

LANTRONIX®

OUT-OF-BAND (OOB)

Battle Card

Lantronix vs. Opendgear

SLC 9000 + PercepXion vs. CM8100 + Lighthouse

SALES REP NORTH STAR

Opendgear is the incumbent. They win on inertia and brand recognition, not on technology. Their platform is scripting-dependent, their management software is not cloud-native, and since Digi International acquired them, OOB is one business line among many. We win by exposing the gap between their 'market leader' story and what customers actually need to deploy and manage OOB at scale.

LANTRONIX
Out-of-Band
EVERYWHERE

WHO IS OPENGEAR?

Founded	2004, Brisbane, Australia
Acquired by	Digi International (NASDAQ: DGI), 2019
Status	One product line within Digi's IoT/cellular portfolio
Flagship HW	CM8100 (≤ 96-port), CM8000, OM2200, OM1300, ACM7000
Mgmt SW	Lighthouse / LSP: Core (free) or Enhance (paid)
Federal Angle	"Proudly Assembled in the USA"
2026 Theme	"AI and the New Edge of Resilience" — whitepaper positioning
New HW	CM8000 + OM1300 announced Jan 13, 2026

OPENGear CORE PITCH TO YOUR CUSTOMERS

- "We're the OOB market leader, really the safe choice."
- "Smart OOB automates recovery without human intervention using Python scripts."
- "Lighthouse gives centralized visibility across all your OOB devices."
- "We're SOC 2 and ISO 27001 certified, independently verified for regulated industries."
- "AI and the New Edge of Resilience... Opendgear OOB is critical infrastructure for the AI era."
- "We're proudly assembled in the USA to meet federal procurement requirements."

QUICK SPEC COMPARISON

	SLC 9000 (Lantronix)	CM8100 (Opendgear)
Serial Ports	Up to 48	Up to 96
Ethernet Ports	Up to 32	Up to 24
OS	Closed, hardened Linux	Open Linux (Debian)
Management	PercepXion: Cloud-native SaaS, Kubernetes, OpenAPI 3.01	Lighthouse (LSP): On-prem or hosted. Not cloud-native.
Ansible	lantronix.oob on GitHub	None
Automation	SaaS GUI + Ansible (control node)	Python scripting on-device (Smart OOB)
5G Cellular / ZTP	Yes / Yes	Yes / Yes

WHEN TO USE THIS CARD

- Existing Opendgear customer approaching hardware refresh
- Opendgear in competitive evaluation alongside SLC 9000
- Customer mentions Smart OOB or Lighthouse as their approach
- Team lacks Python skills and are frustrated with automation complexity
- Post-acquisition concerns: new rep, support issues, roadmap questions
- Financial services, healthcare, or federal (SLC 9000's closed OS advantage matters)
- Enterprise evaluating SaaS management: PercepXion vs. Lighthouse
- Federal account where USA assembly comes up

WHAT NOT TO DO

- Don't lead with 'Opendgear is just a Digi product now.' Lead with our story — let the Digi point land from questions.
- Don't dismiss Lighthouse in front of a customer who built their workflow around it. Ask what they'd change first.
- Don't compete on port density or cellular specs alone, Opendgear matches closely on hardware. Win on platform and roadmap.

THE REPOSITIONING MOVE

Shift the frame:

Lantronix Autonomous OOB vs. Opendgear

vs. Smart OOB

Scripting-based automation is only accessible to teams with Python developers embedded in NetOps. For everyone else it's shelf ware. Percepixon's SaaS automation works without scripting and the lantronix.oob Ansible collection runs from your existing control node.

vs. Lighthouse

Lighthouse is an on-premise or hosted application. Percepixon is cloud-native SaaS: Kubernetes-based, OpenAPI 3.01, built for ITSM integration from day one.

vs. 'Market Leader'

Market leadership reflects historical sales, not current architecture. Ask your rep who owns OOB product decisions at Digi and what the 3-year roadmap looks like.

vs. Open Linux

Running security tooling on your OOB device collapses the isolation you need from the management plane. Percepixon's cloud-native design keeps your tool stack off the OOB hardware.

ONE-PARAGRAPH PITCH

SLC 9000 is Lantronix's new approach to OOB, built for how network engineers actually work today. It uses zero-touch provisioning to get up and running fast with no per-box manual configuration, discovers connected devices automatically, and runs on a full REST API so it integrates with Ansible, ServiceNow, or whatever you already use. It's all managed from Percepixon, our SaaS-native control plane.

WHERE WE WIN

Win Area	Lantronix (SLC 9000 + Percepixon)	Opendgear (CM8100 + Lighthouse)
Management SaaS	Percepixon: Cloud-native SaaS (Kubernetes, MQTT, OpenAPI 3.01)	Lighthouse — on-prem or hosted app. Not cloud-native architecture.
Ansible Automation	lantronix.oob collection on GitHub and certified by Red Hat. Runs from external control node.	No equivalent Ansible collection. Automation is on-device scripting.
Automation Access	Percepixon GUI + Ansible is accessible to teams without Python skills.	Smart OOB = Python scripting. Requires developer expertise in NetOps.
Security Architecture	Closed OS which means no unauthorized script execution, no direct OS access.	Open Linux (Debian-based) allows same attack surface risk in your management plane.
Renewal Leverage	Fresh hardware decision with SLC 9000 provides clear break point to evaluate.	Customers renewing on inertia, not on merit.
AI Story	SmartEdge AI Gateway (shipping now). Smart Switch 100 TOPS (coming soon).	"AI and the New Edge of Resilience" whitepaper. No related product announcement.

Objection Handling

INTERNAL — SALES USE ONLY | May 2026 | lantronix.com/oob

"Opengear is the market leader. Why risk a change?"

Market leadership reflects historical sales, not current architecture. Opengear is now a product line within Digi International. Ask your Opengear rep who owns OOB product decisions at Digi and what the three-year roadmap looks like. Then compare to SLC 9000's June launch roadmap.

"We've had Opengear for 10 years and it works."

That's the inertia Opengear counts on. Ask what's changed in Lighthouse in the last two years. Ask how your team is using Smart OOB and whether it required Python expertise to set up. Then tell me what you wish OOB could do that it doesn't.

"Smart OOB does automated recovery without any manual steps."

Smart OOB's automated recovery requires your team to write and maintain Python scripts. For orgs with dedicated NetOps automation engineers, that's viable. For everyone else, PercepXion's automation workflows and the Ansible collection deliver the same outcome without custom scripting.

"Lighthouse is mature. We know how it works."

Lighthouse is mature in the sense that it hasn't changed significantly. PercepXion is cloud-native SaaS with OpenAPI 3.01, built for integration with ServiceNow, PagerDuty, ... your ITSM stack. Ask whether 'mature' means proven or means end of investment.

AT AN EVENT? BOOTH CONVERSATION STARTERS

Engineer managing large Cisco environment: How long does it take to get console access to a new device after it's racked? With SLC 9000's ZTP, the appliance registers, gets its policy pushed, and starts discovering connected devices automatically with no manual per-port setup.

Anyone asking about automation: What does your OOB automation connect to today? SLC 9000 runs on an open API. It talks to Ansible, ServiceNow, whatever you already have. You don't need to learn a new automation system.

Anyone who already has Lantronix LM-Series or Opengear: For net-new sites and greenfield deployments, the deployment speed alone is worth the conversation.

"Opengear supports Docker and we run security tools on the device."

Running security tooling on your OOB device collapses the isolation you need from the management plane. PercepXion's cloud-native approach keeps your tool stack off the OOB hardware by design.

"Opengear published an AI whitepaper. They must be thinking about AI."

Their whitepaper is positioning content there is no product announcement tied to it. Lantronix has actual AI infrastructure products shipping now: SmartEdge AI Gateway, Smart Switch with embedded AI CPU coming soon, and SLC 9000 + PercepXion managing the OOB layer that keeps AI workloads running.

"Opengear has more installed base & better ecosystem integrations."

Installed base matters if the integrations are open and documented. PercepXion's full OpenAPI 3.01 means any tool your team uses can integrate. Compare that to Lighthouse's integration documentation.

"Our Opengear support has been great."

Pre-acquisition, Opengear had a tight-knit support team. Ask your contacts there how the team has changed since Digi took over. Support quality post-acquisition is one of the first things to shift.

"Opengear is assembled in the USA, that matters for our fed procurement."

USA assembly is a legitimate procurement req to verify. For NDAA compliance, assembly origin and component origin are separate standards and both need documentation. Get Lantronix's NDAA compliance docs from your SE before this conversation.

WE'RE HERE TO HELP!

- More info on Lantronix out-of-band products: lantronix.com/oob
- Visit the Lantronix Partner Portal: lantronix.com/partners
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