

Value of 5G in Security & Surveillance?

5G delivers primary or backup connectivity for remote and hard-to-reach security sites. Adoption is accelerating across enterprise, government, and public safety as organizations look for fast-to-deploy, scalable, and secure wireless infrastructure.

Elevator Pitch:

Lantronix delivers a complete security and surveillance solution combining high-speed 5G connectivity with PoE++ power for cameras and edge devices. This unified approach reduces complexity and trenching/fiber installation costs thereby accelerating deployment timelines and enabling secure scalability using wireless 5G infrastructure.



Pole-mounted IP Camera



Weatherproof IP-rated enclosure with POE switch and 5G connectivity.

5G



NTC-500



NTC-550

5G Connectivity Edge Devices



Device, Configuration, and Security Management



Independent Software Vendors, VMS platforms, SI's

Key Considerations 5G in Security & Surveillance



Ultra-Low Latency Real-time Response

Sub-millisecond 5G response enables instant alerts, live video, and automated actions the moment an event occurs.



High Bandwidth for HD & 4K Multi-Camera Applications

Simultaneous 4K streams from dozens of cameras with no congestion or dropped frames across your network.



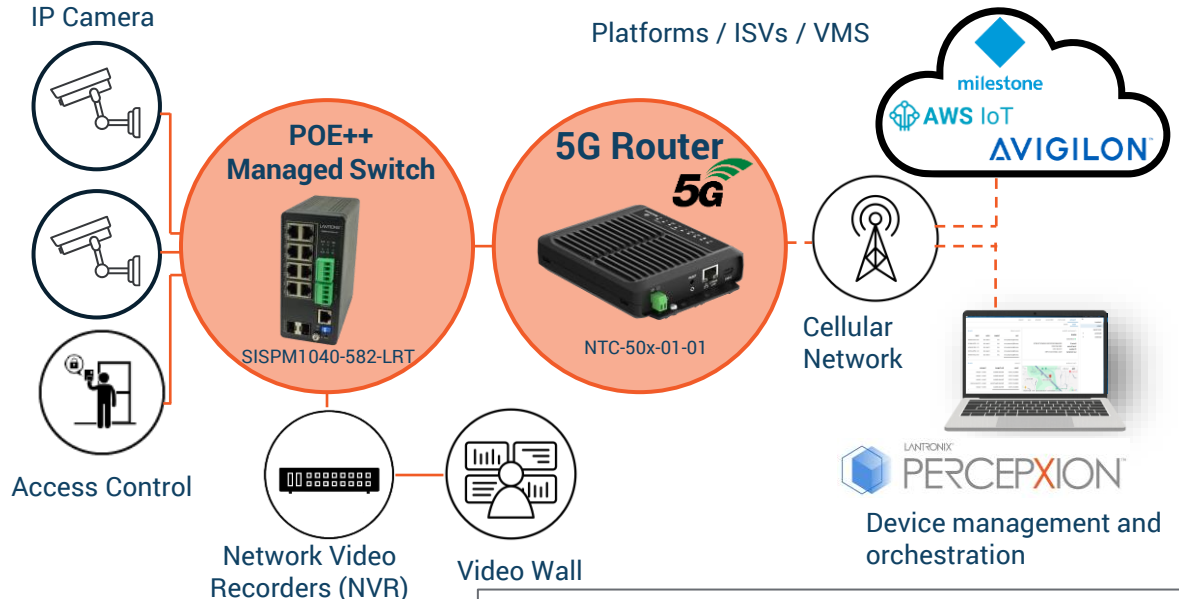
Rapid Deployment & Secure Scalable Connectivity – Deploy anywhere in minutes. Perfect for temporary deployments such as mobile trailers, emergency response and temporary monitoring sites. Scale on demand with built-in network isolation for maximum security.

Use Cases

- **Mobile Surveillance Units** – Trailers, rapid-deployment towers, and patrol vehicles streaming live video and telemetry.
- **Temporary & Event Security** – Festivals, construction phases, emergency response, and short-term deployments needing fast setup.
- **NVR / VMS Remote Connectivity** – Backhauling video from distributed NVRs or enabling remote management of VMS appliances.
- **Failover for Fixed Security Networks** – 5G/LTE as a resilience layer for wired surveillance networks to maintain uptime.
- **Fixed Surveillance** – Critical Infrastructure, perimeters, SLEDs, and remote assets needing reliable backhaul for HD/4K video.

Why Choose Lantronix

- **Integrated security & connectivity solution** with the NTC-5xx + PoE Switch for rapid deployment.
- **Ruggedized high temp-range devices** perfect for demanding environments
- **Managed at Scale** – centralized management with Perception.



Integrated Lantronix Solution:

- *Managed PoE++ Switch:* SISPM1242-582-LRT
- *Gateway:* NTC-551-01-01
- *Enclosure:* OCA-P181610
- *PSU:* MeanWell SDR-240-48 "25104"



• Mobile surveillance trailer with IP Camera



• Construction sites broadband connectivity and surveillance



• Surveillance in a SLED environment

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