

### Who to Speak to...

#### Network Group/ Network Admins

- Anyone buying Cisco, Juniper, Brocade, Arista, Palo Alto, Aruba, etc. routers, switches or firewalls
- F5, and Riverbed cloud product users
- UPS installations
- Purchasers of Power Management & Racks

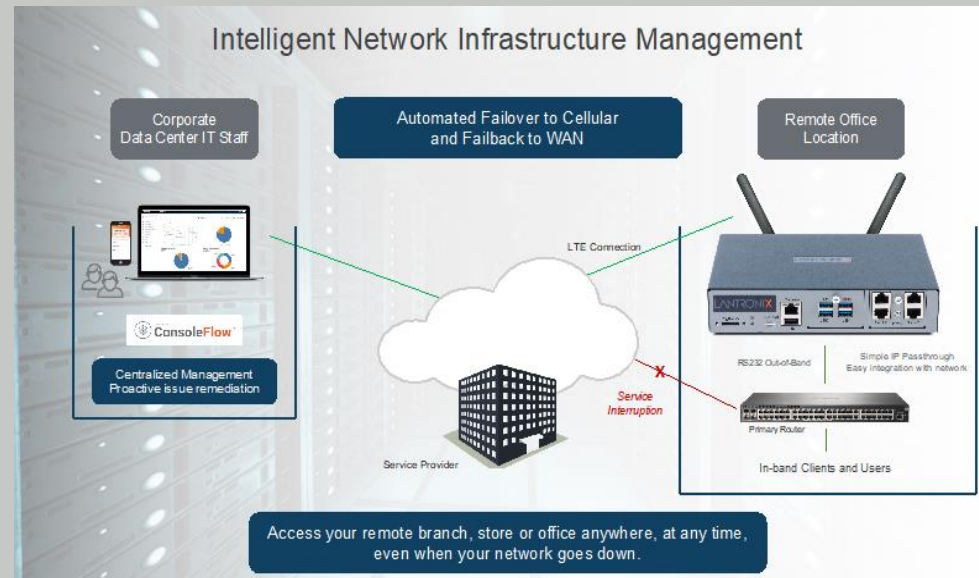
### Customer Needs

- Network resiliency for critical services and systems
- Reduce MTTR, increase MTBF to avoid the increasing costs of downtime
- Rapidly deploy new systems at minimum cost
- 24/7 low-level monitoring of distributed network
- Eliminate truck rolls and increase efficiency/reduce operating costs
- Reduce complexity of managing large complex infrastructure to bolster security
- Adhere to regulatory standards and security compliance

### Product Portfolio

 <p><b>EDGE MANAGEMENT GATEWAY (EMG™)</b></p> <p>EDGE SOLUTION FOR BRANCH OFFICES, REMOTE LOCATIONS, RETAIL STORES OR ANYWHERE AN OFFSITE NETWORK DEVICE GATEWAY IS NEEDED AND SPACE IS LIMITED.</p>	 <p><b>SECURE CONSOLE MANAGER (SLC™ 8000)</b></p> <p>MANAGE CONSOLE DEVICES, SUCH AS ROUTERS, SWITCHES, FIREWALLS, PDUS AND DATA STORAGE SYSTEMS</p>	 <p><b>SECURE BRANCH OFFICE MANAGER (SLB™)</b></p> <p>CONSOLE MANAGER AND POWER MANGER IN A 1U RACK UNIT. MANAGE INFRASTRUCTURE, AND HAS INTEGRATED SMART PDU</p>	 <p><b>LTE CELLULAR CONNECTIVITY KIT (LTE)</b></p> <p>4G LTE-BASED CELLULAR <b>Out-Of-Band</b> WIRELESS SOLUTION FULL-FEATURED LTE GATEWAY FOR FAILOVER AND FAILBACK CONNECTIVITY</p>	 <p><b>DISTRIBUTED REMOTE KVM-OVER-IP (SLS)</b></p> <p>REMOTE KVM ACCESS OVER IP, WEB BROWSER ACCESS AND BIOS LEVEL CONTROL TO SERVERS VIA HTML 5 – NO JAVA</p>	 <p><b>SECURE CENTRALIZED MANAGEMENT SOFTWARE (ConsoleFlow™)</b></p> <p>CLOUD-BASED &amp; ON-PREMISE MANAGEMENT OF LANTRONIX ITM EQUIPMENT WITH MOBILE APP</p>
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### Full Solution



### New Opportunity Drivers

- Data center builds and refreshes
- Migrating old IT systems or deploying new ones
- OEM Eng Test & Development Lab support
- Data Center Consolidation
- Distributed enterprises needing 24/7 monitoring and alerts
- Critical functions distributed at edges or reliance on distributed networks
- Increased Security and Cost consciousness

### Market Segments

- ✓ Telcom
- ✓ Infrastructure OEM's
- ✓ Transportation
- ✓ Manufacturing
- ✓ Logistics
- ✓ Retail
- ✓ Managed Service Providers
- ✓ Cloud and Hosting Providers, ISP
- ✓ Data Centers
- ✓ Education
- ✓ Government & Military
- ✓ Healthcare
- ✓ Electric Utility
- ✓ Financial

# Lantronix Out-of-Band Management

Company Overview	Why Lantronix	
<p><b>Lantronix has been around since 1989 and offers:</b></p> <ul style="list-style-type: none"> <li>• A new Level of secure remote access &amp; infrastructure management</li> <li>• More than 25 years of experience in mission-critical Out-of-Band management for IT environments</li> <li>• Global reach with offices in USA, Europe and Asia</li> <li>• Understands everything that affects infrastructure uptime</li> </ul>	<p><b>Benefit</b></p>	<p><b>The Details</b></p>
	<p>Manage virtually any electronic device – anywhere remotely &amp; securely</p>	<ol style="list-style-type: none"> <li>1. Intelligence at the network edge minimizes disruption</li> <li>2. Sophisticated troubleshooting &amp; remediation at the edge reduces MMTR &amp; operating cost</li> <li>3. Designed to meet today's IT resilience needs and tomorrow IoT resilience needs</li> </ol>
	<p>Other suppliers only have half the answer to continuity; Monitor and control UPS and power status (disruptions, surges, power cycling)</p>	<ol style="list-style-type: none"> <li>1. Ensure uninterrupted availability for remote networks with cellular failover; integrates seamlessly with existing systems</li> <li>2. No manual intervention; wireless 4g LTE offers speeds to keep the network running</li> <li>3. Lantronix has transparent automatic Cellular Failover &amp; always-on OOBM access</li> </ol>
Questions to Ask	Answers that Win Business	
<p>What if I could save you time and money when you have a network outage?</p>	<p>Cost of downtime is at an all-time high</p>	<p>Gartner estimates \$5,000 per minute, or \$300,000 per hour.</p>
<p>Would you like to keep everything up &amp; running instead of waiting for your ISP to fix the problem?</p>	<p>ISP connections sometimes fail.</p>	<p>4G LTE failover for your branch offices, remote sites, and the data center offers speeds fast enough to accommodate your network requirements.</p>
<p>Would you like to provide your team with the ability to perform tasks from anywhere, anytime and from any platform (Laptop, tablet, cell phone) without spending time and money going on-site?</p>	<p>If they do have OOBM, but not Lantronix, they only have 1/2 the solution. Lantronix offers OOBM + Cellular Failover</p>	<p>If your customers are still using modems, they're paying exponentially more than necessary. \$40+ per month for a landline vs. \$7 per month for a 5MB M2M connection can provide the quick ROI they're looking for</p>
<p>Do you juggle multiple interfaces to access the IT and networking equipment in your datacenter?</p>	<p>Access all of your servers, firewalls, routers VoIP servers, PDU's and other remote devices from one single interface</p>	<p>Lantronix ConsoleFlow provides access to up to thousands of devices from a single pane of glass.</p>