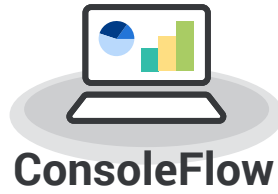


Network Resilience and Intelligence. From the Data Center to the Edge.



Job Function Titles to Look For

- » Senior Network Engineer
- » Senior Network Administrator
- » Senior Network Security Engineer
- » Network/Security Architect

- » Manager/Director Network Engineering
- » Manger/Director Network Operations
- » Manager/Director Network Architecture
- » Manager/Director Network Security
- » Director/VP Information Technology

- » VP / SVP / EVP Network Engineering
- » VP / SVP / EVP Operations
- » Chief Technology Officer (CTO)
- » Chief Operations Officer (COO)

Questions & Answers

Question: How do you manage your unmanned or remote locations when there is no technical staff onsite?

Tip: Use open ended questions to allow them to articulate their real challenges

Customer Answer(s): We don't. We send a person out. We have an old setup which is outdated but we haven't has time to design a new one.

Action: I have a product family designed specifically to solve remote access challenges. Would you have a 30m time slot next Tue at 11am and I can bring in a rep from Lantronix, the Remote Management experts?

Question: How does downtime effect your company? What sort of ripple effect does it have on overall business?

Tip: Use open ended questions to allow them to articulate their real challenges

Customer Answer(s): People are unable to work. Customers cannot complete transactions. I am unsure of the bigger effect. The bigger effect is...

Response: Lantronix remote access products can help ensure uptime and speed of restoration by providing a secondary path into your network, ensuring a resilient access path for routine and emergency maintenance. Would you have a 30m time slot next Tue at 11am and I can bring in a rep from Lantronix, the Remote Management experts?

Question: How do you keep track of and manage everything happening across your network?

Tip: Use open ended questions to allow them to speak of what would be truly valuable to them.

Customer Answer(s): We don't have this today. We built our own solution. We use multiple systems to do this today.

Response: Lantronix's ConsoleFlow platform was designed with operators in mind. It is a single pane of glass which provides visibility and control into everything going on with your devices; and is available in SaaS, Cloud, and OnPrem versions. Would you have a 30m time slot next Tue at 11am and I can bring in a rep from Lantronix, the Remote Management experts?

Question: How do you provision devices and connect your devices globally to cellular services?

Tip: Use open ended questions to allow them to speak of what would be truly valuable to them.

Customer Answer(s): We don't yet. We activate each device individually. We have to negotiate contracts with each cellular carrier.

Response: Lantronix's ConsoleFlow platform was designed with operators in mind. It is a single pane of glass which provides visibility and control into everything going on with your devices; and is available in SaaS, Cloud, and OnPrem versions. Would you have a 30m time slot next Tue at 11am and I can bring in a rep from Lantronix, the Remote Management experts?