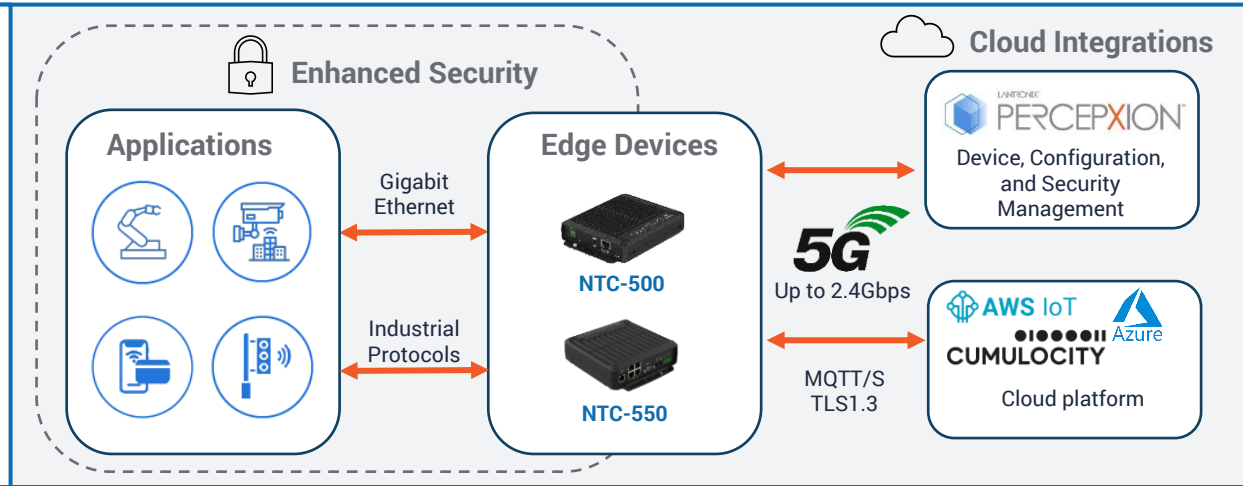


## What is 5G Enterprise in IIoT?

5G Enterprise in IIoT combines high-performance 5G networks with rugged hardware, security, and industrial protocol support to connect machines, assets, and systems reliably at scale.

### Elevator Pitch:

Lantronix 5G IIoT gateways deliver rugged, industrial-grade 5G for mission-critical applications. The NTC-500 Series provides high-speed, ultra-reliable connectivity across industrial automation, transportation, and smart cities. Supporting 5G SA and NSA, and integrated with PercepXion™ for centralized management, Lantronix replaces costly wired infrastructure and enables scalable industrial 5G.



## Key considerations for 5G Enterprise



**Reliable Connectivity** – Ensure support for the latest 3GPP Release 16 standards, including 5G Standalone and Non-Standalone modes, to deliver consistent performance, low latency, and on-demand quality of service across enterprise and industrial networks.



**Accessible High-Performance Industrial Connectivity** – High-performance 5G should be both affordable and cost-efficient, delivering enterprise-grade connectivity while lowering total cost of ownership across deployment, operations, and long-term support.



**Cyber Security & Compliance** – Cyber security is a critical selection factor. Ensure devices align with evolving regulations such as the Cyber Resilience Act (CRA), and incorporate secure boot and strong encryption, including TLS 1.3, to reduce risk across the device lifecycle.

## Uses cases for 5G Enterprise range across:

- **Retail** – Broadband fallback connectivity for point-of-sale terminals, ensuring reliable transactions and business continuity.
- **Robotics** – Private 5G networks enable low-latency connectivity for AGVs and real-time control.
- **Traffic and Intersection Monitoring** – Supports license plate recognition and real-time traffic monitoring.
- **Security and Surveillance** – Connects mobile surveillance trailers with IP cameras for rapid deployment.
- **Vehicle Connectivity** – High-speed reliable connectivity for service vehicles and field operations.

## Why Choose Lantronix

- Purpose-Built and Cost Optimized
- Native serial fieldbus protocol support
- Ruggedized high temp-range devices
- 5G and 4G Failover

## Why 5G connectivity?

- **Future-proof** – 10+ year lifespan with backward/forward compatibility (4G → 6G).
- **Blazing speed** – Up to 2.4 Gbps + <10 ms latency for real-time apps (Robotics, AR/VR).
- **Ultra-reliable** – 99.999% uptime via network slicing and multi-path failover.
- **Cost-efficient** – 50% lower cost per bit vs. 4G; eliminates wired infrastructure (30–40% savings).

• Traffic and Intersection monitoring (e.g., LPR)



• Mobile surveillance trailer with IP Camera



• Connected Service Vehicle for Utilities



• Construction sites broadband connectivity and surveillance



NTC-500



NTC-550



G520

## Opportunity Qualification – 6 Key Questions

**Identify the Need** – Understand the customer’s business, IoT maturity, and reliance on data or real-time insights.

**Identify the Pain Points** – Pinpoint challenges around connectivity, security, protocols, or software integration where we can add value.

**Decision-Making Process** – Identify key decision makers and understand the project timeline versus early-stage price evaluation.

**Budget Readiness** – Confirm budget availability and alignment on total cost of ownership, including long-term lifecycle costs.

**Data Security** – Address security, privacy, and compliance requirements early to build trust and reduce risk.

**Support & Services** – Assess expectations for pre-sales support, FAE engagement, training, and post-deployment services.

## PercepXion™ Device Management



PercepXion software is available in **SaaS**, **virtual private cloud**, and **on-premise** deployment models. It simplifies device management for Lantronix telemetry devices.

### Manage

- Remote updates for firmware and configurations
- Zero-touch provisioning
- REST API integration interfaces

### Orchestrate

- Flexible organization using query-based smart groups and tagging
- Rule-based notifications via email/SMS

### Troubleshoot

- Remote device access
- Device diagnostics data
- Audit logs