

For Immediate Release

Lantronix Announces Availability of ManageLinx, a Powerful New Application Services Platform

The first available ManageLinx application, VIP Access, simplifies remote access to firewall-protected equipment, providing OEMs and MSPs the ability to generate additional revenue streams through remote product services

IRVINE, Calif., Feb. 25, 2008 – Lantronix, Inc. (Nasdaq: LTRX) today announced the availability of ManageLinx™, a powerful platform for application services. *VIP Access*™, the first available application, provides secure, easy-to-deploy remote Internet access to virtually any piece of networked equipment behind firewalls, from a central location. ManageLinx is an ideal platform for original equipment manufacturers (OEMs) or managed service providers (MSPs) to generate, expand or accelerate remote product service (RPS) or smart service business offerings.

For chief service officers and those responsible for product support programs, the ability to access installed equipment residing behind customer firewalls has been a difficult challenge, and oftentimes an obstacle to realizing the benefits and additional revenue opportunities offered by remote product services. According to *AberdeenGroup*, the average expense of rolling a truck to service customer equipment is \$209 per incident. If an RPS solution is deployed, OEMs with a staff of 50 technicians, making three onsite service calls daily, can reduce the number of calls by at least 30%, saving \$2.3 million or more annually. RPS can also help increase equipment uptime by 13.5 %, decrease mean time to repair by 14.1% and boost service revenues and profitability by 17.6%.

“The market potential for remote product services has been estimated to grow to more than \$290 billion by 2011. While there is significant interest from companies, especially at the enterprise level, in launching an RPS model, or expanding their current service offering to increase efficiency and profitability, there are challenges that have hindered wide-spread adoption. These challenges include integration with existing systems, difficulty of deployment and security issues,” said Micky Long, research director, Strategic Service Management Practice at *AberdeenGroup*. “Lantronix ManageLinx is designed to address each one of these issues and also provide service organizations with a comprehensive and easy-to-deploy solution. Overall, we believe that the approach Lantronix is taking with ManageLinx represents a giant step in the

right direction. Solutions like ManageLinx have the potential to accelerate the remote product service market.”

ManageLinx utilizes the Internet to create a “Virtual Device Network” (VDN) that allows access to only authorized equipment, without visibility to any other part of the network or compromising IT policies or firewall integrity. Extremely easy to deploy, the ManageLinx platform does not require any changes to the network hardware or configuration.

“After listening to our customers, we realized they continue to face significant challenges when trying to remotely access equipment behind a firewall. *VIP Access* addresses this challenge with a simple-to-deploy Virtual Device Network giving them seamless, reliable and highly-secure access to firewall-protected equipment,” said Jerry D. Chase, president and CEO of Lantronix. “ManageLinx provides a highly reliable and scalable platform that will allow us to introduce additional applications in the future via software keys.”

The initial ManageLinx offering consists of the Device Services Manager (DSM) and the Device Services Controller (DSC). Acting as a publicly accessible VDN router, the DSM manages DSC units on the local area network (LAN) at each location. The DSM serves as a proxy connection point for participating DSCs and relays connections between user hosts and destination devices. It also offers a complete Web 2.0-based management system for all configuration and control. The DSM administrator can configure individual devices, set up automated device discovery on remote networks, perform automated monitoring and enable secure access to any device visible to a participating DSC. Combining ManageLinx with Lantronix SecureLinx™ line of IT management equipment, administrators can also remotely access servers, PBX (Private Branch eXchange) systems and other IT infrastructure assets for a complete end-to-end remote service solution.

Understanding the need for an easy-to-deploy solution, ManageLinx requires zero-configuration. Simply plug in the power, plug in the Ethernet connection and insert the supplied USB flash drive. The Auto Discovery service finds networked equipment on the LAN and establishes an instant presence on the network. After setup, the service provider can access authorized equipment without changing hardware or network configuration, or interfering with existing customer IT policies.

For qualified companies, Lantronix offers a comprehensive ManageLinx evaluation program. For details, please call (800) 422-7055. For more information on ManageLinx and all Lantronix products, visit: www.lantronix.com.

See Lantronix at the 2nd Annual Implementing Smart Remote Services show Feb. 28-29, 2008 in San Diego, CA.

For a high resolution photo of ManageLinx, and an application diagram outlining the VDC, visit: www.lantronix.com/news/photolib.

About Lantronix

Lantronix, Inc. (Nasdaq: LTRX) is a leading innovator in device networking technology. The company specializes in wired and wireless hardware and software solutions which allow virtually any electronic product to be network-enabled in order to remotely access, monitor and control it over a network or the Internet. Lantronix product portfolio includes *Device Enablement* solutions which provide a direct network connection to equipment and machines for remote monitoring and control, and *Management and Control* solutions which extend the ability to remotely manage IT equipment and literally thousands of networked devices, regardless of location, from a central point of access. Lantronix provides customizable technologies and solutions that are used by original equipment manufacturers design engineers to network-enable their products, IT administrators to manage data center and network infrastructure, and systems integrators to provide complete, remote device management solutions for their customers. With nearly two decades of networking expertise and more than 30,000 customers worldwide, Lantronix solutions are used in every major vertical market including security, industrial and building automation, medical, transportation, retail/POS, financial, government, consumer electronics/appliances, IT/data center, and pro-AV/signage. The company's headquarters are located in Irvine, Calif. For more information, visit www.lantronix.com.

Lantronix is a registered trademark, and ManageLinx, SecureLinx and *VIP Access* are trademarks of Lantronix, Inc. All other trademarks are properties of their respective owners.

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