LANTRONIX®

FOX5

Channel Partner Express Deck

June 2026

LANTRONIX® PERCEPXION™



Failures don’t wait for a site visit

As critical assets spread across more distributed sites, the inability to remotely manage and automate them compounds fast — more blind spots, more truck rolls, more preventable failures, and more cost.



Edge Intelligence | Report-by-Exception | Built-in Security

Remote Management | Edge Automation

$100K/hr
Cost of unplanned downtime
Source: Siemens, True Cost of Downtime 2024

Up to 25%
Predictive maintenance savings
Source: Deloitte

1,000s
Critical assets managed by a single platform

Zero
Unnecessary costly truck rolls

LANTRONIX®

WHAT FOX5 DELIVERS

Fewer boxes, faster deployment, lower cost, more reach

One Box Replaces Three

Built-in cellular, GPS and serial connectivity in a single unit — no separate modem, PLC or gateway to spec, buy or wire.

Live in Minutes, Not Weeks

Percepxion zero-touch provisioning brings every unit online automatically on power-up, so partners reduce truck rolls and accelerate deployments.

Lower the Bill on Every Unit

Edge filtering and report-by-exception send only what changed, reducing recurring cellular and cloud costs across the whole deployment.

Improved Operational Efficiency

Rugged, remote-ready hardware connects generators, fuel tanks and compressors that were too costly or hard to instrument — preventing full asset automation.

PLATFORM DIFFERENTIATORS

Four reasons enterprises choose FOX5, and scale it with Percepxion

01

Decide and Act at the Edge

On-device scripts go beyond threshold alerts combining live equipment inputs to drive smart local actions with no cloud round-trip, so response is instant.

02

Lowest Total Cost of Ownership

Native protocol support cuts development, edge normalization simplifies cloud implementation & integration, and remote ops reduce truck rolls.

03

Hardened, End-to-End Security

A dedicated cryptographic co-processor with TLS 1.3 and MQTTS protects every byte, securing data from device to cloud.

04

Percepxion: Zero-Touch Provisioning & Management at Scale

Secure provisioning, performance analytics and Cyber Resiliency Act compliance across the device lifecycle remotely from one cloud platform.

TARGET AUDIENCES

Know Who Decides How to Automate Critical Assets

OT / Controls Engineer

Owns the link to PLCs, RTUs and controllers. Needs a gateway that reads serial/Modbus and runs locally at unattended/remote sites.

You open with: "How much visibility do you have into unattended equipment between site visits?"



Telematics Engineer

Specs and integrates the telematics device. Evaluates protocol support, edge capability, and platform fit.

You open with: "When you add a new asset type, how long before it's actually reporting data?"



IoT Platform Architect

Builds the monitoring or telematics platform using data from FOX5. Cares about open APIs, consistent data format no matter what asset type or vendor.

You open with: "How much engineering goes into turning raw OT data into something your platform can use?"





KEY VERTICALS

Generators HVAC/R Fuel Tank Monitoring Compressors & Pumps Commercial Fleets Vehicle Sharing

The Partner Opportunity in FOX5

Additional Hardware Sales

- Gateway sales across thousands of distributed assets (MSRP: $139-189)
- One device replaces PLC + modem stacks from others
- Fleet-wide expansion potential



Recurring Subscription Revenue

- Percepxion subscription per device, $18-24/year ARR
- Volume-based tiers & multi-year terms available for to lock in long-term revenue



Sales Support

- Co-marketing materials & campaigns
- Global sales-engineer coverage so you succeed
- Technical demos & deal protection



Deal Velocity

- PoC units in stock & available
- Quick-quote turnaround
- NAM inventory available mid-July, Rest of World early September 2026



Your Next Steps with FOX5

01

Partner Enablement

Get your team certified on technical training, sales tools, and demo kits.

Action: Log in to MyLantronix on the SmartEdge portal.

02

Customer Discovery

Run joint prospect calls and qualify asset and vehicle opportunities together.

Action: Identify a target account and map its OT assets.

03

Proof of Concept

Deploy an eval unit and run a technical walkthrough with your customer.

Action: Request an eval unit from your channel manager.

04

Scale & Grow

Expand successful POCs into fleet-wide deployments across distributed sites.

Action: Register your deal at partners.lantronix.com.