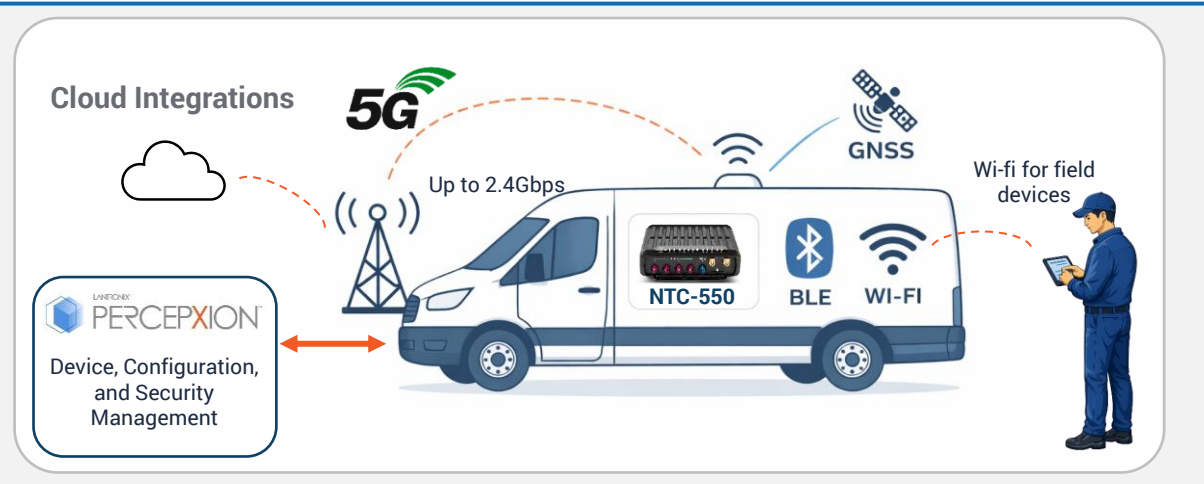


What is 5G In-vehicle Connectivity?

In-vehicle connectivity enables service fleets, emergency vehicles, public transport, and mobile assets to operate as fully connected edge nodes. Rugged cellular gateways provide secure, always-on data links for telemetry and real-time operational systems – even under harsh mobility, vibration, and RF condition.

Elevator Pitch:

Lantronix delivers reliable and secure in-vehicle connectivity that keeps mobile assets and personnel connected and working efficiently. The NTC-550 combines GNSS, Wi-Fi 6, routing, ignition-sensing, and power management to keep mobile teams connected and operations running smoothly.



Key Considerations for In-Vehicle Connectivity



Reliable Connectivity on the Move– Fleets need stable connectivity across highways, suburbs, and dense urban areas. Look for fast cellular handovers, strong RF performance, and GNSS accuracy to maintain continuous data sessions without drops or dead zones.



Fleet-Ready Power & Interfaces– Vehicles require wide-range DC input, ignition-sense power control, and support for serial, and Ethernet. Devices must tolerate vibration, temperature swings, and electrical noise typical of fleet and service vehicles.



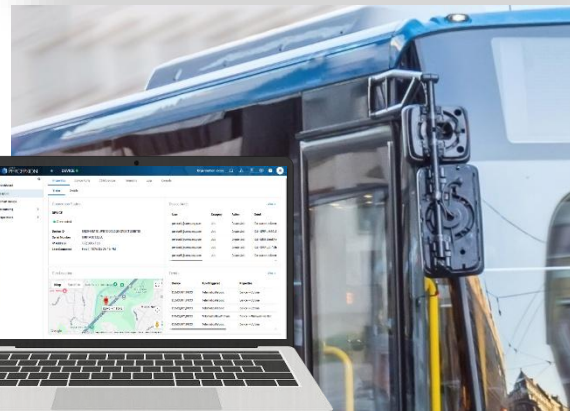
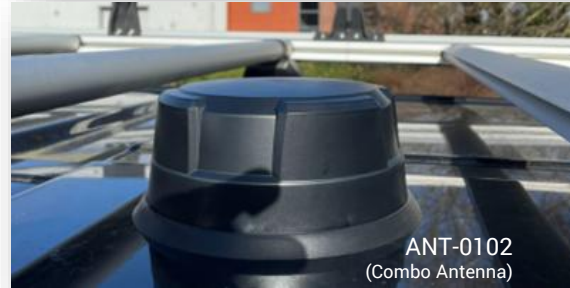
Cyber Security & Compliance – Fleet vehicles act as mobile edge devices. Select gateways with secure boot, hardware-rooted identity, TLS 1.3, and alignment with regulations such as the Cyber Resilience Act (CRA). Centralized patching and lifecycle security reduce operational risk.

Use Cases for In-Vehicle Connectivity

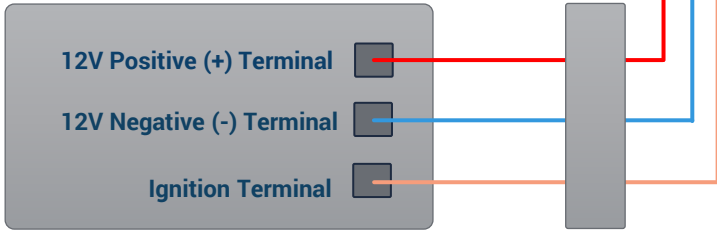
- **Field Operations** – Deliver secure, Wi-Fi 6 connectivity for mobile technicians and crews operating in remote or distributed environments.
- **Service & Utility Fleets** – In-vehicle telemetry, dynamic route optimization and real-time job dispatch for faster response and improved uptime.
- **Public Transport** – Support fleet-wide vehicle health monitoring, GPS-based tracking, onboard passenger Wi-Fi, and connected transit operations.
- **Logistics & Delivery** – Ensure continuous asset visibility with real-time tracking, optimized routing, and condition monitoring for sensitive cargo.
- **Mobile Surveillance Units** – Power reliable live video streaming, edge analytics, and remote monitoring for law enforcement and mobile security.

Why Choose Lantronix

- **Purpose-Built, Cost-Optimized** – with in-built ignition sensing.
- **Rugged, Vehicle-Grade Design** – for extreme environments.
- **Always-On Connectivity** – high-performance 5G with 4G failover and Wi-Fi6
- **Managed at Scale** – centralized management with Perception.



FAKRA antenna connectors deliver secure, vibration-resistant connections for Cellular, GNSS, and Wi-Fi, ensuring fast, reliable installation in high-vibration environments.



Connection to vehicle fuse box

Lantronix Part #	Part Name
NTC-551-01-01	NTC-551 - North America
NTC-552-01-01	NTC-552 - EMEA, APAC excl. Japan & China (eMark)
ANT-0102	Antenna, Combo, 7-in-1 5G/LTE MIMO, Wi-Fi MIMO, GNSS, SMA male, comes with a 3m extension cable FAKRA to SMA female

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, Orchestrate & Troubleshoot - Remote updates for firmware and configurations. Zero-touch provisioning. REST API integration interfaces. Flexible organization with smart groups and tagging. Rule-based notifications via email/SMS. Device diagnostics & Audit logs

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.