

LANTRONIX®

OUT-OF-BAND (OOB)

Battle Card

Lantronix vs. ZPE Systems

SLC 9000 + PercepXion vs. Nodegrid Serial Console Plus

SALES REP NORTH STAR

ZPE sells a vision, now with Legrand money behind it. Lantronix sells a proven OOB platform with purpose-built security and built for how network engineers want to work today. ZPE's "Gen 3" story has one fatal flaw: one box fails, your management plane is gone. Legrand is an \$8B French electrical company and OOB management is one acquisition in a large industrial portfolio, not their core business.

LANTRONIX
Out-of-Band
EVERYWHERE

WHO IS ZPE SYSTEMS?

Founded	2013 in California
Acquired by	Legrand (NYSE: LR) in 2025
Flagship HW	Nodegrid Serial Console Plus (up to 96 serial ports)
Mgmt SW	ZPE Cloud SaaS
2026 Theme	The Industry's Most Complete & Secure Remote Access
New HW	Nodegrid Serial Console Plus Core Edition (budget Gen 3 entry, IMI-capable, targets cost-sensitive Gen 2 refresh cycles); Nodegrid Gate SR with NVIDIA Jetson Orin Nano (dual-CPU AI edge platform)

ZPE SYSTEMS CORE PITCH TO YOUR CUSTOMERS

- "Lantronix is legacy Gen 1/Gen 2 OOB, just a box with serial ports."
- "We're IMI (Isolated Mgmt. Infrastructure), a purpose-built isolated plane that runs automation tools natively."
- "One Nodegrid replaces your console server, jump host, and automation server."
- "Open Linux means you can run Ansible, Docker, whatever your team already uses."
- "Core Edition: Gen 3 IMI is at a lower price point, so there's no reason to buy legacy console servers for cost-sensitive sites."
- "We use Atsign zero attack surface. We're the only OOB vendor with zero network exposure at the device level."

QUICK SPEC COMPARISON

	SLC 9000 (Lantronix)	Nodegrid Serial Console Plus (ZPE)
Serial Ports	Up to 48	Up to 96
Ethernet Ports	Up to 32	None
OS	Closed, hardened Linux	Open Linux
Management	PercepXion: Cloud-native SaaS, Kubernetes, OpenAPI 3.01	ZPE Cloud
Ansible	lantronix.oob on GitHub	Nodegrid Manager (on-device)
Automation	SaaS GUI + Ansible (control node)	"End-to-end" automation through Python scripting
5G Cellular / ZTP	Yes / Yes	Yes / Yes

WHEN TO USE THIS CARD

- Customer is in evaluation with ZPE
- ZPE rep has introduced "Gen 3 OOB" or "IMI" language in the account
- Customer asks "why shouldn't we just go with ZPE?"
- Security team is involved in the OOB evaluation
- Customer is in financial services, healthcare, federal, or utilities (regulated industries — closed OS matters most)

WHAT NOT TO DO

- Don't lead with ZPE is just a Legrand product now.' Lead with our story — let the Legrand point land from questions.
- Don't dismiss ZPE Cloud 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, ZPE has some similarities on hardware, but does some things differently. Win on platform and roadmap.

THE REPOSITIONING MOVE

Shift the frame:

Lantronix Autonomous OOB vs. ZPE Systems

Don't defend against "Gen 3."

Reframe the conversation around risk.

"ZPE's single-box IMI concept is interesting until you ask what happens when that box fails. With ZPE, your management plane and your management tools are on the same device. We separate those by design. SLC 9000 + PercepXion gives you an isolated management plane and a cloud-native SaaS management layer that survives hardware failures."

Our story: The SLC 9000 is purpose-built for the modern OOB stack. PercepXion is a SaaS platform with full OpenAPI, not a closed NMS. The lantronix.oob Ansible collection (available on GitHub) means your team gets native automation without running it on the OOB device.

Against "open platform": Open Linux on your OOB device is an attack surface in your isolated management infrastructure. If attackers pivot to your OOB device, they own your recovery path. Our closed OS means no unauthorized scripts, no direct OS access, no attack surface in the management plane.

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 PercepXion, our SaaS-native control plane.

WHERE WE WIN

Win Area	Lantronix (SLC 9000 + PercepXion)	ZPE Systems (Nodegrid Serial Console Plus + ZPE Cloud)
Security architecture	Closed OS means no unauthorized software or script execution possible on the device	Open Linux means any software can be installed; attack surface in the management plane
Management plane resilience	SLC 9000 + PercepXion SaaS: hardware failure doesn't kill your management layer	Nodegrid consolidation: one hardware failure = management plane + tools down
Ansible automation	lantronix.oob collection is available on GitHub, runs from your control node, not on the OOB device	Nodegrid Manager where automation runs on the device itself
OOB focus and heritage	Lantronix is a public company (NASDAQ: LTRX), 35+ years, 8M+ devices shipped.	ZPE — founded 2013, acquired by Legrand in 2025. Legrand is a French electrical infrastructure conglomerate with no OOB heritage. OOB is one acquisition in a large portfolio.
OOB expertise	Purpose-built OOB hardware & software for 20+ years	Founded as a hybrid console/compute platform play. OOB is one feature.

Objection Handling

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

“ZPE is Gen 3 OOB, you’re legacy.”

Gen 3 is a marketing label ZPE created. Ask them to define it. Then ask: if your Nodegrid goes offline, what’s your recovery path? SLC 9000 + PercepXion separates management hardware from management software by design.

“Nodegrid runs Docker/Ansible natively, we don’t need separate servers.”

Running automation on your OOB device puts your recovery tool and your management plane on the same failure domain. Our Ansible collection runs from your control node so your automation survives OOB hardware events.

“ZPE’s open Linux means we can run whatever tools we want.”

Open Linux on OOB is a security liability, not a feature. If an attacker reaches your management plane, they have a shell. Our closed OS is a feature for security-conscious organizations with no direct OS access, period.

“ZPE Cloud gives us centralized management.”

ZPE Cloud is newer and unproven at scale. PercepXion is cloud-native SaaS with full OpenAPI 3.01 which is built for integration with existing ITSM and automation tooling, not a bolted-on portal.

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 ZPE: For net-new sites and greenfield deployments, the deployment speed alone is worth the conversation.

“ZPE has more port density, up to 96 ports in one unit.”

SLC 9000 scales to 48 ports, with options for USB serial and up to 32 ports of Layer 2 Ethernet switching. But port density is table stakes. Ask them about API coverage, ZTP workflow, Ansible module support, and what their management SaaS looks like in 3 years.

“ZPE has been great in our proof of concept.”

POCs test connectivity. Ask to see their post-sale support response time, their software release cadence over the last 12 months, and their Ansible module documentation. Then compare to ours.

“ZPE has Legrand backing now, their startup risk is gone.”

Legrand is an \$8B French electrical infrastructure company. ZPE joins a portfolio that spans electrical installations and connected devices across dozens of product lines globally. The question isn't financial backing, it's roadmap priority. Is OOB management strategic to a French electrical conglomerate, or one of many acquisitions they manage? With Lantronix, OOB solutions, you get every engineer, every support rep, every product decision.

“ZPE has an NVIDIA partnership. They’re building AI infrastructure.”

The Gate SR + Jetson Orin Nano is a bundled SKU: ZPE's OOB device with NVIDIA's AI compute module attached. That's not an AI infrastructure platform, it's a hardware bundle. SLC 9000 + PercepXion manages the actual AI infrastructure: the GPU nodes, access switches, power systems, and compute modules in those racks. Autonomous OOB for the layer that keeps AI workloads running.”

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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