

Who to Speak to...

- Anyone needing remote access capabilities including; System integrators, tracking solution providers, and fleet owners
- In the following position:
 - Product/project manager
 - Communication expert
 - System architect

Customer Needs

- Tracking of mobile asset
- Extend life in industrial/harsh environments
- Multiple peripheral and connection options (use case specific)
- 24/7 up time and alerts to always stay in touch with your asset



Fox3

Hardware Specification:

- **Most Developed and Advanced Vehicle Tracking System**
- GSM / GPRS quad-band; 850 / 900 / 1800 / 1900 MHz
- 1 x RS-232 port V.24
- 1x RS-232/RS-485 port
- 3 digital I/Os ports programmable
- USB 2.0
- Internal and external GSM antennas
- 10.8-32 V DC input

Software Support:

- PFAL programming and scripting language with Workbench configuration tool
- Driver logbook
- Power saving mode
- Remote update
- PREMIUM Feature: Canbus reading, LUA support, 3,000 programmable geofence

Network Support:

FOX3-2G Quad band GPRS
 FOX3-3G Multi Band 3G
 FOX3-4G LTE-CatM to Cat.4



Bolero

Hardware Specification:

- **IP68-rated, rugged and "roadworthy" micro-tracker**
- Internal 3.15Wh backup battery
- GPS user-configurable to GLONASS with dual-mode
- Internal antenna
- 3-axis accelerometer
- Ignition, 2x 'versatile' I/Os, 1-wire interface, 2-wire RS-232
- Dual Mini SIM holder
- 9 - 48 V DC input

Software Specification:

- PFAL programming and scripting language with Workbench configuration tool
- Driver logbook
- Power saving mode
- Remote update
- PREMIUM Feature: LUA support, 3,000 programmable geofence

Network Support:

BOLERO41 Dual band GPRS
 BOLERO43 LTE-M1
 BOLERO45 Multi-band 3G

New Opportunity Drivers

Why IoT cellular device:

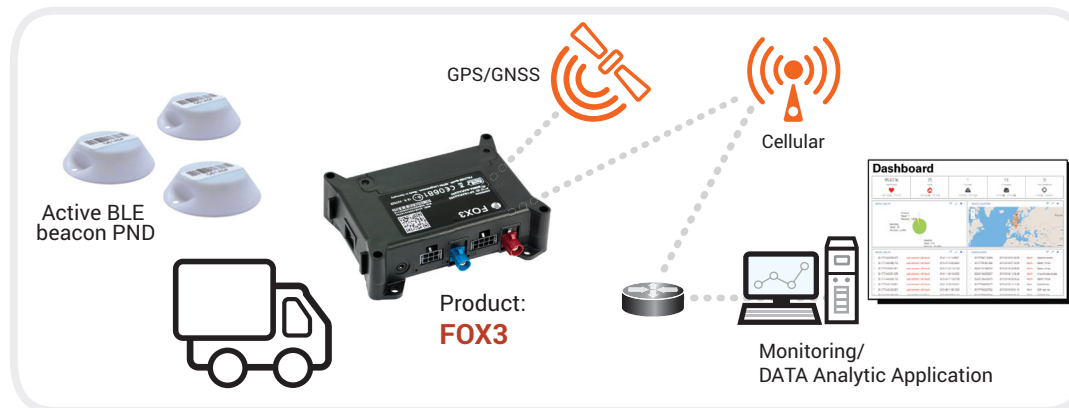
- Reduce operation cost
- Enhance customer experience
- Improve logistics efficiencies

Why a tracker:

- Multiple interfaces for easy installation
- Super low power mode
- Small package with automotive toughness
- Edge computing
- Easy data collection

Application & Market Segment

- ✓ Logistic & warehousing
- ✓ Fleet owner:
 - car dealer
 - municipalities
 - large companies
- ✓ Transport company
- ✓ Car makers: after market
- ✓ Insurance and banking



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 Trackers

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 locations devices throughout the world • Expertise in understanding everything that affects a mobile asset 	<p>Benefit</p> <p>Our years of experience give us the knowledge and proficiency to handle tracking solutions for any vehicle – anywhere – remotely and securely.</p>	<p>The Details</p> <ol style="list-style-type: none"> 1. Intelligence at the device edge minimizes disruption and improves response time 2. Remote alert & remediation at the edge reduces MMTR & operating cost 3. Save money by optimized use of your asset 	
	<p>Locate and manage your fleet with ease with superior hardware and software for any vehicle use case.</p>	<ol style="list-style-type: none"> 1. Ensure uninterrupted availability of remote asset 2. Cost for a recall is very expensive; our ruggedized device and device management cloud ensure maximum uptime 3. We have global expertise to track mobile assets worldwide 	
Questions to Ask		Answers that Win Business	
<p>What if I could save you time and money on your mobile asset?</p>	<p>Cost of downtime is at an all-time high while loss of the mobile asset is even more costly.</p>	<p>Gartner estimates \$5,000 per minute, or \$300,000 per hour.</p>	
<p>Is constant contact with your mobile assets, to ensure optimum route planning and maintenance, an objective for your team?</p>	<p>Proper tracking can minimize the cost of fuel usage and asset loss.</p>	<p>Tracking devices provide location and car computer readings. One device with multiple configurations can address varying use cases for any vehicle in your fleet.</p>	
<p>Do you struggle to find the right tracker with the industrial ruggedness and feature options you need to meet your requirement?</p>	<p>Access your device anywhere, ensure maximum up time and receive alerts in a given scenario.</p>	<p>Our tracker 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.</p>	



sales@lantronix.com www.lantronix.com