



Who to Speak to...

- Targeted Carriers like: Verizon, AT&T, Sprint, Orange, BT, Windstream, and Vodafone
- System integrators & equipment manufacturers who need remote access
- Prospects are in these positions:
 - Product/project manager
 - Communication expert
 - System architect

Customer Needs

- Remote access to equipment
- Edge intelligence requirement
- 24/7 uptime of equipment
- Extend life in industrial/harsh environments

M110

Hardware Specification:

- 60 x 60 x 21.7 mm, Approx. 80g.
- Extended Temp. Range -30°C to +70°C
- RAM: 40 Flash 256 MB
- USB Type-C
- Power Supply 6 ~ 36 VDC
- RS232 on Sub-D 9 pin connector
- 2 x versatile I/Os (2-way: analog input / digital output)
- Sim 2FF SIM 1.8 V / 3.0 V

Software Specification:

- Dial-up, TCP / UDP permanent client / server or on-demand client with two TCP / UDP sockets for failover
- Network connectivity watchdog
- DoTA via user's HTTP server

Network Support:

- M111 2G
- M113 NB-IoT / LTE-M1
- M114 LTE Cat.1

E210

Hardware Specification:

- 8 V dc ~ 32 V dc power section with Slow Start and absorption of 2G current bursts
- -20°C ~ +60°C operating temperature range
- RS-232 operation, via a 9-pin sub-D connector
- 2 x Ethernet Port (LAN port / WAN configurable as LAN port)
- 2 x digital I/Os (digital input / output)
- Dual SIM operation
- Micro SD card holder
- Wi-Fi 1T1R at 300 Mbps

Software Specification:

- Linux 3.1 based firmware
- VPN supported: PPTP client, L2TP, IPSec, GRE, Open VPN client / server / pass-through
- SCADA Protocol Conversion

Network Support:

- E214 LTE Cat.1
- E215 3G
- E218 LTE Cat.4

E220

Hardware Specification:

- 'Roadworthy' 10.8 V dc ~ 60 V dc power section
- Extended Temp. Range -30°C to +70°C
- Last Gasp
- Half- and full-duplex, isolated, RS-485
- 2 x Ethernet Port (LAN port / WAN configurable)
- Class 3 PD-PoE
- 2 x digital I/Os (digital input / output)
- Sim 2FF 1.8V / 3.0V
- Wi-Fi 2T2R at 300 Mbps
- GNSS

- Security over SSL / AES 128 / 3DES or VPN
- VPN supported: PPTP client, L2TP, IPSec, GRE, Open VPN client / server / pass-through
- Intelligent Self-Healing Algorithm

- E224 LTE Cat.1
- E225 3G
- E228 LTE Cat.4

New Opportunity Drivers

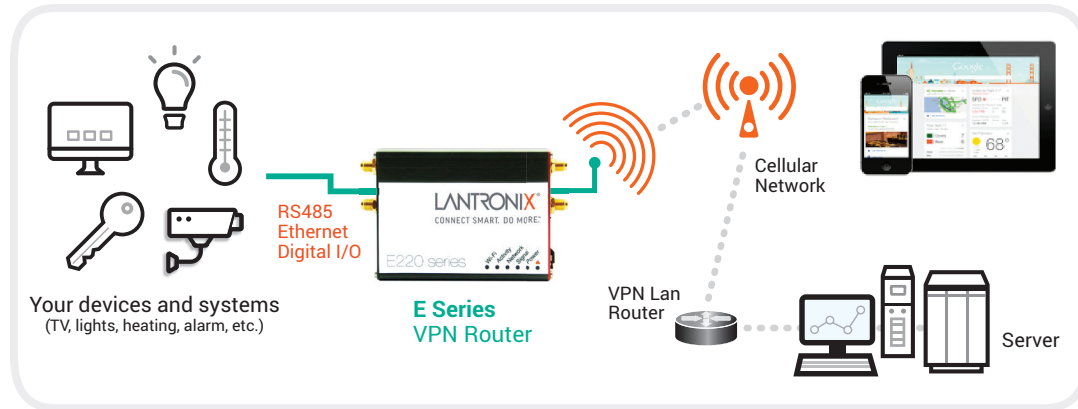
- Why IoT cellular device:
- Reduce operation cost
 - Improve customer experience
 - Launch new business model

- Why you choose a router:
- Ethernet & serial interface
 - High bandwidth usage
 - Small and industrial package
 - Edge computing & Linux programming

- Why you choose a modem:
- Serial or USB interface
 - Low power consumption
 - Small and Industrial package
 - Edge intelligence

Application & Market Segment

- ✓ Carrier Companies
- ✓ Process automation
- ✓ Energy management
- ✓ Vending machine & ATM
- ✓ Fixed asset remote access
- ✓ Failover



Lantronix Software Services

ConsoleFlow - secure cloud platform to manage remote IoT gateways through a single pane of glass. <https://www.lantronix.com/consoleflow/>

Connectivity Services - North American and global cellular data plans and VPN security with an easy-to-use cloud platform to manage your SIMs and services. <https://www.lantronix.com/connectivity-services/>

Lantronix Modem and Router

| Company Overview | | Why Lantronix | |
|--|--|--|--|
| <p>Lantronix was founded in 1989 and offers:</p> <ul style="list-style-type: none"> • Technology leadership in ruggedized cellular communication for the M2M market • 30 years' experience in mission-critical IoT gateways for industrial customers throughout the world • Expertise in understanding everything that affects remote asset uptime | <p>Benefit</p> <p>Our years of experience give us the knowledge and proficiency to virtually manage any machine or industrial asset – anywhere – remotely and securely</p> | <p>The Details</p> <ol style="list-style-type: none"> 1. Intelligence at the device edge minimizes disruption 2. Remote troubleshooting & remediation at the edge reduces operating cost 3. Designed to meet tomorrow IoT resilience needs | |
| | <p>Other suppliers provide:</p> <ul style="list-style-type: none"> • Expensive hardware without flexibility, or • Low cost unreliable equipment <p>Lantronix provides both quality equipment and real-time data monitoring, management and control</p> | <ol style="list-style-type: none"> 1. We provide the best balance between; feature set, size and cost effectiveness 2. Our modems support industrial protocols and accessories specially developed to ease integration with Industrial equipment 3. Our routers are highly versatile, reliable and ruggedly designed for faultless connectivity | |
| Questions to Ask | | Answers that Win Business | |
| Do you need help in collecting valuable data from your remote assets more seamlessly? | Cost of downtime and maintenance is an operational challenge. | Gartner estimates \$5,000 per minute, or \$300,000 per hour. | |
| How do you access your remote assets without dispatching your support team to fix? | We offer a clean, intuitive interface to configure your router. Plus, you can manage your software upgrades Over the Air (OTA) making it convenient to operate when routers are in different locations. | Our cellular smart modems and routers give you real-time data. It provides connection to the edge and provides important data about your Quality of Service (QoS). | |
| Do you want to improve your customer experience by providing real time information on your equipment? | Connecting existing assets with a friendly retrofit solution is not common or easy. We have connected millions of devices in many industries and in challenging environments. | A cost effective and versatile programmable device that manages and monitors your connected devices in real-time. | |
| Would getting more data from your equipment improve your revenue stream? | Data is what is powering the digital economy. Our gateway provides an instant and reliable connection with your asset and can be configured to integrate additional information when needed. | Our gateway has multiple interfaces allowing sensors to be added for more capabilities. Additionally, our software platform ConsoleFlow™ provides device management for thousands of devices through a single pane of glass. | |



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