

SecureBox™ Helps Create New Breed of Secure Projectors

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**JACK KLINE,
PRESIDENT AND
COO,
CHRISTIE USA**



CHALLENGE To meet rising customer demand for better and more secure management of audio/visual devices, especially in the government and higher education sectors, Christie Digital looked for a solution that provided fully-secure remote connectivity.

SOLUTION Christie partnered with Lantronix to create the ChristieNET™ Connectivity Module product line, a combination of the Lantronix SecureBox secure device server and Christie’s feature-rich firmware.

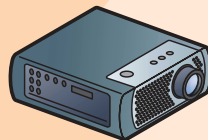
BENEFIT Christie customers now have the most secure solution for networked audio/visual devices available. Along with enhanced customer support options, the solution enables equipment to be remotely accessed and monitored over the Net.

Christie Digital Systems, Inc. is a leading provider of visual solutions for business, entertainment and industry.

With expertise in film projection since 1929 and professional projection systems since 1979, Christie has a global reputation as the world’s single-source manufacturer of a variety of display technologies and solutions for cinema, large audience environments, control rooms, business presentations, training facilities, 3D and virtual reality, simulation, education, media and government. Christie has more than 50,000 projectors installed worldwide.

THE SITUATION: CHRISTIE NEEDED TO PROVIDE SECURE NETWORKING CAPABILITIES FOR ITS PRODUCTS

Christie Digital required the ability to provide secure networking capabilities for its projection systems,



Audio Visual

particularly those targeted to higher education and government customers who require an advanced level of security in their systems. Specifically, the company needed advanced encryption capabilities to ensure total protection when transmitting information to and from its devices over networks or the Internet.

THE SOLUTION: LEVERAGING LANTRONIX HARDWARE AND CHRISTIE SOFTWARE

Christie worked with Lantronix to co-develop new connectivity products specifically tailored for audio/visual (AV) applications. Branded under Christie’s ChristieNET Connectivity Module (CCM) product line, these products



leverage hardware and software technology from both companies, and demonstrate the convergence of AV and IT equipment to solve customer needs.

The flagship product was a combination of the Lantronix SecureBox secure device server with feature-rich firmware designed and programmed by Christie for its CCM products. The resulting product line, called the ChristieNET SecureCCM, incorporates 128/256-bit Rijndael Advanced Encryption Standard (AES). It is the first product of this kind to be certified by the National Institute of Standards and Technology (NIST), making it ideal for higher education and government applications.

THE RESULT: IMPROVED CUSTOMER SATISFACTION AND PEACE OF MIND PLUS NEW SOURCES OF REVENUE

By combining Christie's audio/visual expertise and applications along with Lantronix proven networking competencies, a new solution was created to enhance the AV/IT applications.

In 2005, Christie was honored by *M2M* Magazine with a Value Chain Award for the ChristieNET product and now offers ChristieNET with its current lines of projectors. The company also has plans to offer ChristieNET with other AV devices, including video conferencing, document cameras, legacy and competitive fixed-installation and smaller projectors.

"With the developments that Lantronix has made in device networking, particularly where security is concerned, and its capability to develop software solutions that fit the needs of our professional IT customers, they are an ideal partner for us," said Jack Kline, president and COO of Christie USA. "Together, Christie and Lantronix are poised to develop, sell and support the most-effective solutions for networking and managing AV equipment on the market."

SecureCCM now also enables enhanced customer support and additional revenue-generating opportunities. Christie's device management application remotely monitors the condition of AV equipment in different facilities, cities or on different continents over the Internet. It then proactively notifies equipment administrators of faults or pending issues, such as a lamp that has reached its maximum hours. The equipment can then be serviced, upgraded or replaced before it fails at an inconvenient time.

The SecureBox Advantage



- **FIRST AES-CERTIFIED DEVICE SERVER** – The SecureBox is the first secure device server to offer a National Institute of Standards and Technology (NIST)-certified implementation of AES as specified by Federal Information Processing Standards (FIPS) 197.
- **COMPLETE END-TO-END SOLUTION** – SecureBox SDS1100 and SDS2100 offer single and dual-port serial interfaces, 10/100 fast Ethernet connectivity, broad 9-30 VDC power input range and lockdown security capabilities.
- **COST-EFFECTIVE** – SecureBox can be incorporated directly into network security systems. This capability decreases time to market, and saves countless hours of development time and associated costs.

LANTRONIX[®]
Network anything. Network everything.

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