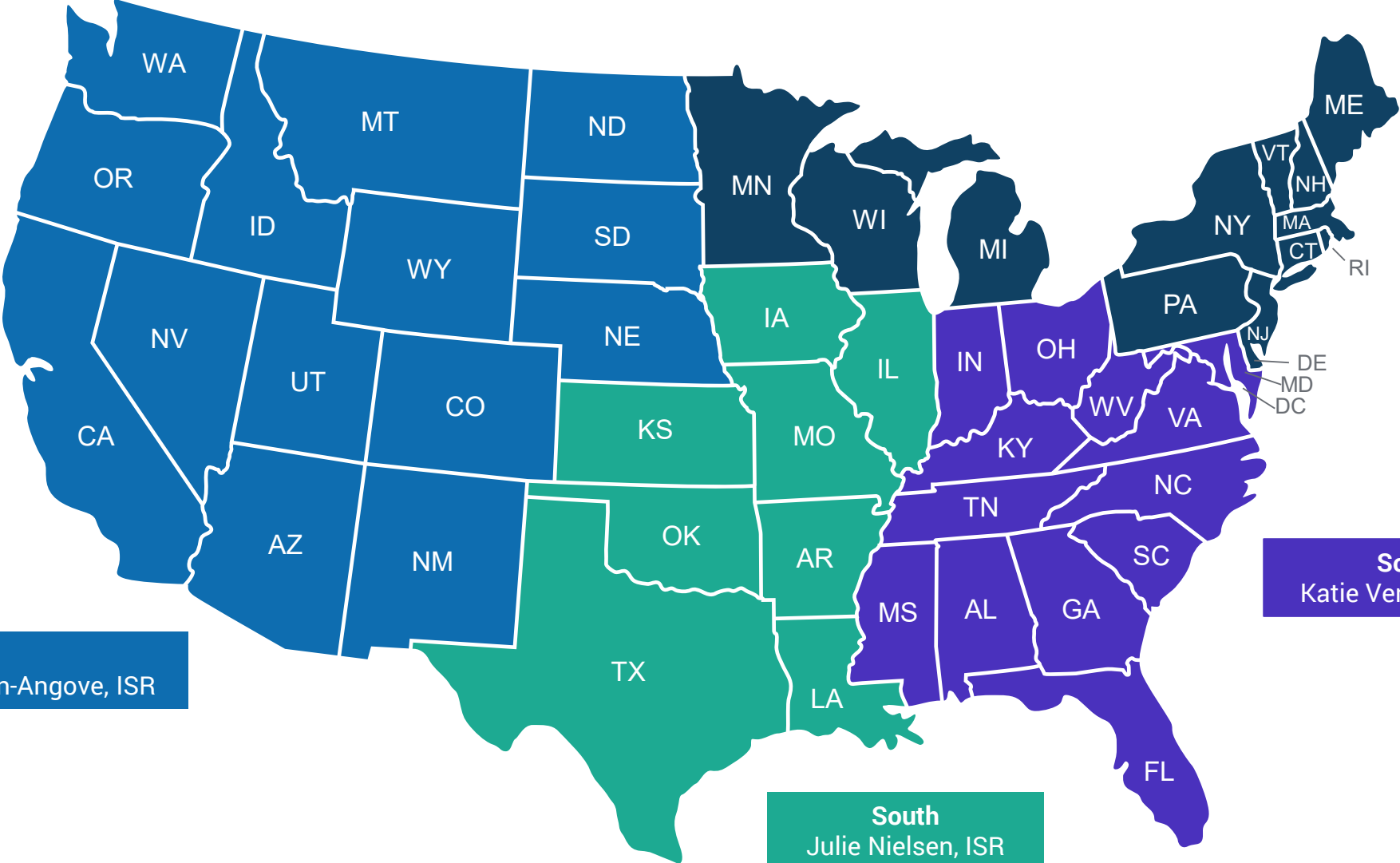


Americas | Inside Sales



Inside Sales Contact Details

Lantronix Team: Roles, Responsibility and Contacts

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

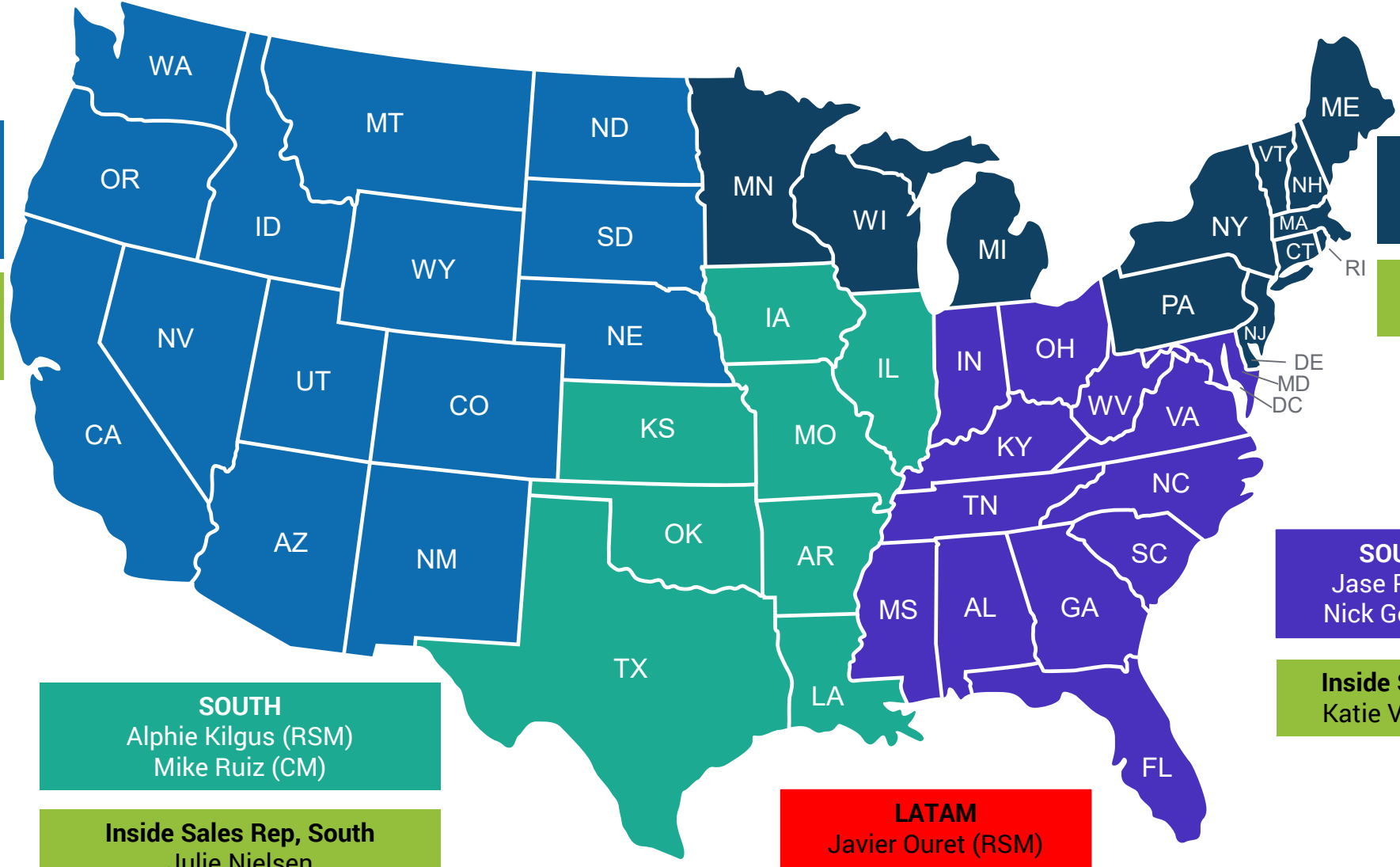
Customer Support (CS): Order entry, status and expedition

Region	Role	Name	Email	Mobile/Direct
West	ISR	Melinda Wiedemann-Angove	mwiedemann@lantronix.com	952-582-6494
South	ISR	Julie Nielsen	jnielsen@lantronix.com	952-996-1569
Northeast	ISR	Kris Burke	kburke@lantronix.com	949-453-7167
Southeast	ISR	Katie Vertin-Nevala	kathleenvn@lantronix.com	952-996-1530

Americas | Outside Sales

WEST
Dylan Tinz
Joe Mohsenian (RSM)
Mike Furtado (CM)

Inside Sales Rep, West
Melinda Wiedemann-
Angrove



NORTHEAST
John Foley (RSM)
Bob Haugen (CM)

Inside Sales Rep, NE
Kris Burke

SOUTHEAST
Jase Patty (RSM)
Nick Goddard (CM)

Inside Sale Rep, SE
Katie Vertin-Nevala

LATAM
Javier Ouret (RSM)

SOUTH
Alphie Kilgus (RSM)
Mike Ruiz (CM)

Inside Sales Rep, South
Julie Nielsen

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
Dir. Americas's Sales		Derek Pettis	dpettis@lantronix.com	763-291-9430
West	RSM	Joe Moheesian	jmohsenian@lantronix.com	858-774-6259
	CSM	Mike Furtado	mfurtado@lantronix.com	949-292-1769
	Outside Sales Rep	Dylan Tinz	dtinz@lantronix.com	949-391-8895
South	RSM	Alphie Kilgus	akilgus@lantronix.com	512-762-1513
	CSM	Mike Ruiz	mruiz@lantronix.com	858-603-0076
Southeast	RSM	Jase Patty	jpatty@lantronix.com	678-758-9504
	CSM	Nick Goddard	ngoddard@lantronix.com	330-241-3302
Northeast	RSM	John Foley	jfoley@lantronix.com	585-259-1486
	CSM	Bob Haugen	rhaugen@lantronix.com	612-750-1149
LATAM	RSM	Javier Ouret	jouret@lantronix.com	+54 9 11 41479212
N. Amer	Sr. FAE	Dennis Troxel	dtroxel@lantronix.com	727-424-1411
N. Amer	FAE	Kevin Harwell	kharwell@lantronix.com	214-769-3925
N. Amer	FAE	David Gilbert	Ddgilbert@lantronix.com	203-257-6629
N. Amer	FAE	Adam Thompson	athompson@lantronix.com	512-708-8409
N. Amer	FAE	Dennis Winn	DWinn@lantronix.com	408-230-1170
N. Amer	FAE	Matt Drechsler	mdrechsler@lantronix.com	512-226-3214
N.Amer	FAE	Prashant Desai	prdesai@lantronix.com	
		Customer Support	custsupport@lantronix.com	
		Federal Sales	fedgov@lantronix.com	

Americas | Manufacturing Rep Firms

Northwest | West Canada
Cascade Technical Sales

Midwest | Western PA
Rathsburg

Upstate NY
Electra Sales

Eastern Canada
Kaltron

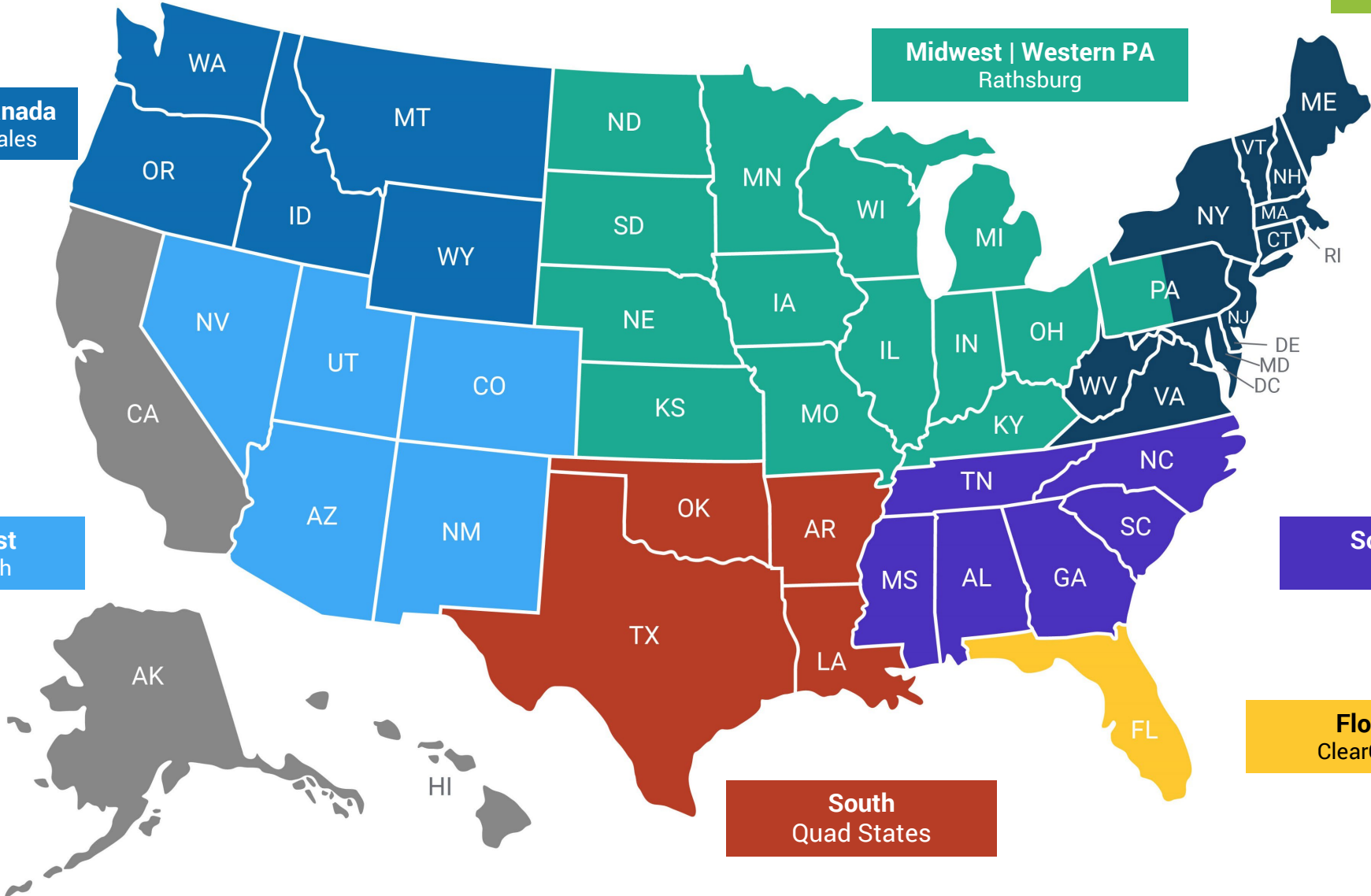
Northeast | Eastern PA
SJ Associates

Southwest
Innovatech

Southeast
Interep

Florida
ClearComm

South
Quad States



CALA



Latin America, Central America, South America
Javier Ouret, RSM

Brazil

CALA 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	Phone	Skype	Location
RSM	Javier Ouret	jouret@lantronix.com	+54 9 11 41479212		Buenos Aires
CS	Customer Support	custsupport@lantronix.com	n/a		

EMEA - Europe

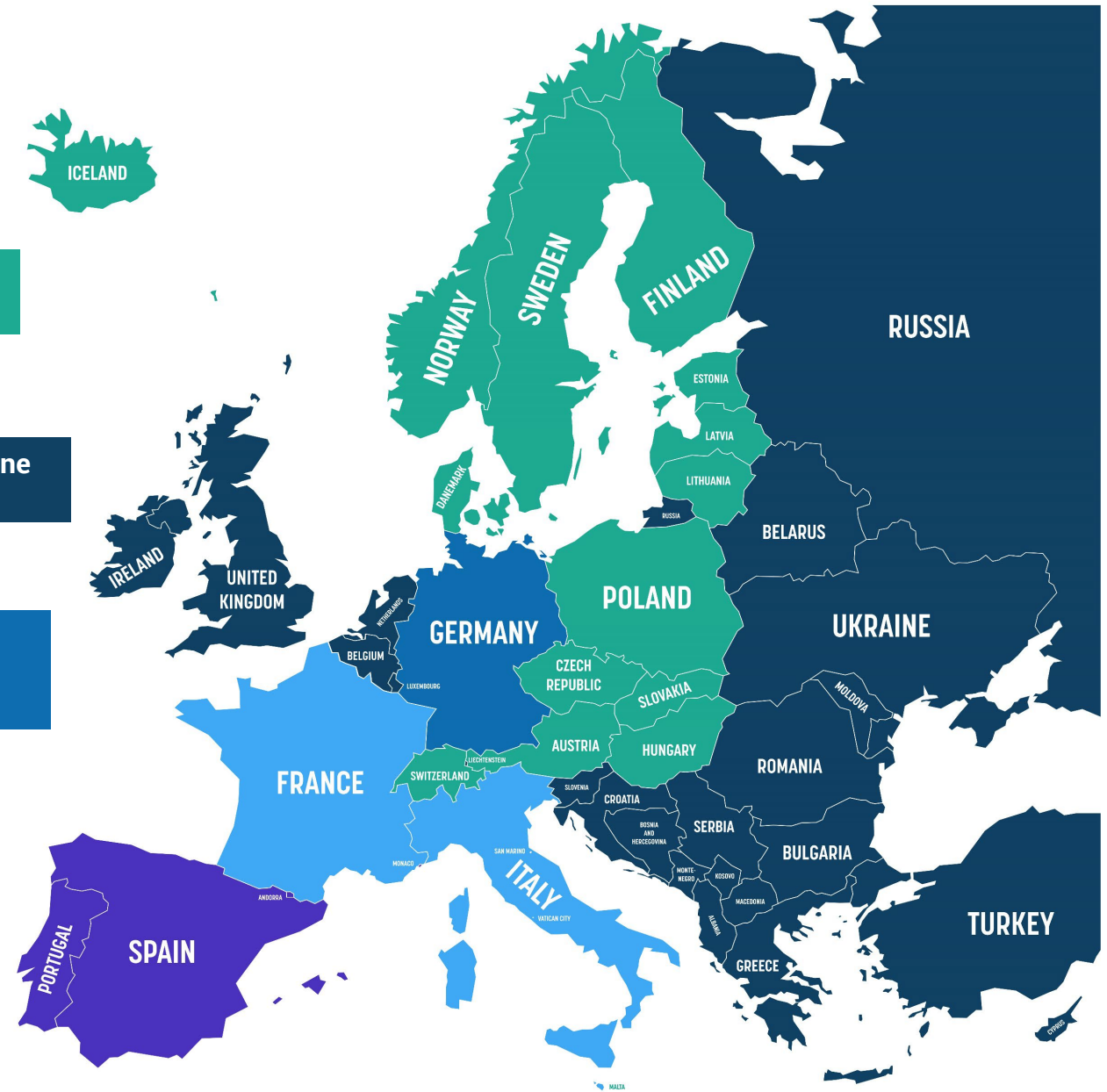
Eastern Europe | Northern Europe
Gregor Meier, RSM

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

Germany
Pellegriano Spina, RSM
Gregor Meier, RSM

Southern Europe
Pellegriano Spina, RSM

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



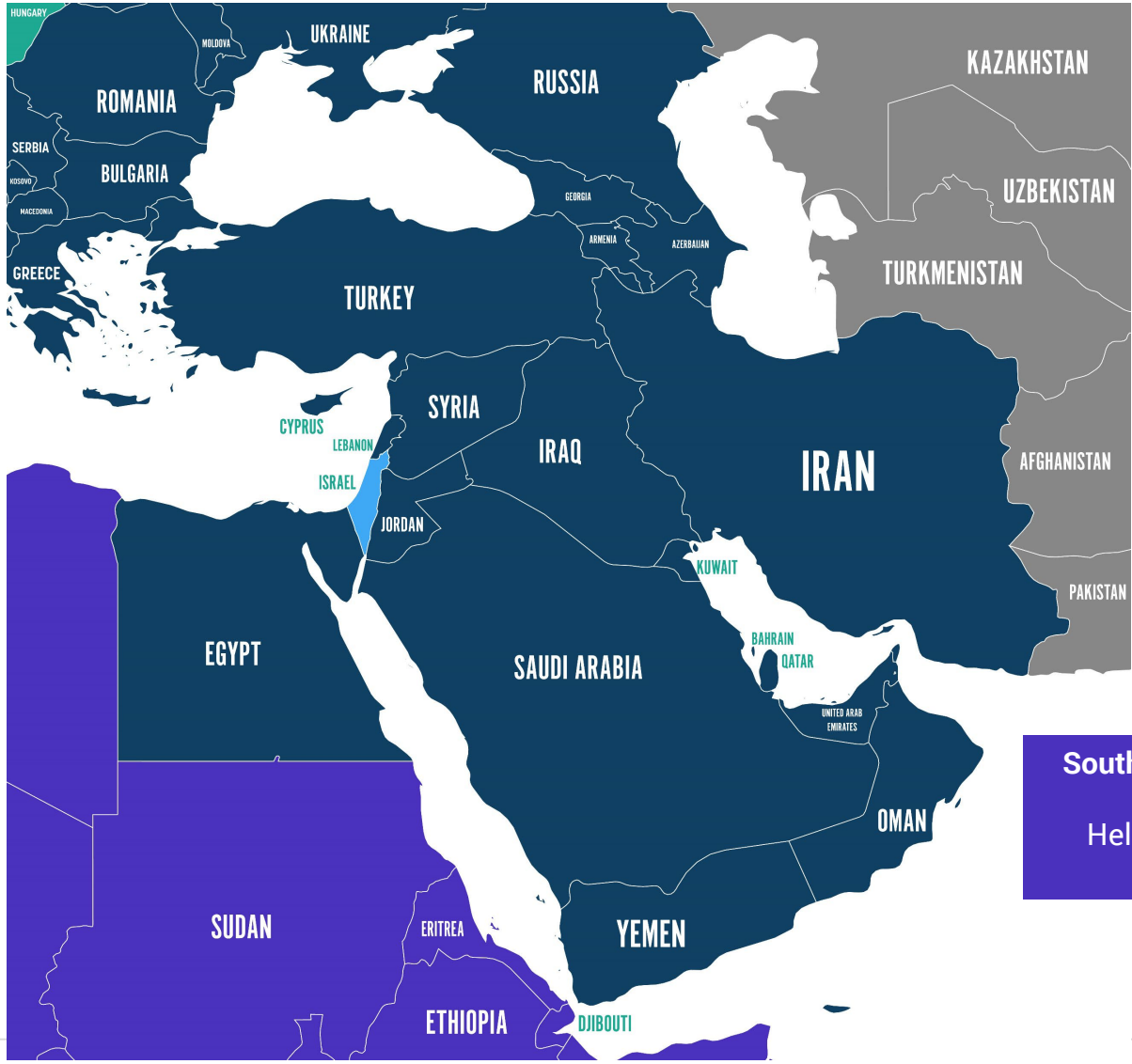
Southern Europe
Helder Resende, RSM

EMEA – Middle East & Africa

Southern Europe | Middle East
Graham Howton, RSM

Israel
Pellegrino Spina, RSM

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



APAC Team

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
 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
Sales Director	Oliver Gneuss	ogneuss@lantronix.com		+49(0)173 6764628	Germany
CM	Helder Resende	hresende@lantronix.com		+351919793317	Portugal
ISR	Dardan Gecaj	dgecaj@lantronix.com		+49(0)15786889781	Germany
RSM	Gregor Meier	gmeier@lantronix.com		+49(0)1728691087	Germany
RSM	Pellegrino Spina	pspina@lantronix.com		+49(0)1726652832	Germany
RSM	Ronny Gering	rgering@lantronix.com	+49(0)36778042300	+49(0)17618042213	Germany
FAE	Fadil Beqiri	fbeqiri@lantronix.com	+49 (0) 3677 8042 251	+49 (0) 172 3790 792	Germany
FAE	Ivan Pim	ipim@lantronix.com		+44 7879 01 07 01	
FAE	Roberto Modelo	rmoledo@lantronix.com		+34 664 685 140	Spain
RSM	Graham Howton	ghowton@lantronix.com	+44 7810 553692		Europe
CS	Customer Support	custsupport@lantronix.com	n/a	n/a	

APAC

APJ

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

China

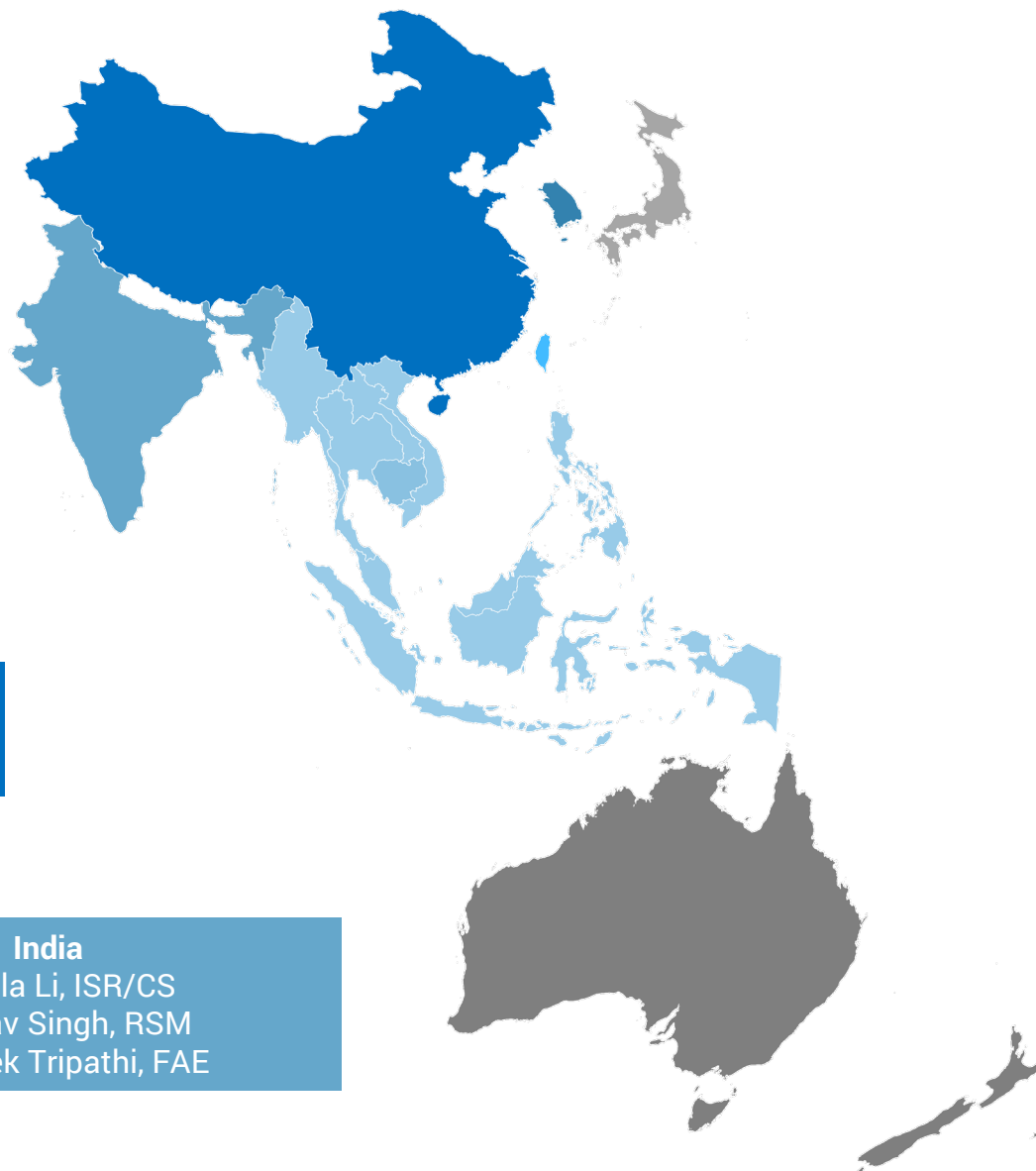
Yvonne Cheng, ISR, Acting RSM
Arthur Zhang, FAE

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
Sr Dir, APAC Sales	Ven Wang	vwang@lantronix.com	+886963066830	Taiwan
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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
FAE	Teddy Yao	tyao@lantronix.com	+886 915-321-295	Taiwan
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
FAE	JD Yong	jdyong@lantronix.com	+60196224599	Malaysia
TSE	Arthur Chua	achua@lantronix.com	+65 9736 8385	Singapore