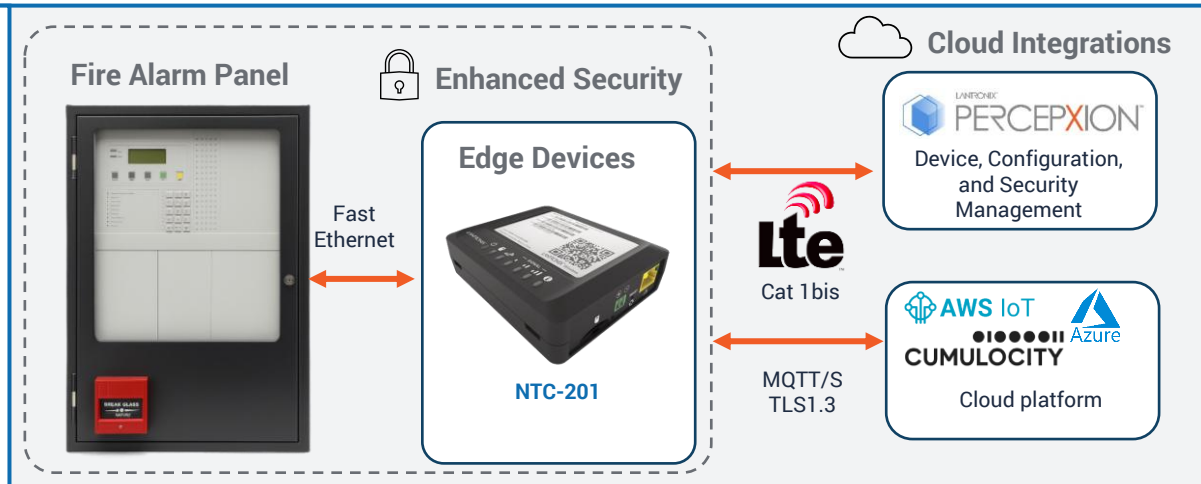


What the CRA means for connected assets?

The **EU Cyber Resilience Act (CRA)** (Reg. 2024/2847) requires that products with digital elements sold in the EU are secure by design and receive timely security updates with full obligations from December 2027. The implication for OT: an offline asset can't be patched, so it can't be kept compliant. Connectivity is the prerequisite for CRA readiness.

Elevator Pitch: The NTC-201 gives unconnected assets their own secure LTE Cat 1 bis uplink — no building internet or firewall changes — and PercepXion keeps them continuously updated with OTA firmware and security patches. Remote assets that stay current, secure and CRA-ready, managed as one fleet.



Key considerations



Can you deliver updates to your remote assets? CRA requires your fielded assets to stay patched, but an asset with no connectivity can't be updated. The NTC-201 is the secure channel that carries firmware and security updates to your panels, controllers — wherever they sit, independent of building IT.



How do you keep the connection itself secure? — Connecting a remote asset to the building LAN widens its attack surface. A private-APN cellular link with TLS 1.3 isolates that traffic from the LAN and signed firmware ensures the device runs only authentic code — meeting CRA's secure-by-design expectations.



Can you sustain it for the support period? — CRA obligations span years, so your connectivity can't be the link that goes end-of-life first. The NTC-201 brings a long product lifecycle, an NDAA grade supply chain and PercepXion-managed updates — keeping the fleet compliant for the life of the deployment.

Uses cases

- **Fire-alarm & life-safety panels** — Connect panels with no base-building internet; keep firmware current and audit-ready.
- **Access control & security panels** — Secure LTE uplink for entry systems and intrusion panels, isolated from building IT.
- **Building & HVAC controllers** — Remote monitoring, config and patching for BMS and controllers across sites.
- **Smart & sub-metering** — Long-life, low-data connectivity for energy and utility meters on one global SKU.

Why Choose Lantronix

- **Secure supply chain** — Diversified sourcing with no high-risk components — built for compliance-sensitive deployments.
- **Updates with Audit Trail** — PercepXion delivers and logs OTA firmware and security patches fleet-wide — the audit trail CRA readiness needs.
- **Deploy globally, one part number** — Single globally-certified SKU with single-antenna design. Simpler to certify, stock and roll out.

Key Objection Handling

- **"Why not just use the building's network when it's available?"** – Building networks aren't guaranteed, aren't yours to control, and mean firewall changes and IT sign-off per site. A dedicated cellular link is consistent everywhere, isolated by design, and keeps your compliance independent of someone else's infrastructure.
- **"Won't connecting the asset create a security risk?"** – The opposite. A private-APN cellular link with TLS 1.3 isolates asset traffic from the building LAN – reducing the attack surface rather than widening it – and signed firmware keeps the device running only authentic code.
- **"Does this actually make us CRA compliant?"** – It's the enabler, not the certificate. CRA requires timely security updates across the support period, and an offline asset can't receive them. The NTC-201 provides the secure update path that makes compliance possible; you remain the

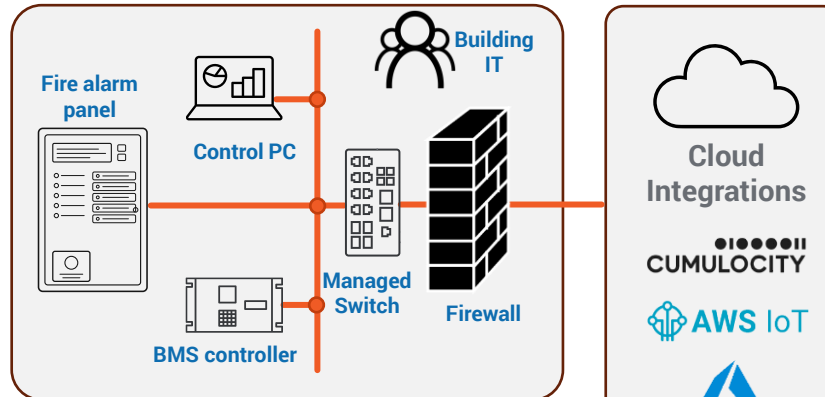
✗ Connection via building's network



• BMS Control Panels



• Alarm & fire panels



✓ Connection via NTC-201



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