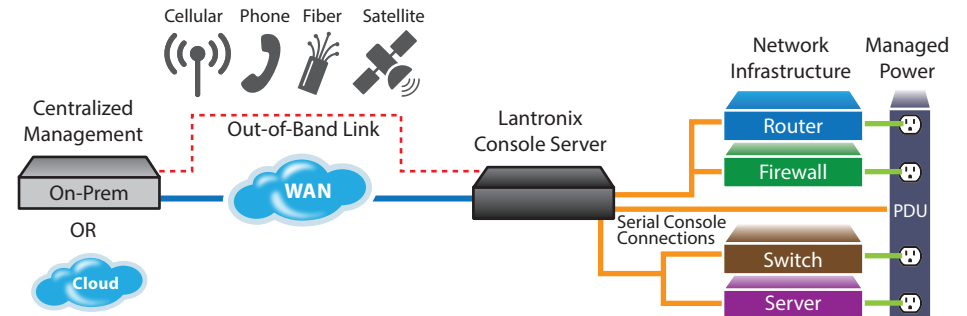


LANTRONIX® Out-of-Band Management Battlecard for Federal Networks

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 in Fed

Key Considerations in Federal Networks



Uptime | 24x7, global operations are common in networks for both civilian and DoD operations. Whether it's services for citizens or military operations, network uptime is critical and the network needs to work as designed.



Security | Federal networks are prime targets for hackers of all sorts and OOB is part of the cybeseurity. In fact, both the NSA (National Security Agency) and CISA (Cybersecurity & Infrastructure Security Agency) have published guidelines for using OOB management to improve network security by segmenting management traffic from operational traffic.



Compliance | Guidelines for federal networks are thoroughly spelled out and tracked. Lantronix OOB management solutions satisfy security & audit requirements across agencies with features like FIPS 142-2 Level 2 compliance.

Case Study: Social Security Administration

Lantronix helps SSA to meet high network availability requirements cost effectively:

- Ensures administrators 24/7/365 secure, role-based and audited access to gear at global sites
- Lantronix capabilities like automated configuration keeps SSA network infrastructure on the cutting edge of the latest security patches, bug fixes, and IOS upgrades for equipment in the field

Case Study: Department of Veterans Affairs

Uses Lantronix to enable their regional IT teams to deliver services to each VA site:

- Deployed in hospitals and clinics, teams to have access to equipment at sites without truck rolls or being based in each location
- Device and console logging collects valuable audit information
- Security features such as the Lantronix granular authorization model allow VA to enforce access controls



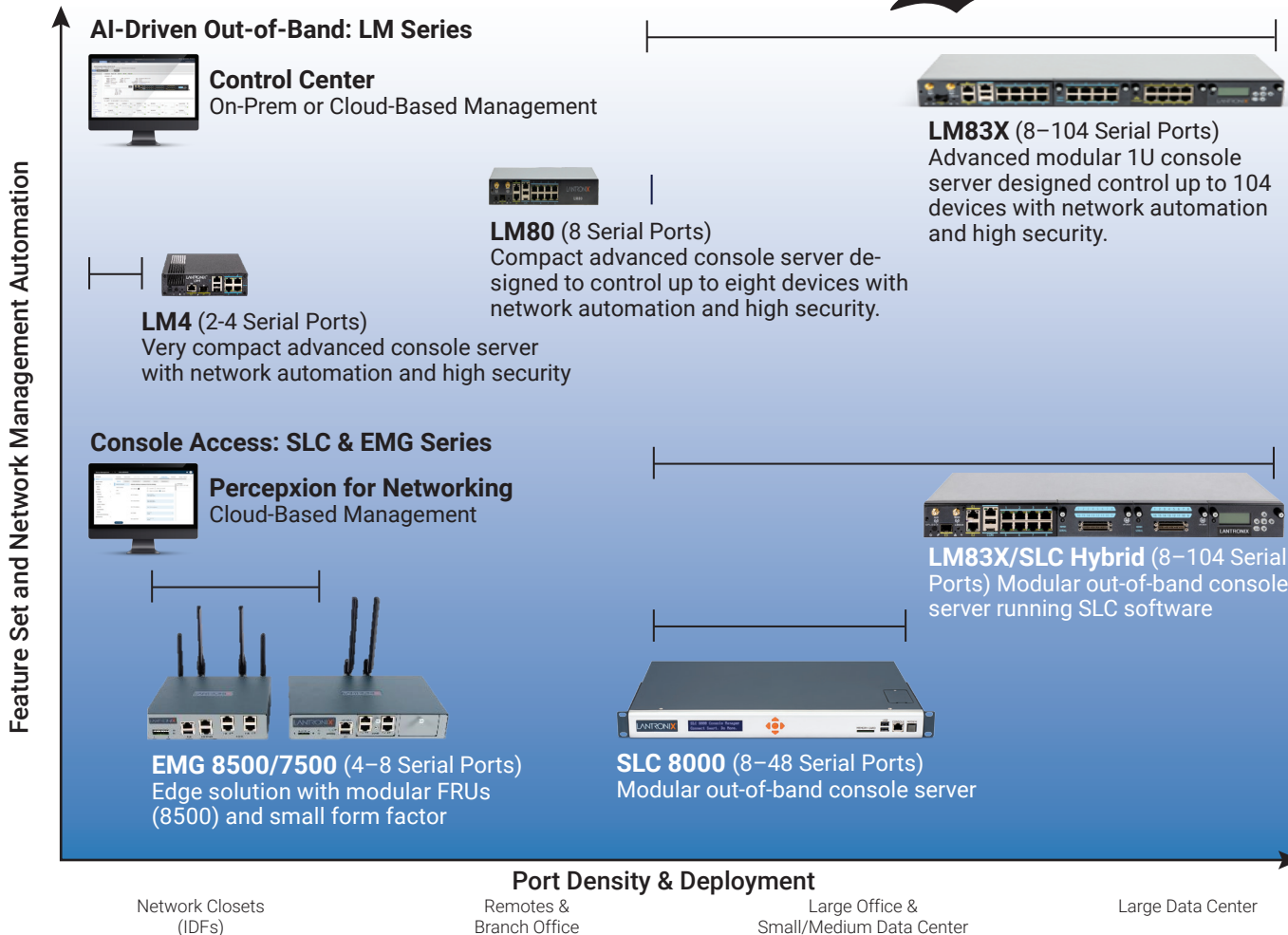
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Why Lantronix for Out-of-Band?

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:

- Federal buying season is early fall. Start discussions early to allow time for proof of concept testing and the purchasing process.
- Enterprise network expansions, refreshes, and upgrades
- Increasing security compliance, access, and reporting requirements
- Multi-site operations needing 24/7 monitoring, automated responses, and alerts

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