

## Enterprise Grade Quality, Ease-of-use, Energy Efficient, Value

Integrated low-voltage power and data networking, enables PoE devices to be quickly and effortlessly placed where needed, saving installation cost and expediting time to service. Low-voltage power is safer and more energy-efficient than traditional line powered AC.

### Our Solutions



#### Optimized Power Budget

Tailored PoE+ and/or PoE++ power per device ensures optimal PoE budget for applications



#### Instinctive Device Management (included)

Autonomous management of Lantronix networks including; auto-mapping, auto-power reset and cable diagnostics, eliminating unnecessary truck rolls



#### Complete PoE Portfolio

Solutions for PoE+, PoE++, commercial or hardened environments, the right solution for the application



#### Value

Enterprise grade capabilities, features optimized for the application, product ships complete with no added fees, ready to use out of the box

### Why PoE Switching

- Flexibility to place powered devices where best suited - no additional AC outlet required
- Single cable for power and data networking
- Plug and play simplicity
- Green, energy & resource efficient
- Enables AI-ready Enterprises

### Lantronix Differentiators

- **Enterprise Grade** quality and capabilities
- **Easy-to-Use** Device Management Software included, ships complete with no added fees
- **Low Total Cost of Ownership** through remote monitoring, management and control, eliminating unnecessary truck rolls
- **Single Partner** for IoT Infrastructure needs
- **Personal Support** for better planning and less network downtime



# PoE Switch Sales Guide

<p><b>Product Families</b></p>	 <p><b>PoE+/Gigabit</b></p>	 <p><b>PoE++/Gigabit</b></p>	 <p><b>PoE++/Multi-gigabit</b></p>	 <p><b>PoE++/Utility Grade</b></p>	<p><b>Uncovering Opportunities</b></p> <p><b>Typical Applications</b></p> <ul style="list-style-type: none"> <li>• Security &amp; Surveillance Cameras</li> <li>• Access Control</li> <li>• Wireless Access Points (WiFi, Small Cell, IoT Gateways)</li> <li>• Sensors</li> <li>• LED Lighting</li> <li>• Smart Buildings</li> </ul>
<p><b>Typical Applications</b></p>	<p>Common Security Cameras, WiFi 5/6 APs, IoT Gateways</p>	<p>PTZ/DVR Security Cameras, WiFi 6 APs, Appliances</p>	<p>Multi-sensor Cameras, WiFi 7 APs, Small Cell</p>	<p>LED Lighting, Building Automation, Solar</p>	
<p><b>Product Attributes</b></p>	<ul style="list-style-type: none"> <li>• PoE+/30W, 1G Access &amp; Uplink</li> <li>• In-demand feature-set; optimal for most</li> <li>• Security Cameras, IoT</li> <li>• Value solution for current applications</li> </ul>	<ul style="list-style-type: none"> <li>• PoE++/90W, 1G Access &amp; Uplink</li> <li>• Can be used in PoE+ applications providing greater power budget; 2x the power/port, &gt;30% reduction in \$/watt</li> </ul>	<ul style="list-style-type: none"> <li>• PoE++/90W</li> <li>• 10G Uplink, multi-rate copper access: 1G, 2.5G to 10G</li> <li>• Future forward, highest power, data throughput</li> </ul>	<ul style="list-style-type: none"> <li>• Full PoE++/90W across all ports</li> <li>• HVDC fault-managed power</li> <li>• Dual, redundant power supplies</li> </ul>	
<p><b>Models</b></p>	<p><b>Commercial:</b> SM8TAT2SA SM16TAT2SA SM24TAT2SA SM24TAT4XB SM48TAT4XA-RP</p> <p><b>Hardened:</b> SISPM1040-384-LRT-C SISPM1040-362-LRT SISPM1040-3166-L3 SISPM1040-3248-L3</p>	<p><b>Commercial:</b> SM8TBT2SA SM24TBT4SA</p> <p><b>Hardened:</b> SISPM1040-582-LRT SESPM1040-541-LT</p>	<p><b>Commercial:</b> SM24TBT4XPA</p> <p><b>Hardened:</b> SISPM1242-582-LRT*</p>	<p><b>Commercial:</b> SM24TBT2DPB SM24TBT2DPB-920 SM24TBT2DPB-2XPS</p> <p><b>Hardened:</b> LSS2200-8P</p>	<p><b>Customer Requirements</b></p> <ul style="list-style-type: none"> <li>• Power and connect networked devices</li> <li>• Commission devices without specialized training</li> <li>• Service Up-time: fast issue identification/remediation</li> <li>• Efficient use of resources (time, energy, money)</li> </ul> <p><b>Types of Customers</b></p> <ul style="list-style-type: none"> <li>• Integrators: Security &amp; Surveillance, Master Systems, Building Automation System</li> <li>• Cable Installers</li> <li>• Low-voltage/AV Designers</li> <li>• Architects</li> <li>• General Contractors</li> <li>• MEP (Mechanical, Electrical, Plumbing) Engineers</li> </ul>

\* Coming soon