

A semi-transparent, dark blue rectangular box is centered on the slide. Inside this box, a grayscale image of two hands shaking is visible, symbolizing a partnership or agreement. Overlaid on this image is the main title text in a bold, orange, sans-serif font.

**Partner Minute
OEM Solutions
(Embedded &
External IoT products)
Q4 2019**

Q4 2019 OEM SOLUTIONS: INTRODUCTIONS

01

Introduction

- Welcome to the eight edition of the Lantronix Quarterly Partner Minute!
- The purpose of this “Partner Minute” package is to provide our valuable partners with a quick resource at your fingertips on all Lantronix OEM solutions including Embedded and External IoT products to ensure that you always have access to the latest information at all times.
- As always, more detailed information on all our products and additional tools are available on the Lantronix Partner Portal.
- This package is in PDF format for offline access on your mobile devices and uses hyperlinks for easy navigation of the content.

02

Content

- This document contains concise information to enable you to strategize and apply the Lantronix focus products and initiatives to your accounts.
- Each focus product slide provides you with an overview on the value proposition of the product, key features and benefits, target verticals and where to hunt for new opportunities, product models, and any quarterly promotional offerings that we may have.
- Where appropriate, there are additional links provided to more comprehensive content on the Lantronix Partner Portal and the Lantronix website.
- Changes in this quarter include the addition of the newly acquired Mobility Solutions products, xPico 270, new SKUs, firmware and feature updates.

LANTRONIX® OEM SOLUTIONS



SGX 5150
IOT DEVICE
GATEWAY



PremierWave® 2050
EMBEDDED
WI-FI IOT GATEWAY



xPico® 200 Series
EMBEDDED
WI-FI IOT GATEWAY



XPort® EDGE
EMBEDDED
ETHERNET IOT
GATEWAY



xPico® Wi-Fi
EMBEDDED
MODULE



XPort®
EMBEDDED
ETHERNET MODULE



EDS-MD®
WIRED
DEVICE GATEWAY



Global Device Manager
CENTRALIZED IOT
MANAGEMENT SOFTWARE

IOT GATEWAYS

DEVICE SERVER

SOFTWARE

EMBEDDED MODULES



M110 Series
INDUSTRIAL MODEMS



E Series
IOT ROUTERS



S40 Series
SENSOR NODES



FOX3 Series
VEHICLE TRACKING DEVICE



BOLERO40 Series
MICRO-TRACKER

VEHICLE TELEMATICS DEVICES

MOBILITY SOLUTIONS

SGX™ 5150

IoT Device Gateway



Microsoft
Azure

Certified

VALUE PROPOSITION

Rapidly and securely connect industrial IoT-assets and data to the enterprise network.

- **High-Performance Wi-Fi®:** The SGX 5150 is equipped with industry-leading high-performance 5GHz (802.11ac) Wi-Fi® which ensures reliable and persistent wireless enterprise connections and bandwidth for high-speed data processing.
- **InfiniShield® Security:** Trusted enterprise security for your IoT assets. Seamlessly integrates with enterprise networks, centralized control, and secure authentication and encryption.
- **Multi-Interface Access:** The SGX 5150 provides a robust solution for customers seeking compatibility with multiple devices. Utilizing singular or dual RS232/485 serial ports, USB 2.0 with host and device modes or Ethernet interface options are available.
- **Edge-to-Cloud Integration:** The Lantronix IoT software platform provides centralized device management through a single pane of glass to globally manage all deployed devices.
- **Government and Regulated Industry Ready:** FIPS 140-2 compliance ensures the SGX 5150 is certified for government, financial and healthcare industry standards.
- **Reduce Development Time:** – while increasing time to revenue by using Linux SDK, Python & Java runtime services for quicker development and deployment of custom applications.
- **Open IoT Development Platform:** Yocto Project Linux SDK & Python Java runtime environment allowing for customized applications.

WHERE TO HUNT

- **Industrial Vertical:** CNC machines, robotics, heavy machinery, factory tools, commercial HVAC systems, commercial irrigation systems etc.
- **Medical Vertical:** Infusion pumps, dialysis machines, blood analyzers, etc.
- **Energy Vertical:** Substation automation equipment, RTUs, IEDs, metering, digital oil field communication.
- **Retail Vertical:** Digital signage, digital security, and surveillance.
- **Transportation Vertical:** Commercial fleets.

PRODUCT MODELS

Model	10/100 Ethernet & Wi-Fi	USB 2.0	Serial 1	Serial 2	POE	8 GB eUSB Flash
SGX51500x0	✓	✓	---	---	---	---
SGX51501x2	✓	✓	RS232	---	---	---
SGX51501x3	✓	✓	RS232	---	✓	---
SGX51502x2	✓	✓	RS232	RS232	---	---
SGX51502x5	✓	✓	RS232 RS485	RS232 RS485	✓	---
SGX5150xN2	✓	✓	RS232	RS232	---	✓
SGX5150xN5	✓	✓	RS232 RS485	RS232 RS485	✓	✓

x = 0 (for 128 MB Flash); 2 (for 256 MB Flash)

HOW TO QUALIFY A PROSPECT

- OEM who needs a connectivity solution for their brownfield/legacy devices.
- OEM who wants to provide a modular and certified connectivity solution for their next generation products.
- System Integrator who needs a production-ready, industrial grade external gateway for providing network connectivity to legacy machines with serial or Ethernet ports.

PROMOTIONS / WHAT'S NEW

- New SGX 5150 XL (SGX5150xN2, SGX5150xN5) SKUs provides increased storage of valuable data, without the need to buy flash storage with an external USB flash drive for purposes of data collection locally

CLICK BELOW FOR MORE INFORMATION

[Lantronix SGX 5150 \(Partner Portal\)](#)

[Lantronix SGX 5150 \(Product Webpage\)](#)

SGX™ 5150 MD

IoT Gateway for Medical Device



VALUE PROPOSITION

Rapidly and securely connect industrial IoT-assets and data to the healthcare, e.g., hospital, enterprise network.

- **Improve Patient Care:** The SGX 5150 MD enables healthcare professionals to access and monitor patients' health status in real-time. With accurate and on-demand insight into a patient's health status, doctors and nurses can deliver more personalized treatments and improve their patients' quality of care.
- **High Performance Wi-Fi:** High performance 802.11ac Wi-Fi delivers robust and reliable wireless connectivity while reducing the need for additional access points.
- **InfiniShield® Security:** Trusted enterprise security for your IoT assets. Seamlessly integrates with enterprise networks, centralized control, secure boot and secure authentication and encryption.
- **Concurrent SoftAP + Client Mode:** Facilitate the delivery of data to private or public cloud infrastructure and mobile app to easily track your organization's assets at all times to lower the cost and likelihood of losing expensive medical devices.
- **Cloud Ready:** The Lantronix IoT software platform provides centralized device management through a single pane of glass to globally manage all deployed devices.
- **Fully Certified:** Medical certifications IEC60601-1-2 4th edition. FCC, EU RED

WHERE TO HUNT

- **Medical Vertical:** Hospitals, Clinics, Biomedical, Pharmaceuticals.

PRODUCT MODELS

Model	10/100 Ethernet & Wi-Fi	USB 2.0	Serial 1	Serial 2
SGX51501M2xS	✓	✓	RS232	---
SGX51502M2xS	✓	✓	RS232	RS232

HOW TO QUALIFY A PROSPECT

- System Integrator who needs a production-ready, industrial grade external gateway for providing a full Healthcare IoT solutions..
- OEM who wants to provide a modular and certified connectivity solution for their direct customers in the healthcare vertical.

PROMOTIONS / WHAT'S NEW

- SGX 5150 MD has IEC/UL 60601 certification required for medical device integration in hospitals and other healthcare facilities.

CLICK BELOW FOR MORE INFORMATION

[Lantronix SGX 5150 MD \(Partner Portal\)](#)
[Lantronix SGX 5150 MD \(Product Webpage\)](#)

PremierWave® 2050

Embedded Wi-Fi IoT Gateway



VALUE PROPOSITION

Industry's 1st high performance Wi-Fi 5G (802.11ac) embedded IoT gateway with managed IoT connectivity, enterprise-ready networking, security and edge computing for commercial and industrial devices.

- **High Performance Wi-Fi:** High performance 802.11ac Wi-Fi delivers robust, reliable wireless connectivity while reducing the need for additional access points.
- **Integrated Enterprise Security:** Enterprise Wi-Fi (WPA2-enterprise, EAP), secure root of trust, secure boot.
- **Concurrent SoftAP + Client Mode:** Connect up to 14 clients to Ethernet enabled machines.
- **Cloud Ready:** The Lantronix IoT software platform provides centralized device management through a single pane of glass to globally manage all deployed devices.
- **Industrial Grade:** Ruggedized design, industrial temp support, industrial reliability.
- **Fully Certified:** IPv6, RF Certifications: FCC, IC, CE, Japan, Medical, FIPS.
- **Open IoT Development Platform:** Yocto Project Linux SDK and Python runtime environment allowing for customized applications.

WHERE TO HUNT

- **Industrial Vertical:** Heavy machinery, commercial irrigation systems, industrial barcode printers, metal detectors etc.
- **Building Vertical:** Access control and security.
- **Retail Vertical:** POS terminals, POS printers and peripherals, digital signage etc.
- **Transportation Vertical:** Automotive data loggers, test and measurement devices, traffic control systems.

PRODUCT MODELS

Model	Connectivity		Antenna		Footprint	
	Ethernet & Wi-Fi	USB	Dual ufl	Ant+ufl	LGA	Thru-Hole
PW20501	✓	✓	✓		✓	
PW20502	✓	✓		✓	✓	
PW20503	✓		✓			✓

EVALUATION KITS

PW20501002K	Evaluation Kit, 802.11ac Wi-Fi Gateway, Dual u.fl ant.
PW20502002K	Evaluation Kit, 802.11ac Wi-Fi Gateway, Chip Ant + u.fl

HOW TO QUALIFY A PROSPECT

- OEM for whom wireless connectivity is not a core competency.
- OEM who needs reliable, business critical wireless (802.11ac) or wired solution for their next generation product.
- OEM who wants to provide a modular and certified connectivity solution for their next generation products.
- OEM who needs a Wi-Fi solution with full Linux stack and Python script for additional application development.

PROMOTIONS / WHAT'S NEW

- None

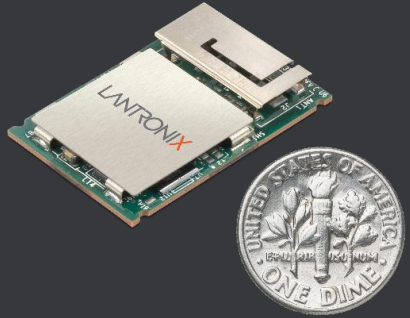
CLICK BELOW FOR MORE INFORMATION

[Lantronix PremierWave 2050 \(Partner Portal\)](#)

[Lantronix PremierWave 2050 \(Product Webpage\)](#)

xPico® 240/ 250/ 270

Embedded Wi-Fi IoT Gateways



LANTRONIX

VALUE PROPOSITION

The gold standard for secure managed industrial Wi-Fi connectivity in a small foot print.

- **Highly Integrated Industrial Wi-Fi:** 802.11 b/g/n (2.4 & 5GHz), Ethernet, and Bluetooth utilizing Cypress WICED chipset technology.
- **Robust Data Access & Management:** Offloaded network communications engine, intelligent networking and automatic connection management, local or over internet connectivity via TruPort Serial and TruPort Socket technologies.
- **Comprehensive Device Security (InfiniShield):** Instant access to features such as secure connections, secure boot and secure update. Connectivity to Wi-Fi networks using Enterprise Wi-Fi Security (WPA2-Enterprise).
- **Integrated Device Management:** The Lantronix IoT software platform provides centralized device management through a single pane of glass to globally manage all deployed devices.
- **Industrial Grade:** Ruggedized design, industrial temp support, industrial reliability.
- **Fully Certified:** 100% fully tested, modular RF certification, suited for commercial and industrial deployments.

WHERE TO HUNT

- **Industrial Vertical:** Automated guided vehicles (AGV), industrial robots, environmental monitoring sensors, vibration sensors, flow control, liquid level sensors, gas sensors, machine condition monitoring, weigh scales.
- **Building Vertical:** Lighting controllers, security and physical access controllers, HVAC systems.
- **Energy Vertical:** Utility metering, wireless IEDs, home energy management systems.
- **Retail Vertical:** POS terminals, mobile POS, digital signage.
- **Transportation Vertical:** In-vehicle telematics units.

PRODUCT MODELS

Model	Connectivity		Antenna		Footprint	
	Wi-Fi (a/b/g/n) & Ethernet	BT	Dual ufl	On-module	LGA	Edge Connector
XPC2401	✓		✓		✓	
XPC2402	✓			✓	✓	
XPC2403	✓		✓			✓
XPC2404	✓			✓		✓
XPC2501	✓	✓	✓		✓	
XPC2503	✓	✓	✓			✓
XPC2701	✓ (a/b/g/n/ac)	✓	✓		✓	
XPC2703	✓ (a/b/g/n/ac)	✓	✓			✓

EVALUATION KITS

XPC240300EK	xPico 240 Evaluation Kit, Wi-Fi + Ethernet
XPC250300EK	xPico 250, Evaluation Kit, Wi-Fi, Bluetooth + Ethernet
XPC270300EK	xPico 270, Evaluation Kit, Wi-Fi, Bluetooth 4.2 + Ethernet

HOW TO QUALIFY A PROSPECT

- OEM for whom wireless connectivity is not a core competency.
- OEM who needs reliable dual band wireless or wired solution for their next generation product with enterprise security.
- OEM who wants to provide a modular and certified connectivity solution for their next generation products.
- OEM who needs a Wi-Fi solution very small foot print.
- OEM who needs Bluetooth connectivity to local sensors.

PROMOTIONS / WHAT'S NEW

- Firmware release 3.4.0.0R14 is now available on the Lantronix website.
- **Available Now:** [xPico 270](#) 802.11ac Wi-Fi & Bluetooth Embedded IoT Gateway.

CLICK BELOW FOR MORE INFORMATION

[Lantronix xPico 240/250/270 \(Partner Portal\)](#)

[Lantronix xPico 240/250/270 \(Product Webpage\)](#)

XPort® EDGE

Embedded Wired Ethernet Gateway



VALUE PROPOSITION

The XPort EDGE is the next generation embedded serial to Ethernet module in the same patented form-factor as the original and market leading XPort® product. It is the new standard in performance, security, manageability, and cloud connectivity that makes it a true embedded IoT gateway.

- **Easily Deploy Advanced Applications:** The thumb-sized XPort EDGE eliminates the complexity of designing network connectivity into a product and allows you to deploy advanced applications on the edge device itself. It effortlessly handles demanding applications with the power of a high-speed, advanced ARM based architecture with Secure Boot technology.
- **Enhanced Security:** XPort EDGE provided leading edge security functionality by offering a variety of robust data encryption and authentication options as well as Secure Boot technology.
- **Device Management at Scale:** The Lantronix IoT software platform provides centralized device management through a single pane of glass to globally manage all deployed devices. XPort EDGE also supports MQTT & REST APIs for additional cloud connectivity use cases.

WHERE TO HUNT

- **Industrial Vertical:** Factory machines and tools, industrial robots, environmental monitoring sensors, vibration sensors, flow control, liquid level sensors, gas sensors, machine condition monitoring, weigh scales, water filtration systems.
- **Building Vertical:** Lighting controllers, security and physical access controllers, parking meters, HVAC systems.
- **Energy Vertical:** Utility metering, IEDs etc.
- **Retail Vertical:** POS terminals, digital signage.

PRODUCT MODELS

Lantronix Part Number	Product Description
XPE200100S	XPort EDGE Secure Embedded Ethernet Gateway
XPE200100EK	XPort EDGE Evaluation Kit
XPE200100B	XPort EDGE Secure Embedded Ethernet Gateway, Bulk

HOW TO QUALIFY A PROSPECT

- OEM for whom networking is not a core competency.
- OEM who needs reliable embedded wired solution for their next generation product.
- OEM who wants to provide a modular connectivity for fastest time to market.
- OEM who want to avoid expenses associated with licensing networking stack and/or board redesigns.

PROMOTIONS / WHAT'S NEW

- Firmware release 3.4.0.0R12 is now available on the Lantronix website.

CLICK BELOW FOR MORE INFORMATION

[Lantronix XPort EDGE \(Partner Portal\)](#)
[Lantronix XPort EDGE \(Product Webpage\)](#)

xPico® Wi-Fi

Industrial Wi-Fi Module



VALUE PROPOSITION

A family of compact Wi-Fi IoT modules offering feature rich field-proven firmware, mobile and cloud ready APIs that reduce product development time needed to add Wi-Fi capability to any device.

- **High Performance Wi-Fi:** IEEE 802.11 b/g/n (2.4 GHz) utilizing Cypress WICED chipset technology.
- **Network Offload:** Completely offload TCP/IP network connectivity.
- **Intelligent Networking:** Flexible integration options with Wi-Fi Co-Processor or Wireless Microcontroller modes, reliable data transfer using TruPort Serial (Serial to Wi-Fi), USB (Ethernet) to Wi-Fi turnkey application software.
- **Cloud & Mobile Integration:** Webserver and APIs for easy mobile and cloud integration.
- **Industrial Grade:** Ruggedized design, industrial temp support, industrial reliability.
- **Fully Certified:** 100% fully tested, modular RF certification, suited for commercial and industrial deployments.

WHERE TO HUNT

- **Industrial Vertical:** Automated guided vehicles (AGV), industrial robots, environmental monitoring sensors, vibration sensors, flow control, liquid level sensors, gas sensors, machine condition monitoring, weigh scales.
- **Building Vertical:** Lighting controllers, security and physical access controllers, HVAC systems.
- **Energy Vertical:** Utility metering, wireless IEDs, home energy management systems.
- **Retail Vertical:** POS terminals, mobile POS, digital signage.
- **Transportation Vertical:** In-vehicle telematics units.

PRODUCT MODELS

Model	Connectivity		Antenna		Footprint	
	Wi-Fi (b/g/n)	Dual ufl	On-Module	Board-to-Board	Castellation (SMT)	
XPW1001	✓	✓		✓		
XPCW1002	✓	✓			✓	
XPCW1003	✓		✓		✓	

EVALUATION KITS

XPW100100K-01	IEEE 802.11 b/g/n Device Server Evaluation Kit w/ Module, RoHS
XPCW1002100K	Evaluation Kit with xPico Wi-Fi W1002 Wi-Fi Module SMT on Carrier Board, IEEE 802.11 b/g/n, U.FL and Antenna
XPCW1003100K	EVALUATION KIT with xPico Wi-Fi W1003 Wi-Fi SMT Module IEEE 802.11 b/g/n, with on-module Antenna

HOW TO QUALIFY A PROSPECT

- OEM for whom wireless connectivity is not a core competency.
- OEM who needs reliable single band wireless or wired solution for their next generation product.
- OEM who wants to provide a modular and certified connectivity solution for their next generation products.
- OEM who needs a Wi-Fi solution with a Web server and an SDK with APIs for easy mobile and cloud integration.

PROMOTIONS / WHAT'S NEW

- None

CLICK BELOW FOR MORE INFORMATION

[Lantronix xPico WiFi \(Partner Portal\)](#)

[Lantronix xPico WiFi \(Product Webpage\)](#)



VALUE PROPOSITION

Build serial to Ethernet connectivity and control into your products, quickly and simply.

- **Integrated Network Communications Module:** Powered by a network processor SoC, which includes a 10/100 MAC/PHY and 256 KB of SRAM. XPort has 512 KB of on module Flash for web pages and software upgrades. It acts as a dedicated co-processor that optimizes network activities permitting the host microprocessor to function at maximum efficiency.
- **Full Networking in a Tiny Package:** Smaller than your thumb, it includes all essential networking features, including a 10Base-T/100Base-TX Ethernet connection, proven operating system, an embedded web server, e-mail alerts, a full TCP/IP protocol stack, and 256-bit AES encryption for secure communications.
- **Ease of Integration:** The Windows-based Device Installer makes configuring one or more XPorts in a subnet quick and easy, allowing for installation and configuration of XPort and loading of new firmware, assigning IP & other network specific addresses, load custom web pages and view specific device data, enabling web-based configuration of the device, pinging or querying the attached device(s) over the network, and Telnet communication with the device(s).

WHERE TO HUNT

- **Industrial Vertical:** Factory machines and tools, industrial robots, environmental monitoring sensors, vibration sensors, flow control, liquid level sensors, gas sensors, machine condition monitoring, weigh scales.
- **Building Vertical:** Lighting controllers, security and physical access controllers, HVAC systems.
- **Energy Vertical:** Utility metering, IEDs etc.
- **Retail Vertical:** POS terminals, digital signage.

PRODUCT MODELS

Model	Encryption (AES)	Without Encryption	Modbus
XP1001000-05R		✓	
XP1001000M-05R		✓	✓
XP1002000-05R	✓		
XP100200s-05R	✓		

HOW TO QUALIFY A PROSPECT

- OEM for whom networking is not a core competency.
- OEM who needs reliable embedded wired solution for their next generation product.
- OEM who wants to provide a modular connectivity solution for fastest time to market.
- OEM who want to avoid expenses associated with licensing networking stack and/or board redesigns.

PROMOTIONS / WHAT'S NEW

None this quarter.

XPORT USE CASES

[Systems Integrated](#), [Animatics](#), [Link-Tech Inc.](#), [Rockwell Automation](#), [Secura Key](#), [IMAG Technologies](#)

CLICK BELOW FOR MORE INFORMATION

[Lantronix XPort \(Partner Portal\)](#)
[Lantronix XPort \(Product Webpage\)](#)

EDS-MD[®]

External Device Server for Medical Deployments



VALUE PROPOSITION

Specifically designed for the medical industry – the UL and IEC-60601(3rd edition) compliant EDS-MD™ provides mission-critical device connectivity, allowing remote access and management of virtually any medical device.

- **Multi-Interface Access:** 4, 8 or 16 individually isolated RS-232 serial ports with a Gigabit (10/100/1000Mbps) network interface.
- **Deployment Ready in Hospitals and other Medical Environments:** Going above and beyond the IEC-60601 requirement, EDS-MD provides galvanic isolation on all ports to ensure the highest levels of safety. If a grounding problem occurs, the operation of EDS-MD or other connected devices will not be affected.
- **Security:** Securely connect any medical device with a serial interface to the network using enterprise-level SSL and SSH.
- **Ease of Use:** Simple set up and configuration with industry-standard management tools including Web, CLI and XML.
- **Fully Certified:** UL and IEC-60601 compliance provides galvanic port isolation to protect connected medical devices.

WHERE TO HUNT

- **Medical Vertical:** Infusion pumps, dialysis machines, blood analyzers deployed in hospitals and other medical facilities.

PRODUCT MODELS

Model	Number of Ports	Ethernet	USB 2.0
ESD-MD 04	4	✓	✓
EDS-MD 08	8	✓	✓
EDS-MD 16	16	✓	✓

HOW TO QUALIFY A PROSPECT

- Medical OEM who needs a connectivity solution for their brownfield/legacy devices.
- Medical OEM who wants to provide a modular and certified connectivity solution for their next generation products.
- Hospitals or Managed Care Facilities (eg. Dialysis Treatment Centers) who want to connect their in-room medical devices to their IT infrastructure.

PROMOTIONS / WHAT'S NEW

- New SKUs added.

CLICK BELOW FOR MORE INFORMATION

[Lantronix EDS-MD \(Partner Portal\)](#)
[Lantronix EDS-MD \(Product Webpage\)](#)

Global Device Manager

IoT Centralized Device Management



VALUE PROPOSITION

A ready-to-use IoT application that enables OEMs and their partners to quickly deliver secure and scalable centralized device management through a single pane of glass.

- **Manages OEM Devices and Lantronix Gateways:** Can be used to manage OEM's devices and Lantronix gateways including SGX5150, PremierWave 2050, PremierWave HSPA+, xPico240, and xPico250 gateways and XPort EDGE.
- **Multi-Tenant & Role-based Access:** Architected from the ground up, Global Device Manager supports multi-tenancy and role-based access so OEMs can deliver device management capabilities to their partners and customers.
- **Enhanced Features:** Custom device groups, dashboards, visualization, and Google-like elastic search for an enhanced user experience.
- **OEM Customization:** Look and feel, branding, and custom URLs for an OEM solution.
- **Industrial Grade:** Unlike other solutions in the market, Global Device Manager is built for scalable Industrial IoT deployments.

WHERE TO HUNT

- **Industrial Vertical:** CNC machines, robotics, heavy machinery, factory tools, commercial HVAC systems, commercial irrigation systems etc.
- **Medical Vertical:** Infusion pumps, dialysis machines, blood analyzers, etc.
- **Energy Vertical:** UPS systems, Substation automation equipment, RTUs, IEDs, metering, digital oil field communication.
- **Retail Vertical:** POS terminals, digital signage, digital security & surveillance.
- **Transportation Vertical:** Commercial fleets, EV charging stations, etc.

HOW TO QUALIFY A PROSPECT

- OEM who needs a device management solution for their installed base of connected devices.
- OEM who wants to provide a multi-tenant device management connectivity solution for their next generation products.
- System Integrator who needs a production-ready, industrial grade device management solution for their IoT projects.
- OEM's who have been frustrated by existing device management solutions in the market.

PROMOTIONS / WHAT'S NEW

- None this quarter.

CLICK BELOW FOR MORE INFORMATION

[Lantronix MACH10 GDM \(Partner Portal\)](#)

[Lantronix MACH10 GDM \(Product Webpage\)](#)

WORKS WITH BELOW LANTRONIX GATEWAYS



SGX™
5150
IoT Device
Gateway



xPico®
240/250/270
Industrial Wi-Fi
Gateways



PremierWave®
2050
Embedded IoT
Gateway



PremierWave®
XC – HSPA+
Industrial Grade
IoT Gateway



XPort®
EDGE
Embedded
Wired Ethernet
IoT Gateway

M110 Series

Compact and Intelligent Cellular Modems



VALUE PROPOSITION

Designed to provide connectivity across a broad range of M2M and IoT applications. M110 series allow Internet connectivity via RS232 serial port or USB from PLCs, Meters, Vending Machines to the cellular network.

M110 series transports data from any industrial device to data control servers, allowing businesses to benefit from real-time data monitoring, management and control.

- A wide choice of cellular network: Available in 2G, 3G, NB-IOT, LTE-M1, LTE Cat.1
- Serial and USB connectivity interface
- Ultra compact: Small form factor for use where space is limited.
- Versatility: Choose between 2 I/Os user configurations. Each one independent from the other.
- User friendly: Simplified user experience with easy setup.

WHERE TO HUNT

- **Industrial Vertical:** Water treatment plant monitoring , mudslides early warning system, process automation, RTU/PLC connection, telecom base station, escalator/elevator monitoring.
- **Building Vertical:** Remote monitoring, building management system.
- **Energy Vertical:** Power distribution (auto recloser, overhead and underground fault detection, distribution transformer, automatic meter reading), C&I power meter.

PRODUCT MODELS

Model	Region	2G	3G	4G	M1/ NB-IOT
M111F00FS	World	2/3/5/8	---	---	---
M113	World	3/8	---	---	2/3/4/5/8/1 2/13/20/28
M114F002S	EMEA	3/8	---	3/7/20	---
M114F000S	US / AT&T	----	2/5	2/4/5/12	---
M114F003S	APAC	----	1	3/8/28	---

HOW TO QUALIFY A PROSPECT

- Must understand the system architecture from the customer : environment, criticality of data, need of edge processing or not etc...
- What is the customer ROI expected in its project.
- Customer experience in IoT deployment.
- What amount of data they will send every month to evaluate which model they need.

PROMOTIONS / WHAT'S NEW

- M113 released.

CLICK BELOW FOR MORE INFORMATION

[Lantronix M110 Series \(Product Webpage\)](#)

E210 Series

IoT Cellular Routers



VALUE PROPOSITION

With LTE support in Cat1, WAN, LAN, Wi-Fi and serial connectivity, Lantronix E210 is designed for M2M and enterprise IoT applications, including industrial automation, point-of-sale payments, infrastructure and transportation with a robust connectivity requiring faultless connectivity.

It provides state-of-the-art load balancing, multiple VPN tunneling schemes including IPsec, cellular / WAN / Wi-Fi failover scheme.

It has an automatic failover functionality to ensure Internet connectivity for your applications with minimum connection problems.

With dual SIM support, the router can use your own script to selectively choose the SIM used for data, or to easily switch between them based on Quality of Service (QoS).

WHERE TO HUNT

- **Industrial Vertical:** Oil & Gas pipeline, water supply, pump, motor, drives system management, remote boiler, manufacturing machine, bio-gas plant, mudslides early warning, weather station, solar power, IoT on smart farm, EV charging station, fire alarm system monitoring.
- **Energy Vertical :** Power distribution transformer.
- **Retail Vertical:** ATM, vending machine, kiosk, digital signage, Wi-Fi on bus.

PRODUCT MODELS

Model	Region	CELLULAR	Band	Fall back
E214F002S	EMEA Malaysia	LTE Cat1	1/3/7/8/2 0/28	3G 1/8 2G 2/3/8
E214F003S	ANZ Thailand	LTE Cat1	28/5/8/3	3G 5/8/1
E214G000S	NA AT&T	LTE Cat1	12/5/ 4/ 2	3G 5/ 4/2
E214G001S	NA Verizon	LTE Cat1	13/14	---
E215F002S	EMEA	3G	1/8	3/8

HOW TO QUALIFY A PROSPECT

- Must understand the system architecture from the customer: environment, criticality of data, need of edge processing or not etc...
- Network they want to deploy on and need for redundancy
- What is the customer ROI expected in its project.
- What amount of data they will send every month to evaluate which model they need.

PROMOTIONS / WHAT'S NEW

- None this quarter.

CLICK BELOW FOR MORE INFORMATION

[Lantronix E210 Series \(Product Webpage\)](#)

E220 Series

IoT Cellular Routers



VALUE PROPOSITION

The E220 series offers unique features in a small and robust package. With high-speed LTE Cat4, WAN, LAN, Wi-Fi connectivity, Lantronix E220 is designed for M2M and enterprise IoT applications, including industrial automatization, point-of-sale payments, infrastructure and transportation with a robust connectivity requiring fault-free operations.

It provides state-of-the-art load balancing, multiple VPN tunneling schemes including IPsec, cellular / WAN / Wi-Fi failover scheme.

Its PD-PoE features and small form factor made it the preferred choice for CCTV security applications.

Its native RS485 port and Edge computing capability makes it perfectly suited to pre-process your data, store it in the device and send what you need in the most secure way.

WHERE TO HUNT

- **Industrial Vertical:** Drives system management. remote boiler, manufacturing machine, weather station, solar power, EV charging station, fire alarm system monitoring.
- **Energy Vertical:** Power distribution transformer
- **Retail Vertical:** ATM, vending machine, kiosk, digital signage, Wi-Fi on bus, security and surveillance.

PRODUCT MODELS

Model	Region	CELLULAR	Band	Fall back
E224HPL2S	EMEA	LTE Cat1	3/8/20	2G 3/8
E224HPL3S	APAC	LTE Cat1	5/8/28	3G 5/8/1
E225HPL2S	EMEA	3G	1/8	3G 3/8
E228HPL5S	JAPAN DoCoMo	LTE Cat4	1/19/21	---
E228HPLAS	NA AT&T	LTE Cat4	2/4/5/17	---

HOW TO QUALIFY A PROSPECT

- Must understand the system architecture from the customer: environment, criticality of data, need of edge processing or not etc...
- Network they want to deploy on and need for redundancy
- What is the customer ROI expected in its project.
- What amount of data they will send every month to evaluate which model they need.

PROMOTIONS / WHAT'S NEW

- None this quarter.

CLICK BELOW FOR MORE INFORMATION

[Lantronix E220 Series \(Product Webpage\)](#)

S40 Series

Low Power Wide Area Network Radio Nodes



VALUE PROPOSITION

S40 Series covers most of the needs for metering or environmental monitoring applications. These ruggedized, low-power radio nodes are used for environmental monitoring, smart metering and irrigation.

A probe for every need: Pulse counting, light pulse counting, temperature, relative humidity and many more things to come...

Rugged: IP68-rated, tropicalized, non-potted design lets the user properly dispose of, or replace the battery.

Multiple radios: LoRaWAN, Wireless M-Bus.

Ultra long battery life: Single C battery-operated for field operations up to 15 years.

WHERE TO HUNT

- **Industrial Vertical:** Temperature monitoring, smart metering, cold chain monitoring.
- **Energy Vertical:** Water meter, gas meter.
- **Agriculture Vertical:** Soil monitoring, weather monitoring, irrigation.

PRODUCT MODELS

Model	ZONE	PULSE COUNTER	LIGHT PULSE	THERMO METER	HYGRO METER	LOOP SENSOR
S41	Europe	✓	✓	✓	✓	✓
S47	EU, RUSSIA, SOUTH KOREA, INDONESIA, CHINA, INDIA	✓	✓	✓	✓	✓

HOW TO QUALIFY A PROSPECT

- Must understand the system architecture from the customer: environment, criticality of data.
- Lifetime of the product from 5 years to 15 years.
- How many time they want to read data per day.
- Project ROI expected.
- Severity of the environment if outdoors.

PROMOTIONS / WHAT'S NEW

- None this quarter.

CLICK BELOW FOR MORE INFORMATION

[Lantronix S40 Series- LoRa Node \(Product Webpage\)](#)

FOX3 Series

Vehicle Telematics Device



VALUE PROPOSITION

FOX3 Series is a vehicle tracking device that lets you monitor your assets. It is a highly customizable vehicle telematics device and offers a variety of inputs and outputs to satisfy the most demanding requirements.

A box (IOBOX-MINI, IOBOX-CAN or IOBOX-WLAN) can be used to extend the functionality of the FOX3-2G/3G/4G Series with the most flexible expansion options in the industry.

Locate your assets: FOX3 is a compact all-in-one device combining 2G/3G/4G data connection with the latest GNSS technology to completely satisfy customer's need and let them monitor in real times their assets.

Internal & External Antennas: Built-in internal antennas are automatically turned off while external antennas are in use.

Security: Easily encrypt your data to increase security.

Measure everything: Fuel level, rpm(x1000)(FMS), temperature(FMS), speed and many more features.

Set alerts and reports: FOX3 provides you periodical reports, that allow you to make decisions and increase safety, reduce maintenance and fuel consumption.

WHERE TO HUNT

Transportation: Commercial Vehicle assets tracking, Usage Based insurance, Public transportation planning, Car sharing, Truck monitoring, Remote alarm monitoring.

PRODUCT MODELS

Model	4G Band	3G Band	REGIONS
FOX3-2G	---	-	World
FOX3-3G-BLE	---	1/2/5/8/19	World
FOX3-3G-AU	---	1/2/5/8/19	World
FOX3-3G-DR	---	1/2/5/8/19	World
FOX3-4G-C4	Cat 4: 2/4/5/7/17	1/2/4/8/5c	North America
FOX3-4G-C1	Cat 1: 3/7/20	-	EMEA
FOX3-4G-M1	M1/NB1: 2/3/4/5/8/12/13/20/26*/28*	-	World

HOW TO QUALIFY A PROSPECT

- Must understand the system architecture from the customer: environment, criticality of data.
- What data they want to extract from the car .
- How many times they need reporting of the data.
- Project ROI expected.

PROMOTIONS / WHAT'S NEW

- Added 3rd party BLE sensor compatibility

CLICK BELOW FOR MORE INFORMATION

[Lantronix FOX3 Series- \(Product Webpage\)](#)

BOLERO40

IP68-rated
Micro-Tracker



VALUE PROPOSITION

Bolero40 is our vehicle tracking solution for those people that needs a micro-tracker especially designed to match the environmental, mechanical and electrical requirements of the vehicle tracking market. Available in 2G, LTE-M1 and 3G. It's our most rugged solution offering an IP68 rating.

Trustworthy Automotive Performance: In even the harshest environments (flame retardant, waterproof, dustproof...)

Highest Coverage: You can host two mini sim cards. This allows you connect with 2 different service providers reducing your roaming charges when your travel across different countries.

"Indestructible" Power Section: Resilient power supply offering roadworthy 10.8VDC ~48.0 VDC. Ideal for electrical and recreational vehicles.

Improve Efficiency: Thanks to our smart remote management system the user can setup different conditions remotely.

WHERE TO HUNT

Transportation: Electrical vehicle, Refrigerated transport, Motorbike/vehicle tracking, Bike & car sharing.
Industrial Vertical: Outdoor monitoring.

PRODUCT MODELS

Model	CELLULAR	BANDS	Fall Back	GNSS
B41H00FS	2G	5/8/3/2	---	GPS, GLONASS AND GALILEO or BELDOU
B45H00FS	3G	5/8/2/1	2G 5/8/3/2	
BOLERO43#02 BOLERO43#D BOLERO43#05	LTE-M1	EMEA (20/8/3) VERIZON (13) JAPAN (18/19/1)	2G 5/8/3/2	

HOW TO QUALIFY A PROSPECT

- Must understand the system architecture from the customer: environment, and criticality of data.
- What data they want beyond (1) location and (2) low power consumption.
- How many times they want to read data per day
- Project Return On Investment expected.
- Severity of the environment if outdoors.

PROMOTIONS / WHAT'S NEW

- Now compatible with LUA scripting.

CLICK BELOW FOR MORE INFORMATION

[Lantronix Bolero40- \(Product Webpage\)](#)

A few of our
customers.

ASSA ABLOY



Medtronic



JCDecaux