-in DNET Price	List Price	Trade-in QTY
4G Cartridge, Internal Antenna with 1-Year of USA Cellular Service	IQ4614B-INT	M04614B	\$440.00*	\$4,264.00	
4G Cartridge, External Antenna with 1-Year of USA Cellular Service	IQ4614B-EXT	M04614BEXT	\$495.00*	\$4,475.00	

* The trade-in DNET price is per cartridge. Applicable state and local sales tax will be added to the exchange invoice.

Program Conditions:

- The 4G LTE cartridge available in this program is only compatible in the United States.
- Cartridge(s) and antenna(s) must be returned for a 1 for 1 replacement. If the 3G cartridge is not returned within 30 days, Rain Bird will invoice the distributor's original PO # for the DNET cost difference between a new IQ4G cartridge and the exchange IQ4G price.
- Only the cartridge(s) and antenna(s) must be returned. New 4G LTE antenna(s) and cable(s) will be provided.
- Valid contact and billing information (address, phone/email) must be provided in the form or your request will be returned.
- If you have any questions about your order or any special requests, please contact your Rain Bird GSP representative at 520-434-6288 or IQ4GExchange@rainbird.com for other options.
- Please see Appendix B for a list of Frequently Asked Questions (FAQ)
- Please note, the absence of an IQ cartridge does not prevent irrigation, only remote management.

Appendix B: Frequently Asked Questions (FAQ's)

1. Does the new 4G LTE cartridge come with data preloaded on it?
 - **Answer** – Yes, the new 4G LTE cartridge comes with 1 year of data preloaded.
2. What happens to any remaining data service on a 3G cartridge?
 - **Answer** – Rain Bird will migrate any leftover data onto the new cartridge. When an exchange cartridge is ordered, Rain Bird GSP will connect with the distributor to complete an exchange form. The exchange form requires 3G cartridge IP address information, along with customer information. We will identify and transfer the remaining data service plan from the 3G cartridge to the new 4G cartridge. This amount will be added to the 12 months already included with the new 4G cartridge. Therefore, it is important that you deliver the new 4G exchange cartridge back to the same customer.
3. Why do I need to provide the IP addresses from the 3G cartridges?
 - **Answer** – Some of the 3G cartridges will have an available data plan that hasn't yet expired. By providing the 3G cartridge IP address in advance of shipping the 4G cartridge, we can transfer any remaining balance of the unused data plan to the new 4G cartridge. We will also need to discontinue the 3G IP address in the IQ system.
4. What if I can't get the 3G IP address off of the exchange cartridge for some reason?
 - **Answer** – Please contact your Rain Bird GSP representative at 520-434-6288 or IQ4GExchange@rainbird.com for other options.
5. How long is 4G service expected to last?
 - **Answer** – Cellular carriers expect 4G LTE to remain viable for at least another 10 years. LTE, which stands for Long Term Evolution, is a technology that has been proven in both consumer and commercial applications. 4G LTE will effectively share spectrum with 5G networks as they grow, with many devices over time being developed with both 4G and 5G functionality (5G was not designed to replace 4G).
6. Will the distributor be charged freight for shipping the exchange if the order total is below \$1,750.00?
 - **Answer** – No, all 4G exchange orders include prepaid shipping.
7. Will the distributor have to pay for the return shipping of the 3G cartridges to Rain Bird?
 - **Answer** – No, a prepaid return shipping label will be provided for the 3G cartridge(s) and antenna(s). The prepaid return shipping label will be included with the 4G LTE cartridge(s) shipped. The same packaging sent with the 4G LTE cartridge(s) can be used to return the 3G cartridges with the prepaid return shipping label. If the prepaid return shipping label is lost or additional boxes are needed, please contact your Rain Bird GSP representative at 520-434-6288 or IQ4GExchange@rainbird.com to request assistance.
8. How will I be invoiced for the exchange cartridge and what are the payment terms?
 - **Answer** – When a distributor places an online exchange order via a PO, Rain Bird GSP will invoice the distributor. Standard Rain Bird payment terms apply.

Appendix B: Frequently Asked Questions (FAQ's) continued

9. Can a distributor order a 4G exchange to replace a shelf stock unit that was used for a 3G cartridge?
- **Answer** – Yes. The distributor calls Rain Bird Customer Service (800-282-1933) for an RGA, explaining this is an IQ 3G to 4G exchange. Customer service will provide an RGA number for the 3G cartridge to be returned. Note: the 3G cartridge exchange must be on its own RGA and cannot be combined with other Rain Bird items being returned. (The Distributor must return the 3G cartridges separately, with no other products in the box referencing the provided RGA #.) When the package is received by the Rain Bird RGA center and checked in, a credit for the difference between the exchange cost and a standard 4G cartridge will be issued.
10. What happens if the distributor doesn't return the 3G cartridge after they have received a 4G cartridge via the exchange program?
- **Answer** – Cartridges and antennas must be returned for a 1 for 1 replacement. If the 3G cartridge is not returned within 30 days, Rain Bird will invoice the distributor's original PO # for the DNET cost difference between a new IQ4G cartridge and the exchange IQ4G price.
11. What is my current price on a new IQ4G-USA cartridge?
- **Answer** – Current **LIST** price on an IQ4G-USA (IQ4614B) cartridge is \$4,264.00 as of 11/25/2021. For questions on current **DNET** pricing of new IQ4G cartridges or any other product, please consult with your Rain Bird Distributor Manager contact.
12. Can I use my existing IQ3G SIM card in my new IQ4G cartridge?
- **Answer** – No, the IQ4G cartridge will come with a new SIM card; the previous 3G SIM card will be discarded. Upon receipt of the new IQ4G cartridge, the new IP address will be indicated on a sticker on the back of the cartridge. The customer can then update the IP address in their IQ3 or IQ4 account by editing the controller configuration. Contact IQCloudSupport@rainbird.com or 800-396-5166 if we can assist the customer.
13. Can a customer, contractor, or end user place an exchange order directly thru Rain Bird?
- **Answer** – Yes, a similar form to order a 3G to 4G exchange can be obtained from Rain Bird for those customers who wish to order directly from Rain Bird. They will be charged the **LIST** Trade-in price plus any applicable state and local sales tax.
14. Who do I contact with questions or if I need special assistance?
- **Answer** - Please contact your Rain Bird GSP representative at 520-434-6288 or IQ4GExchange@rainbird.com.

Rain Bird Corporation

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