

# LANTRONIX® *Fiber to the Desk Battlecard for Public Sector*

## What is Fiber to the Desk?

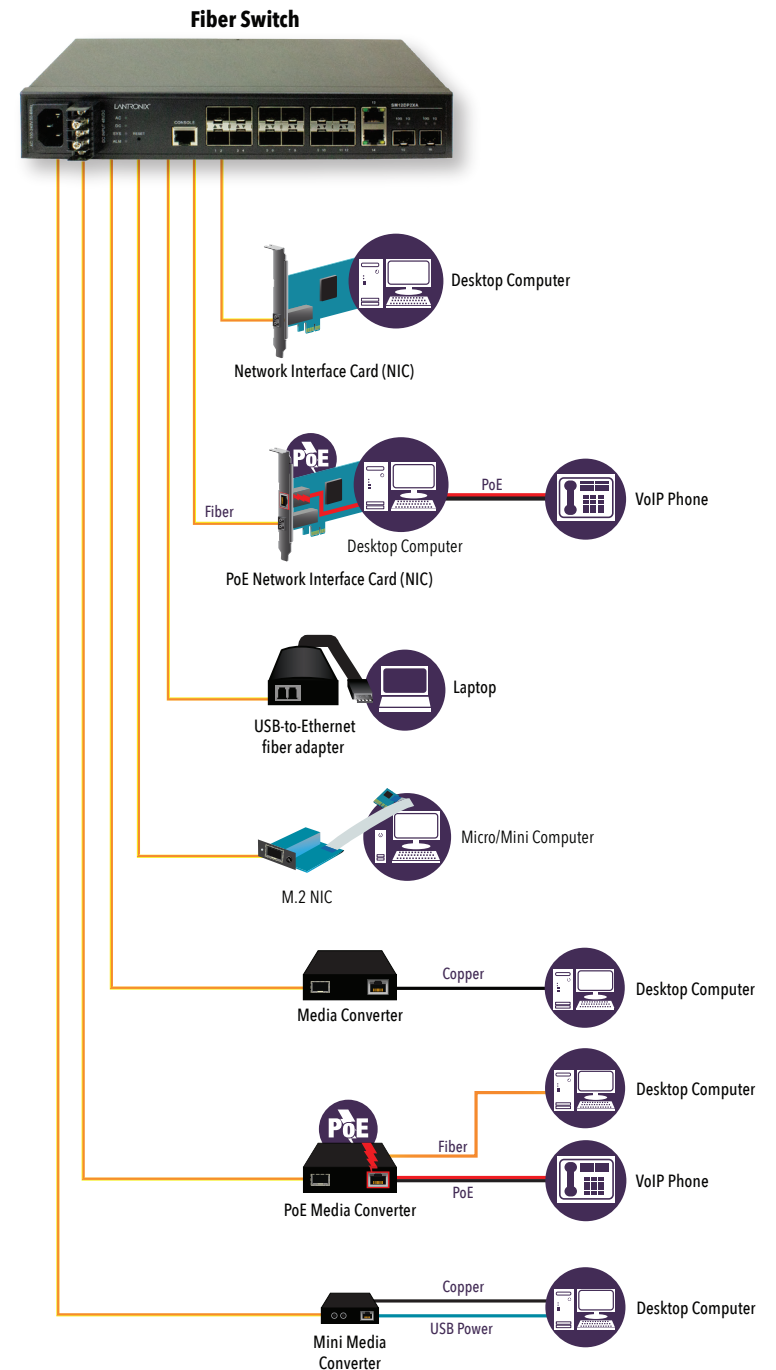
Federal, State and Local governments and organizations are challenged with increasing needs for greater bandwidth, extended distance and more security in their networks. Existing copper infrastructure has bandwidth, distance and security limitations and wireless LANs can be unreliable or even prohibited in some locations. Integrating and extending fiber to the desk (FTTD) or workstation is a simple and cost-effective option to meet these challenges.

## Elevator Pitch:

Lantronix offers a broad portfolio of TAA-compliant and NDAA-compliant Fiber-to-the-Desk Solutions to help public sector organizations cost-effectively provide better, faster and more secure data transmission by integrating fiber into their existing copper infrastructure.

## New Opportunity Drivers for FTTD in Public Sector Networks

- Federal buying season (late summer/early Fall) and other budget cycles
- Network expansions, refreshes and upgrades (adding PCs, VoIP phones or other PoE-powered devices)
- Secure environments or one-way transfer of data between networks with different security classifications



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## Key Considerations for Public Sector Networks

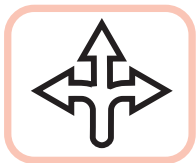
Transmission over copper cabling has inherent limitations that transmission over fiber optic cabling does not. Wi-Fi has its own limitations and is often prohibited in Government networks.



Fiber cabling is not influenced by electromagnetic interference (EMI) or radio frequency interference (RFI), reducing hacking potential and resulting in **greater security** than copper cabling or wireless signals



Fiber cabling has **higher data throughput capacity** than copper cabling, offering greater bandwidth and flexible capacity for large file sharing and increasing network speed requirements



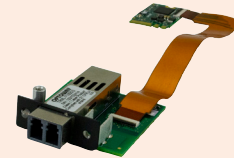
Fiber cabling has **greater reach** than copper; fiber is also more reliable than wireless and is not susceptible to diminished signal quality from construction materials, allowing devices to be connected wherever needed



Integrating fiber helps **future proof** communication networks by ensuring they can keep pace with increasing network traffic now and in the future



Compliance with Trade Act Agreement (**TAA**) and National Defense Authorization Act (**NDAA**)



## Lantronix Solutions for Fiber to the Desk

Our wide selection of FTTD solutions help security-conscious organizations cost-effectively provide better, faster and safer data transmission. Many options can also provide PoE to power the connected device. Choose from:

- Standardized PCIe Network Interface Cards (NICs) for desktop PCs
- Portable USB-to-fiber Ethernet adapters for laptops and tablets
- Innovative M.2 fiber Ethernet adapters for compact micro PCs
- Full-featured or plug-and-play compact mini media converters
- Unidirectional media converters for transferring data between highly classified and lower security networks

