



IQ6 & 6490CS SMARC Sales Express Deck

August 27, 2026

The Challenge

Industrial and Edge AI products need compute that fits the use case.



Balance Performance, Power & Cost

Match compute to each application's performance, power and cost.



Fit Compact Designs

Integrate compute, I/O and connectivity in tight spaces.



Plan for Product Longevity

Use controlled BOMs and long-term platform support.



Scale Compute by Use Case

Choose industrial compute or advanced Edge AI— tailored to your workload needs.



Meet Compliance Needs

TAA- and NDAA-compliant options are available.



Open-Q 6490CS SMARC



Open-Q 615IQ SMARC

Why Lantronix. Why Now.

One SMARC architecture. Two compute tiers. More flexibility across the product portfolio.



Why Lantronix

- ✓ **Common SMARC Architecture** — Build product families around one consistent form factor.
- ✓ **Right-Sized Compute** — 615IQ for industrial applications; 6490CS for advanced Edge AI.
- ✓ **Embedded Expertise** — Hardware, software and engineering support across development.
- ✓ **Production-Ready & Compliant** — Reduce processor-level design effort with TAA/NDAA options.



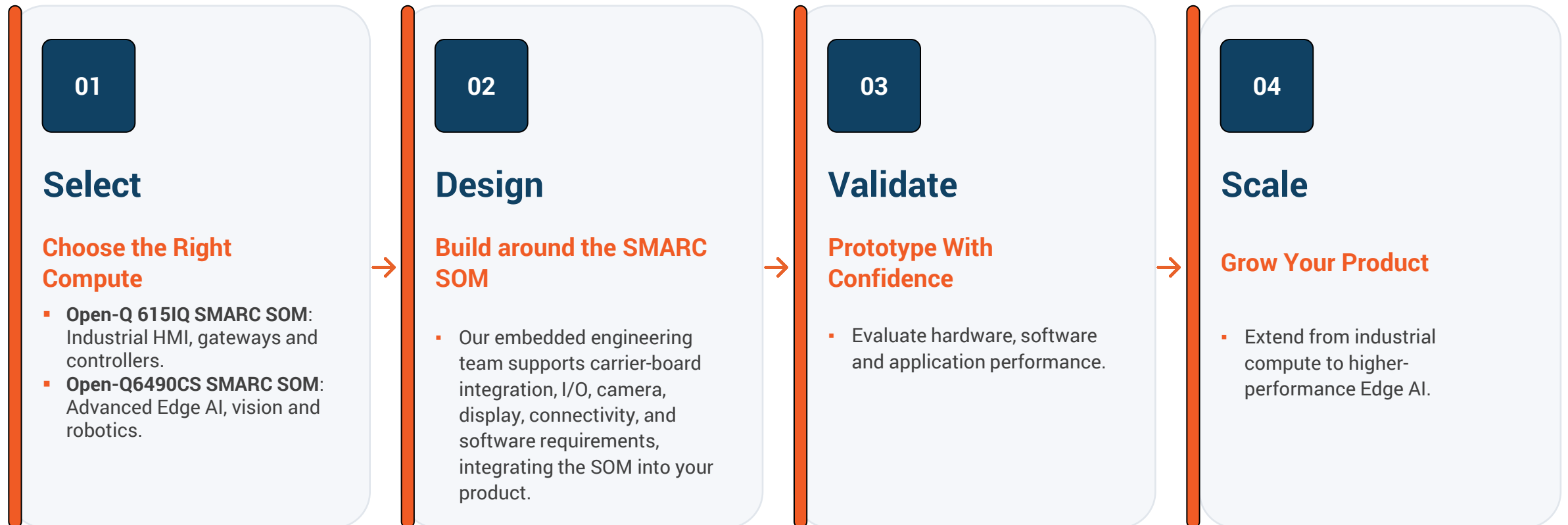
Why Now

- ✓ **Edge Intelligence Is Growing** — More processing is moving closer to the device.
- ✓ **Performance Needs Vary** — From industrial control to advanced Edge AI.
- ✓ **Faster Product Development** — Reuse common platform strategy across products.
- ✓ **Scalable Product Roadmaps** — Match compute, power and cost as requirements grow.

THE JOURNEY

One SMARC strategy. Choose the compute that fits.

Let's match your application to the right compute platform — balancing performance, power, cost, and scalability.



Open-Q SMARC SOMs Value Proposition



IQ6 SMARC: The “Cost-Efficient Controller”

- Industrial grade, high reliability, long life
- Rich set of industrial I/Os: CAN, Ethernet, PCIe, USB, SD, I2S, GPIOs
- Support for LVDS panel for industrial HMI
- Industrial temperature range: -40C to +85C



6490 SMARC: The “Intelligent Vision Gateway”

- 12 Dense TOPs of AI performance suitable for multi-stream real-time video analytics and multi-modal AI pipelines for Smart Retail
- Advanced camera pipeline with triple ISP supporting up to 5 concurrent cameras for 360 Video Security
- High-speed bus architecture using PCIe Gen 3 for assembly scanners in Industrial Automation

One SMARC Platform. Two Compute Tiers.

RIGHT-SIZED COMPUTE

- **Open-Q 615IQ SMARC SOM** : Industrial compute for HMI, gateways and controllers.
- **Open-Q 6490CS SMARC SOM** : Advanced Edge AI with up to 12.5 TOPS on-device AI.

INDUSTRIAL-READY DESIGN

- **Open-Q 615IQ SMARC SOM** : -40°C to +85°C SOM operating temperature.
- **Open-Q 6490CS SMARC SOM** : -20°C to +85°C SOM operating temperature.

PORTFOLIO ADVANTAGE

- **One architecture** : Scale from industrial compute to advanced Edge AI.
- **Faster development** : Reuse the SMARC approach across product tiers.

THE SALES TAKEAWAY

One architecture → Two compute tiers → A clear path from industrial control to advanced Edge AI

Use Cases

Match the compute tier to the application—from industrial control to advanced Edge AI.

Open-Q 615IQ | INDUSTRIAL COMPUTE

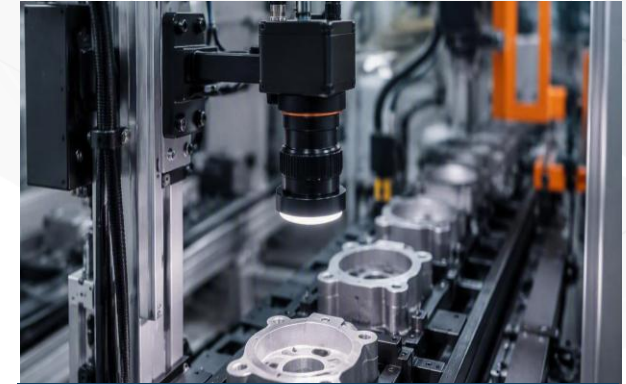
- **Industrial handheld Devices** — Designed for demanding industrial environments.
- **Vision & control** — Inspection, gateways, controllers and connected machinery.
- **HMI & industrial PCs** — Multiple displays and responsive graphics.

Open-Q 6490CS | ADVANCED EDGE AI

- **Machine vision & security** — AI-enabled vision and edge video analytics.
- **Robotics & telematics** — Vision systems and multi-camera processing.
- **Retail AI** — Intelligent retail and self-checkout.



RUGGED EDGE



INDUSTRIAL MACHINE VISION



ROBOTICS



RETAIL AI

How to Qualify A Prospect



SELLING STRATEGY

Key Criteria for Qualification

- **Engineering Needs:** Customer lacks resources for complex chip-down designs.
- **Business Alignment:** Goals & technical needs align with our product line & design services.
- **Clear Expectations:** Budget, timeline, and competitive landscape are understood upfront.

Qualifying Approach

- **Early Cost Discussions:** Ensure cost aligns with end-market pricing early.
- **Identify Need:** Begin with their immediate project, then explore broader support opportunities.
- **Determine Scope & Budget:** Engage solutions team; align scope, timeline, and budget.

Ideal Prospects

- **IoT OEMs Developing Next-Gen Product:** Need tailored solutions.
- **Limited Embedded Expertise:** Need support with complex compute integration.
- **Seeking Rapid Deployment:** Require modular, scalable platforms for quick deployment.
- **Focused on Differentiation:** Value custom design services for unique, high-value products.

NEXT STEP

Turn Your Application into a SMARC Evaluation Plan

Three practical steps from requirements to a production path.

01 · EVALUATE

Prove the Application

- Use a development kit to validate hardware, software and application performance.

02 · SELECT

Choose the Compute Tier

- Match 615IQ or 6490CS to performance, power, thermal and cost requirements.

03 · BUILD

Plan the Production Path

- Engage Lantronix engineering to move from evaluation to an integrated SMARC design.

APPLICATION → EVALUATE → SELECT → BUILD



Thank You!



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