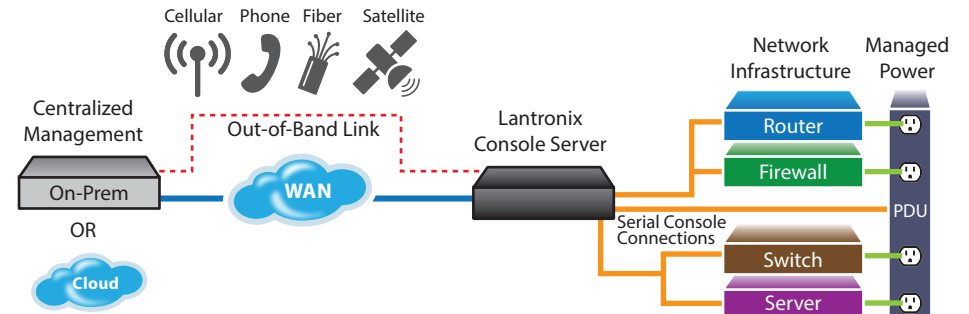


LANTRONIX® *Out-of-Band Management Battlecard for Enterprise Networks*

What is Out-of-Band Management?

Traditional management tools connect to network devices over the very network they create. This means if the network is down or degraded, these tools are useless. Out-of-band (OOB) console servers deploy onsite in the rack with network infrastructure to provide network admins with serial console connections for remote access that work whether the network is up or down.

ELEVATOR PITCH: Lantronix has a robust portfolio of out-of-band management solutions designed to securely manage distributed enterprise networks and devices by providing access, resiliency, and tools for daily management tasks AND to the save the day when a disruption occurs.



With Lantronix, choose between traditional remote console access and AI-driven out-of-band (OOB) management – an expert system using rules-based AI to recover and mitigate network infrastructure securely, reliably, and automatically.

Spotting Opportunities for Out-of-Band

End User Concerns / Pain Points for an Enterprise Network Team



Network Resiliency | A business that runs on the network—critical services and systems have to be available and operating as designed.



Uptime | Network teams are looking to reduce downtime by lowering Mean-Time-To-Recovery (MTTR) and increase Mean-Time-Between-Faults (MTBF).



Managing Network Costs | The network is still a budget line—teams are looking to eliminate onsite service calls (truck rolls) and increase efficiency/reduce operating costs; reduction of complexity through automation and ease of network management.



Security & Compliance | Cybersecurity conscious and/or in a heavily regulated industry.



Who to Speak with

- Directors of IT, Network Operations
- Network Architects, Admins
- Data Center Operations Managers
- Network Cybersecurity Staff
- People interested in building and running networks & servers



Market Verticals

- Healthcare
- Financial
- Utilities/Telcom
- Federal (Civilian & DoD)
- Manufacturing
- Managed Service Providers
- Education
- Retail

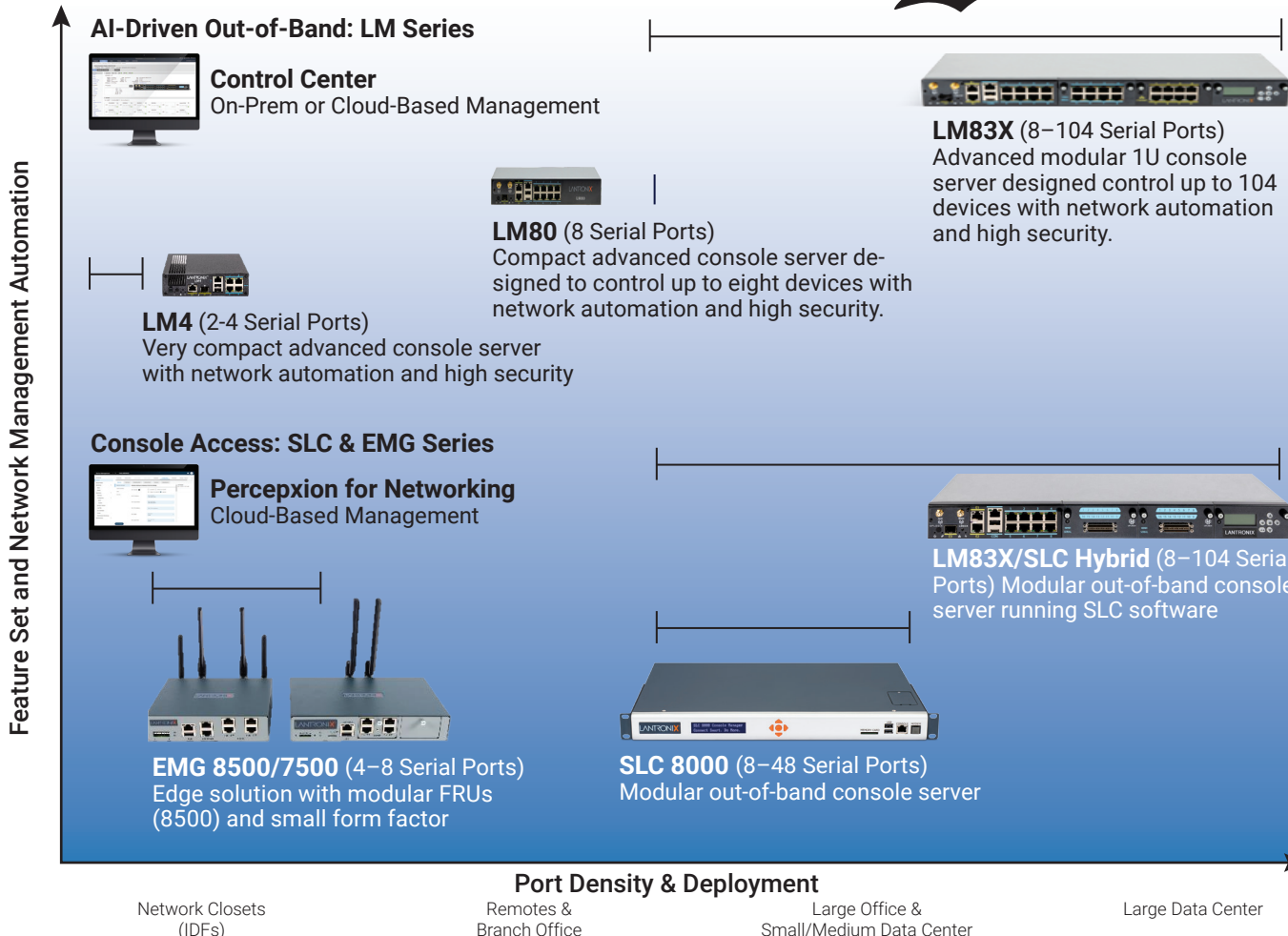
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Why Lantronix for Out-of-Band?

Lantronix's full portfolio of out-of-band solutions is proven in some of the most secure and mission-critical networks on the planet. So whether you just want to access remote gear for troubleshooting, or you are looking for enterprise level AI-Driven network management automation and the highest levels of security, we have the right out-of-band solution to help you put out-of-band everywhere.



Product Portfolio (for full details, see product briefs)



New Opportunity Drivers

Keep an eye out for these situations, they might be a good target to bring up out-of-band solutions:

- Data center builds, refreshes, and consolidations
- Enterprise network expansions, refreshes, and upgrades
- Consolidations due to acquisitions
- Multi-site enterprises needing 24/7 monitoring, automated responses, and alerts like branch offices, retail stores, unmanned energy locations
- Increasing security compliance, access, and reporting requirements

Lantronix Technical Services

With the deep engineering experience in out-of-band, including design, automation, and cellular deployments, Lantronix can get your out-of-band management up and running faster and with fewer headaches.

Serving as a trusted technical advisor, Level Technical Services includes extended limited lifetime warranties, advanced hardware replacement, software updates, configuration assistance, an online technical resource center, and 24/7 experts ready to help by phone or email.



For more info, visit lantronix.com/OOBM