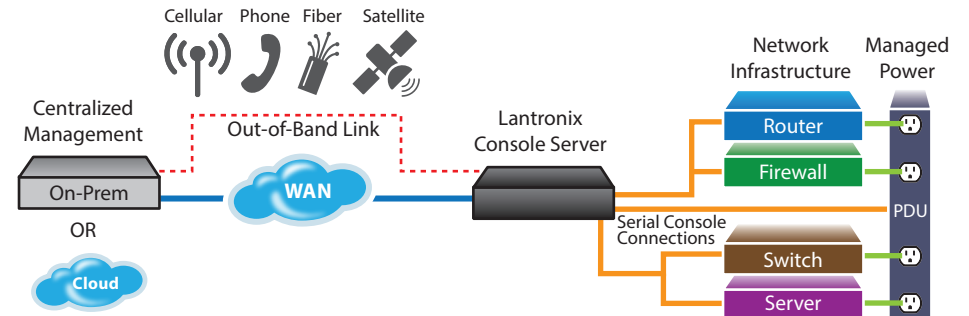


# LANTRONIX® *Out-of-Band Management Battlecard for Financial Networks*

## 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.



Applying out-of-band management in both data center and branch offices increases security and compliance while maintaining critical uptime. Some of the world's largest banks use Lantronix, including at least a third of the Top 15 in the United States.

## Spotting Opportunities for Out-of-Band in Financial Customers

### Key Considerations in Financial Networks



**Compliance** | Banks not only must comply with regulations ranging from PCI-DSS, SOX, GDPR, GLBA, BSA, and more — they need to be able to prove compliance. The LM-Series ability to record all transactions across the console port is highly valued for compliance verification.



**Network Security** | Lantronix out-of-band solutions are highly secure. From features like FIPS 142-2 Level 2 compliance, encrypting traffic and stored data, to automatically closing ports, the LM-Series brings military-grade security to banking data centers and branch offices.



**Access Control** | Granular access control ensures only the right people have the right access to the right devices. The Lantronix Control Center allows admins to create user groups and device groups, and control visibility to devices and even commands available.



### Financial Case Study: Citi Data Centers

#### Citi's Priorities

- Meet strict internal security standards for admin access to 21,000+ data center servers in the Americas, Asia, and Europe
- Enable remote server access to IT staff to enable responsive and cost-effective maintenance and service.

#### Why Citi Chose Lantronix

- Citi was able to manage diverse access privileges for a large IT staff with different functions using Lantronix' flexible role-based access.
- Detailed audit capabilities continue regardless of network availability capturing not only admin inputs, but system prompts and responses.
- Using the Lantronix LM-Series, Citi was able to apply rules to console access sessions including guaranteed session termination upon disconnect.

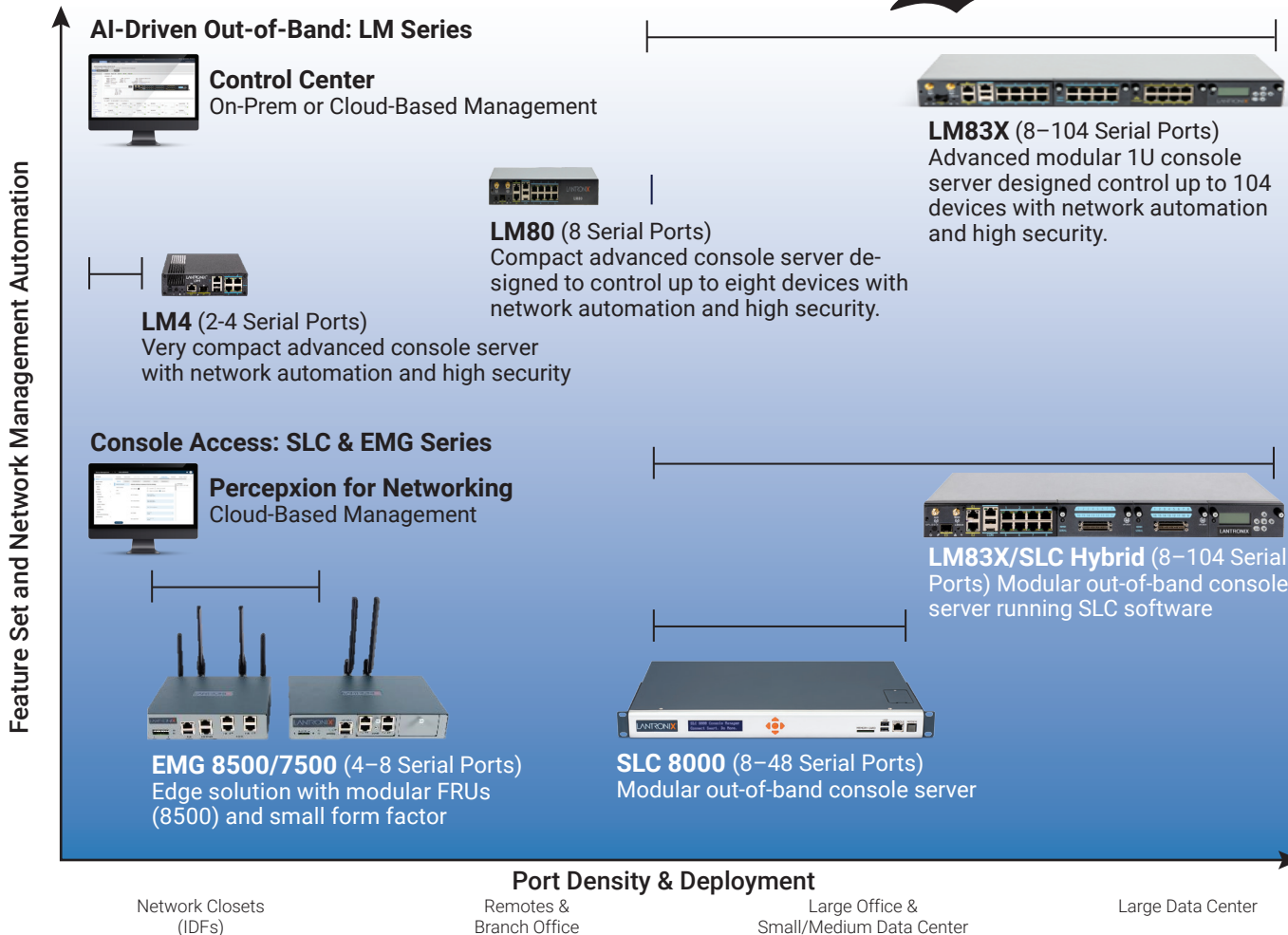
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## Why Lantronix for Out-of-Band?

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:

- Consolidations due to acquisitions are common. Mergers mean combining network infrastructure, and OOB can provide common management across device brands.
- New branch offices mean more widely deployed networking gear to manage remotely.
- Network refreshes—OOB management deployed first makes infrastructure deployment easier.

## 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](http://lantronix.com/OOBM)