

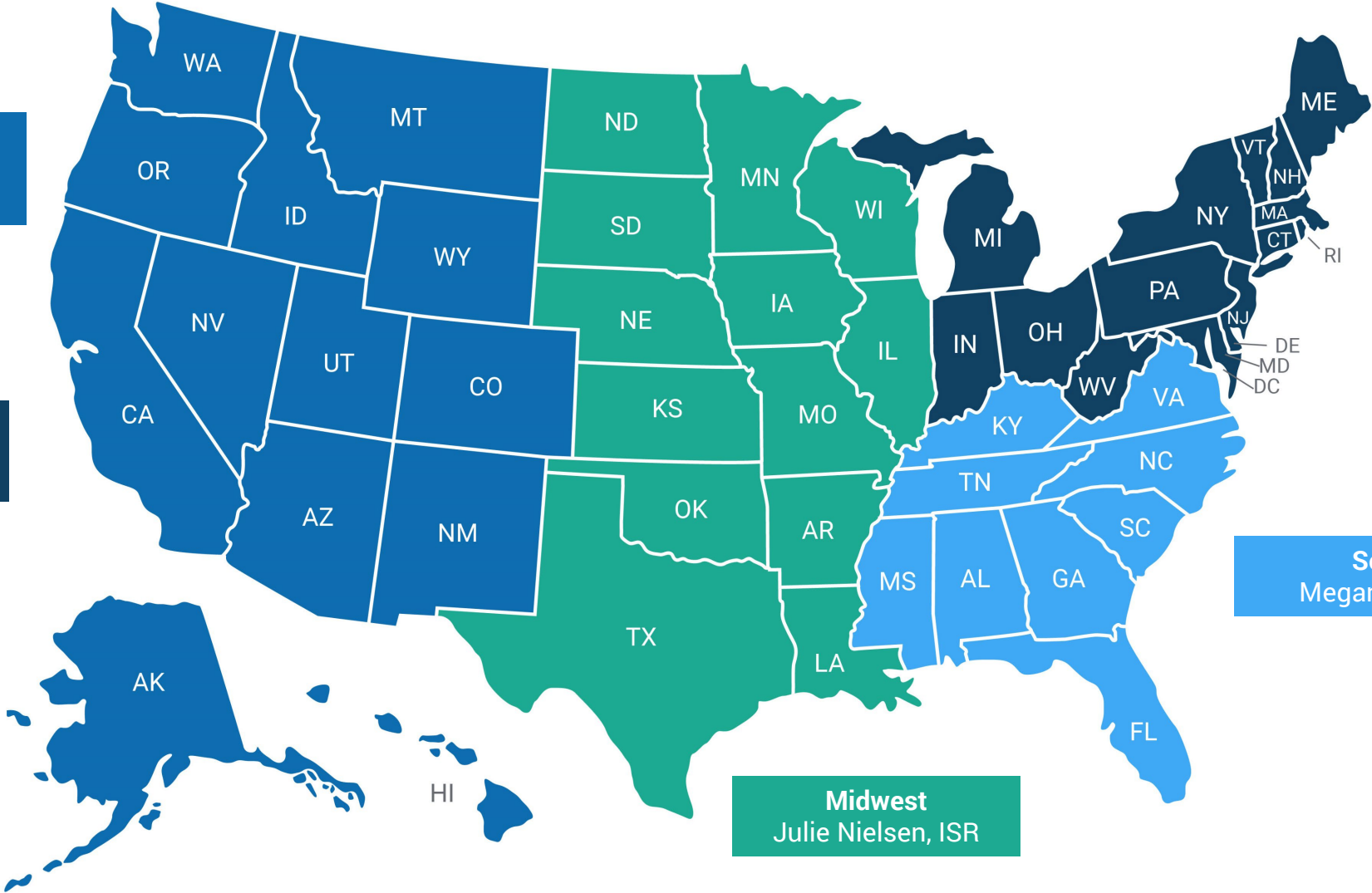
Americas | Inside Sales

Canada
Anne Guttman, ISR

West
Melinda Wiedemann-Angove, ISR

Federal ISR
Katie Vertin-Nevala

Northeast
Kris Burke, ISR



Southeast
Megan Rouser, ISR

Midwest
Julie Nielsen, ISR

Inside Sales Contact Details

Lantronix Team: Roles, Responsibility and Contacts

Inside Sales (ISR): Primary contact, product questions, quotes, registrations

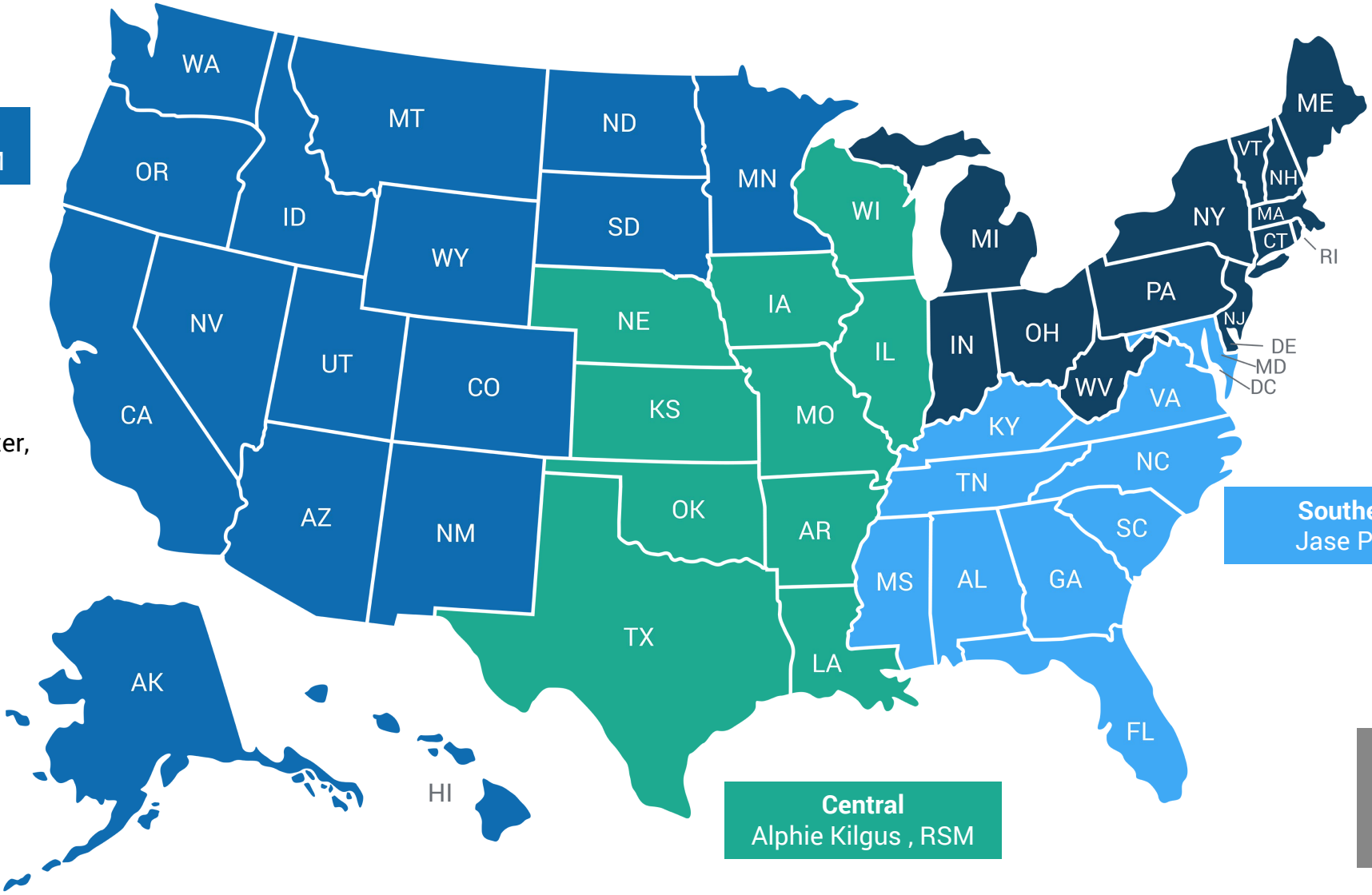
Customer Support (CS): Order entry, status and expedition

Region	Role	Name	Email	Mobile/Direct
West	ISR	Melinda Wiedemann-Angove	mwiedemann@lantronix.com	952-582-6494
Southwest / Midwest	ISR	Julie Nielsen	jnielsen@lantronix.com	952-996-1569
Northeast	ISR	Kris Burke	kburke@lantronix.com	949-453-7167
Southeast	ISR	Megan Rouser	mrouser@lantronix.com	949-450-9803
Canada	ISR	Anne Guttman	aguttman@lantronix.com	952-996-1524
		Customer Support	custsupport@lantronix.com	
Federal	ISR	Katie Vertin-Nevala	kathleenvn@lantronix.com	952-996-1530

Americas | System Solutions

Canada
teamcanada@lantronix.com

West
Bob Haugen, RSM



Northeast
Open

Southeast
Jase Patty

Central
Alphie Kilgus, RSM

Federal Sales Team
Tim Orselli
Mike Ruiz
fedgov@lantronix.com

Distribution: ADI, Anixter, Ingram, Tech Data, Accutech, Graybar, Scansource and all Canadian distributors

Americas System Solutions Contact Details

Lantronix Team: Roles, Responsibility and Contacts

National Channel Manager (CM): Channel development, Strategy, Onboarding, Training, Channel Marketing

Regional Sales Manager (RSM/ASM): End customer support & opportunity management

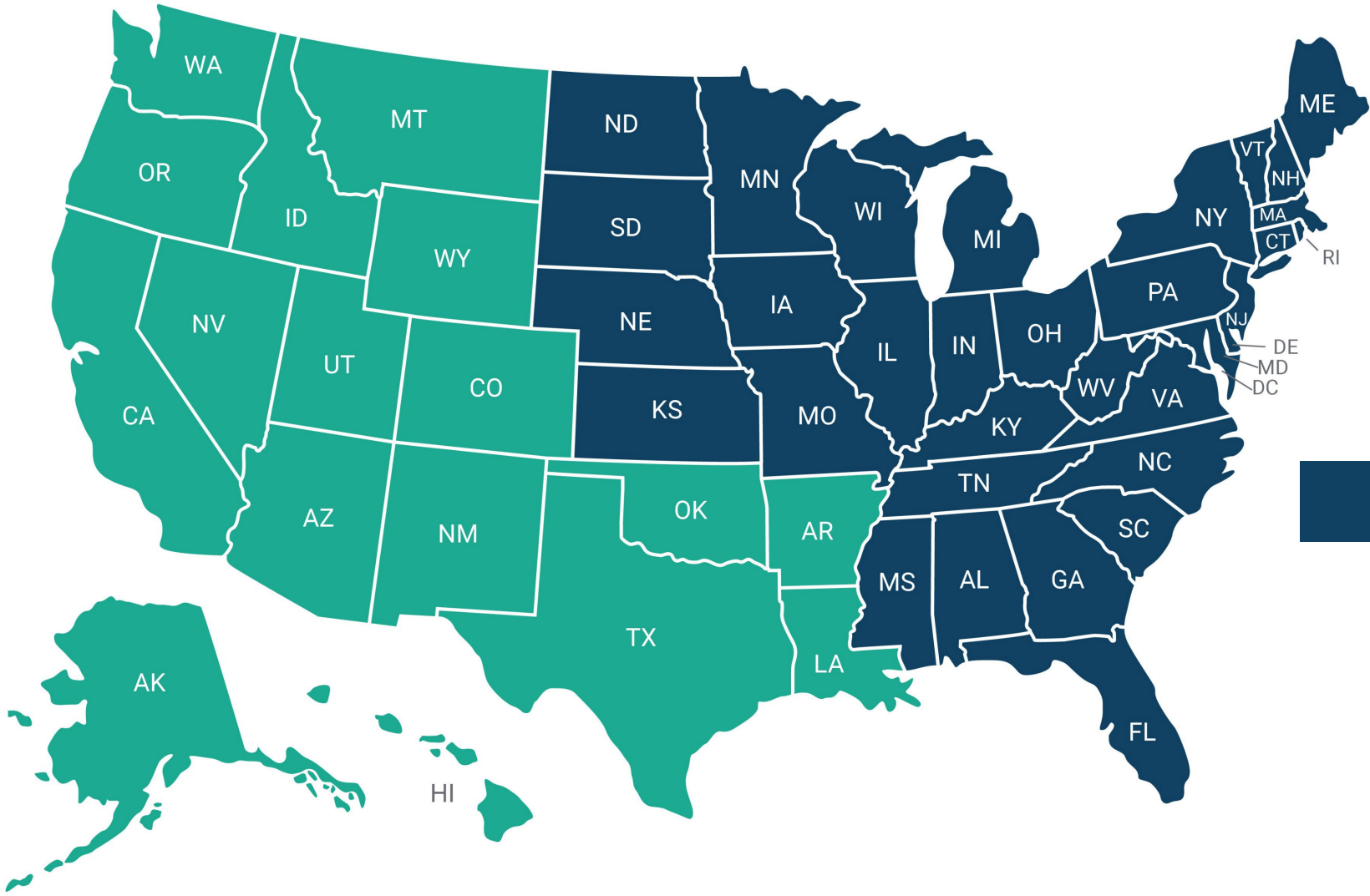
Customer Support (CS): Order entry, status and expedition

Field Application Engineer (FAE):

Region	Role	Name	Email	Mobile/Direct
West	RSM	Bob Haugen	rhaugen@lantronix.com	612-750-1149
Central	RSM	Alphie Kilgus	akilgus@lantronix.com	512-762-1513
Southeast	RSM	Jase Patty	jpatty@lantronix.com	678-758-9504
North Central	RSM	Derek Pettis	dpettis@lantronix.com	763-291-9430
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N. Amer	Fed Sales	Mike Ruiz	mruiz@lantronix.com	858-603-0076
N. Amer	FAE	Dennis Troxel	Dtroxel@lantronix.com	727-424-1411
N. Amer	FAE	Kevin Harwell	Kharwell@lantronix.com	214-769-3925
N. Amer	FAE	Dennis Winn	DWinn@lantronix.com	408-230-1170
N. Amer	Sr Dir	Gene Schaeffer	gschaeffer@lantronix.com	610-420-0346
		Customer Support	custsupport@lantronix.com	
		Federal Sales	fedgov@lantronix.com	

Americas | Embedded Solutions

West
Joe Mohsensian, ASM



East
John Foley, RSM

Americas Embedded Contact Details

Lantronix Team: Roles, Responsibility and Contacts

Inside Sales (ISR): Primary contact, product questions, quotes, registrations
 Channel Manager (CM): Channel development, Strategy, Onboarding, Training, Channel Marketing
 Regional Sales Manager (RSM/ASM): End customer support & opportunity management
 Customer Support (CS): Order entry, status and expedition
 Technical Support (TS): Technical question, product/software issue, knowledgebase/FAQ's

Role	Name	Email	Direct	Mobile	Location
RSM	John Foley	jfoley@lantronix.com	949-450-7214	585-259-1486	Northeast/North Central/East Canada
RSM	Mike Ruiz	mruiz@lantronix.com	858-603-0076	858-603-0076	Pacific Northwest/Rockies/West Canada
ASM	Joe Mohsenian	jMohsenian@lantronix.com	858-774-6259	858-774-6259	California/Southwest
FAE	Dave Gilbert	dgilbert@lantronix.com		203-257-6629	
FAE	Matt Drechsler	mdrechsler@lantronix.com		512-226-3214	
FAE	Adam Thompson	athompson@lantronix.com	512-857-7073	512-708-8409	
Sr Dir	Gene Schaffer	gschaeffer@lantronix.com	610-420-0346		
	Customer Support	custsupport@lantronix.com			Americas

Americas | Manufacturing Rep Firms

Northwest | West Canada
Cascade Technical Sales

Midwest | Western PA
Rathsburg

Upstate NY
Electra Sales

Eastern Canada
Kaltron

Northeast | Eastern PA
SJ Associates

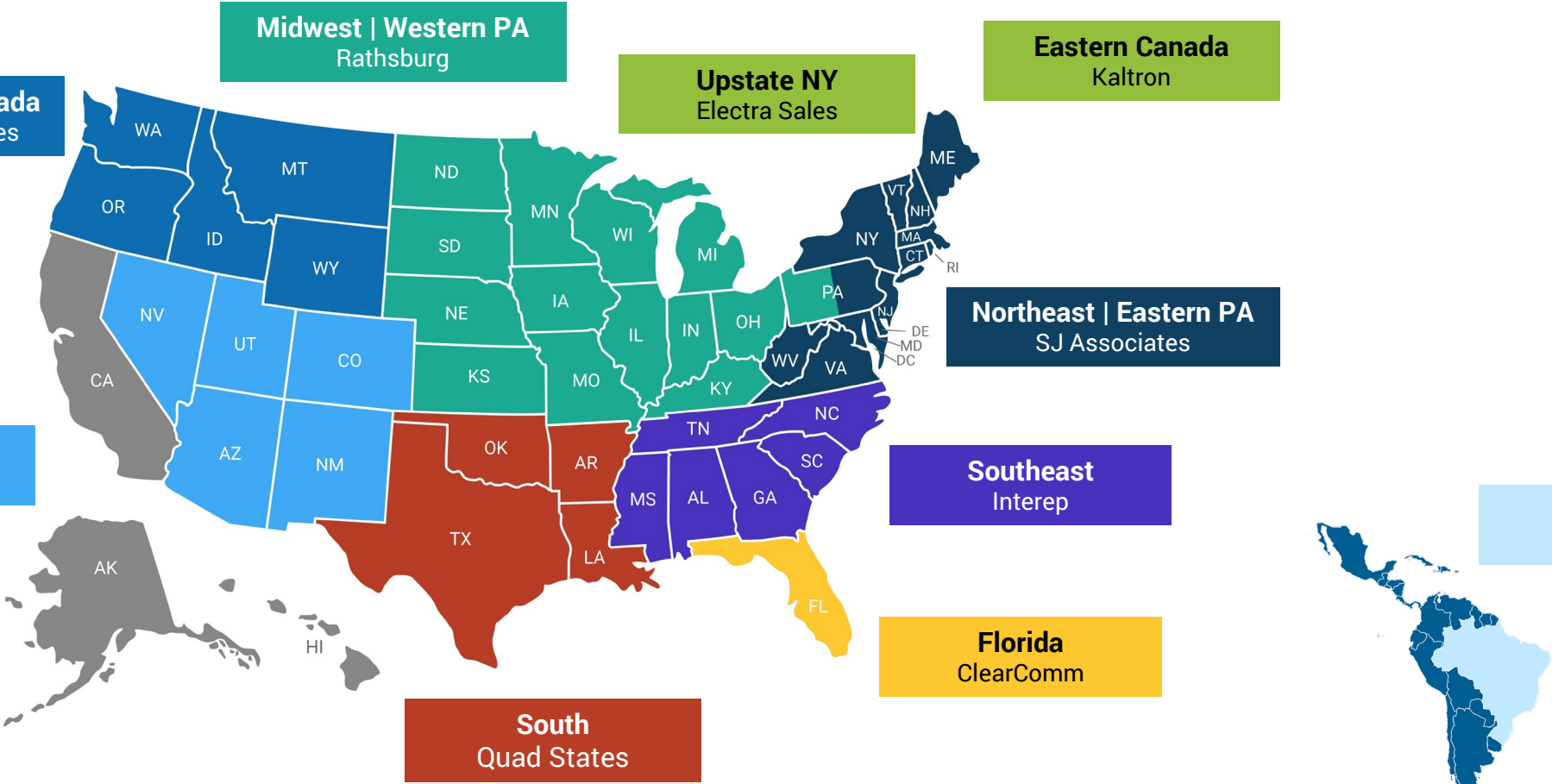
Southwest
Innovatech

Southeast
Interep

Brazil
VLA Solutions

Florida
ClearComm

South
Quad States



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CALA



Latin America, Central America, South America
Cindy Ruiz, ISR
Javier Ouret, RSM

Brazil
Cindy Ruiz, RSM

CALA Contact Details

Lantronix Team: Roles, Responsibility and Contacts

Inside Sales (ISR): Primary contact, product questions, quotes, registrations
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Customer Support (CS): Order entry, status and expedition
Technical Support (TS): Technical question, product/software issue, knowledgebase/FAQ's

Role	Name	Email	Phone	Skype	Location
ISR	Cindy Ruiz	cruiz@lantronix.com	+1 949-453-7103 ext. 9672	cindy.ruiz121	Minnesota, USA
RSM	Javier Ouret	jouret@lantronix.com	+54 9 11 41479212		Buenos Aires
CS	Customer Support	custsupport@lantronix.com	n/a		

EMEA - Europe

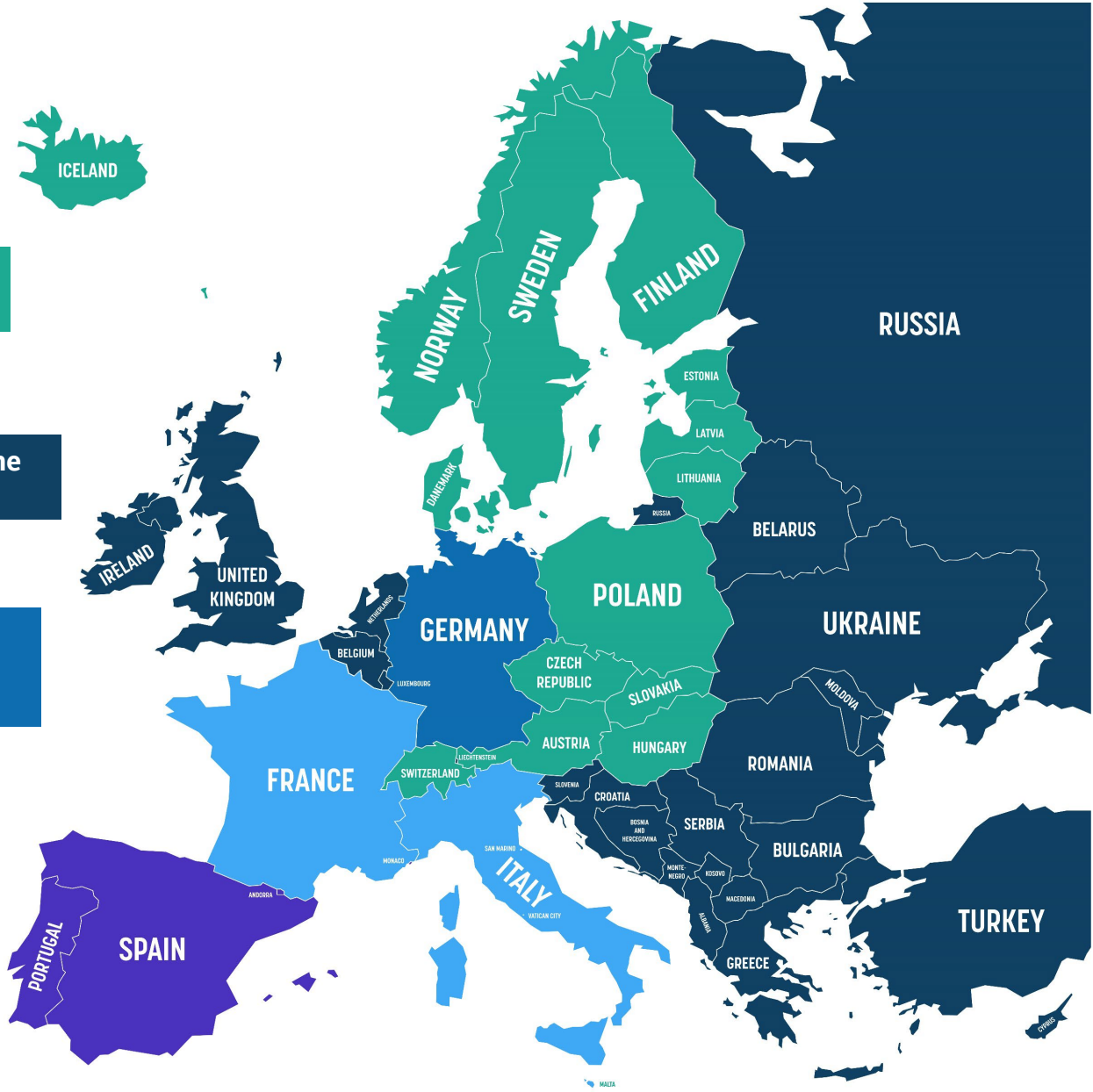
Eastern Europe | Northern Europe
Gregor Meier, RSM

Western Europe | Gibraltar | Belarus | Russian Federation | Ukraine
Graham Howton, RSM

Germany
Pellegriano Spina, RSM
Gregor Meier, RSM

EMEA
Oliver Gneuss, Sales Director
Helder Resende, Sr Channel Manager
Dardan Gecaj / Ronni Gering, ISR

Southern Europe
Pellegriano Spina, RSM



Southern Europe
Helder Resende, RSM

EMEA – Middle East & Africa

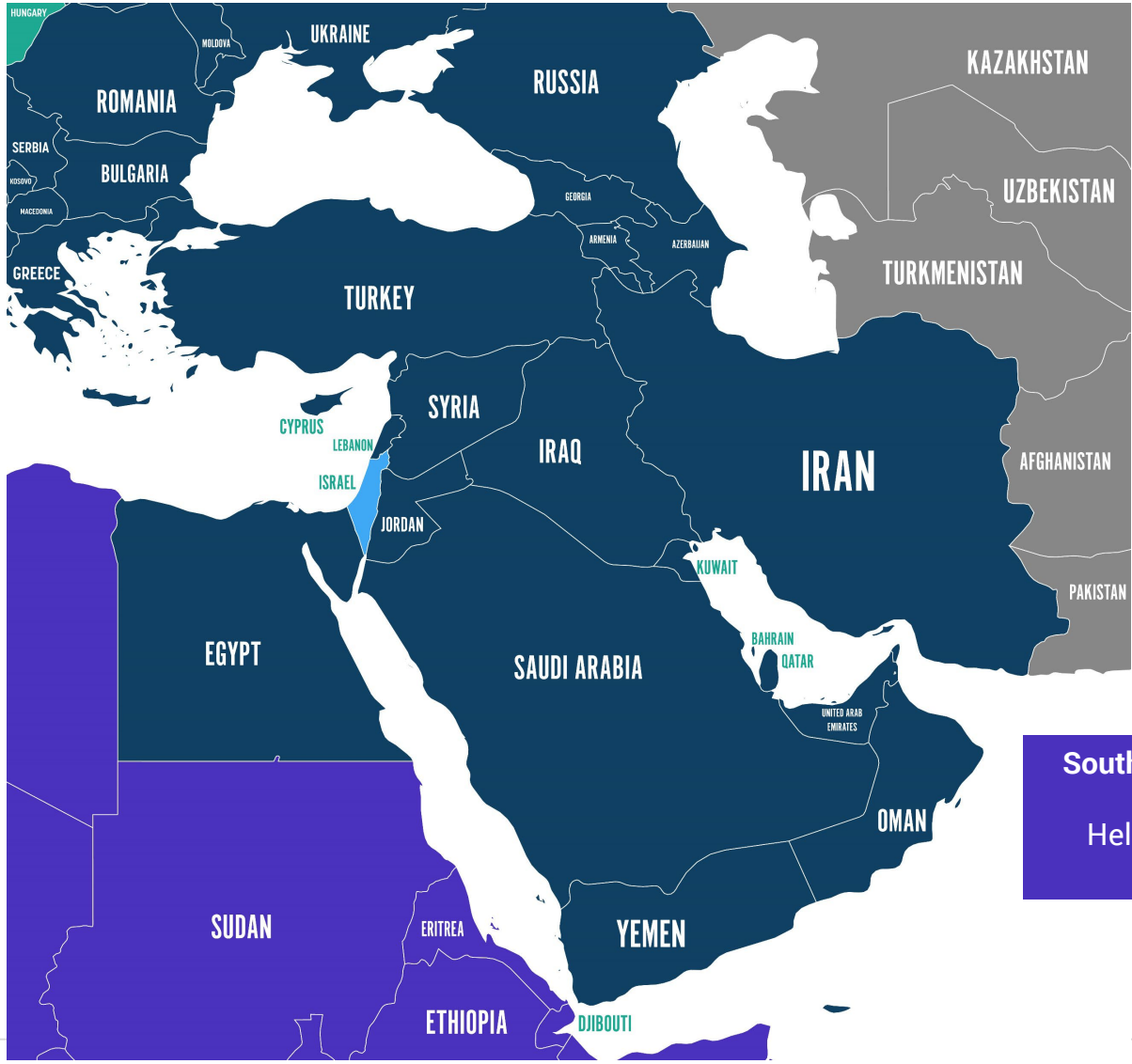
Southern Europe | Middle East
Graham Howton, RSM

APAC Team

Israel
Pellegrino Spina, RSM

EMEA
Oliver Gneuss, Sales Director
Helder Resende, Sr Channel Manager
Dardan Gecaj / Ronni Gering, ISR

Southern Europe | Middle East | Africa
Helder Resende, Sr Channel Manager



EMEA Contact Details

Lantronix Team: Roles, Responsibility and Contacts

Inside Sales (ISR): Primary contact, product questions, quotes, registrations
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 Technical Support (TS): Technical question, product/software issue, knowledgebase/FAQ's

Role	Name	Email	Direct	Mobile	Location
Sales Director	Oliver Gneuss	ogneuss@lantronix.com		+49(0)173 6764628	Germany
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RSM	Ronny Gering	rgering@lantronix.com	+49(0)36778042300	+49(0)17618042213	Germany
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CS	Customer Support	custsupport@lantronix.com	n/a	n/a	

APAC

APJ

Ven Wang, Sales Director
Arthur Chua, Technical Sales
Engineering Manager

China

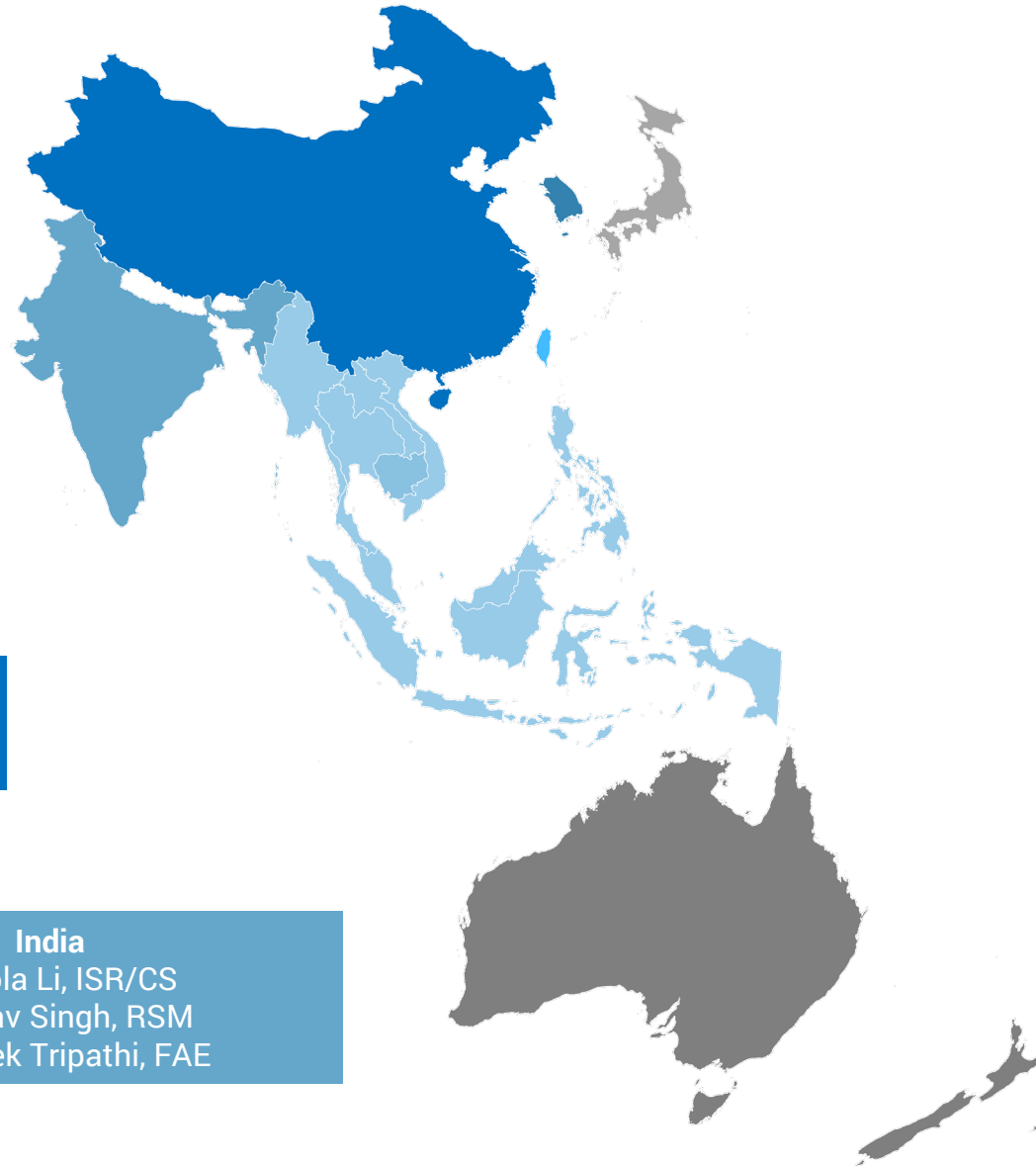
Yvonne Cheng, ISR, Acting RSM
Arthur Zhang, FAE

Hong Kong

Yvonne Cheng, ISR/CS
Arthur Zhang, FAE

India

Fabiola Li, ISR/CS
Vaibhav Singh, RSM
Abhishek Tripathi, FAE



Japan

Fabiola Li, ISR/CS
Masaru Tanaka, RSM
Tetsu Ito, FAE

Korea

Lily Fu, ISR/CS
Ven Wang, RSM
Teddy Yao, FAE

Taiwan

Lily Fu, ISR/CS
Ven Wang, RSM
Teddy Yao, FAE

ASEAN

Lily Fu, ISR/CS
Ven Wang, RSM
JD Yong, FAE
Teddy Yao, FAE to VN

Australia | New Zealand

Fabiola Li, ISR/CS
Ven Wang, RSM
Teddy Yao, FAE

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APAC Contact Details

Lantronix Team: Roles, Responsibility and Contacts

Inside Sales (ISR): Primary contact, product questions, quotes, registrations

Business Development and Tactical Marketing: Channel development, Strategy, Onboarding, Training, Channel Marketing

Regional Sales Manager (RSM/ASM): End customer support & opportunity management

Customer Support (CS): Order entry, status and expedition

Role	Name	Email	Mobile	Location
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ISR/CS	Fabiola Li	fli@lantronix.com	+8867010165714	Taiwan
ISR/CS	Yvonne Cheng	ycheng@lantronix.com	+8619821955582	China
RSM	Vaibhav Singh	vsingh@lantronix.com	+919015551052	India
RSM	Masaru Tanaka	MTanaka@lantronix.com	+81-90-3716-9840	Japan
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FAE	Abhishek Tripathi	atripathi@lantronix.com	+919820685977	India
FAE	Arthur Zhang	azhang@lantronix.com	+862162378868	China
FAE	Tetsu Ito	tetsu.ito@lantronix.com	+81-90-7592-4935	Japan
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TSE	Arthur Chua	achua@lantronix.com	+65 9736 8385	Singapore