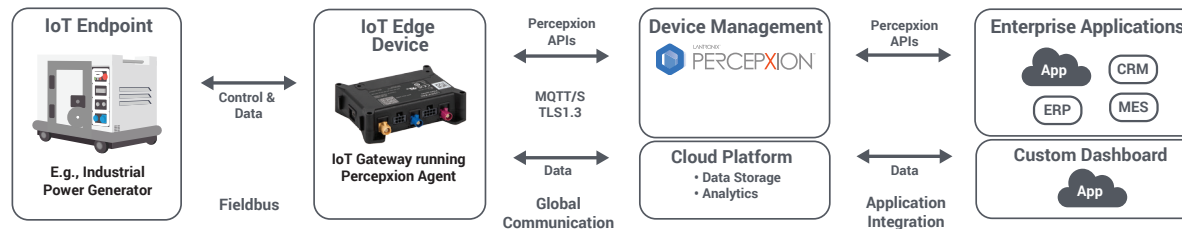


# LANTRONIX® Telemetry Battlecard for Critical Infrastructure Monitoring

## What is Telemetry in Critical Infrastructure?

Critical infrastructure includes backup generators, fuel tanks, HVAC systems, pumps, and other field equipment. Historically, visibility into equipment condition and operating parameters has been minimal. By integrating telemetry devices with field equipment, operations managers can reduce truck rolls for troubleshooting, improve reliability with consistent fuel availability, and quickly identify equipment condition anomalies.

**ELEVATOR PITCH:** Lantronix offers secure intelligent telemetry devices that easily connect various field equipment to Industrial IoT platforms. The edge processing feature ensures an optimized total cost of ownership. By using PercepXion software, device provisioning and management become simpler, leading to additional savings.



## Spotting Opportunities for Telemetry in Critical Infrastructure

### Key Considerations for Critical Infrastructure Monitoring



**Total Cost of Ownership** | FOX series telemetry devices feature programmable edge intelligence, designed for Industrial IoT applications which can reduce cellular data and cloud resource consumption, optimizing overall costs. Perfect for long-term IIoT projects of 5-10 years, it ensures sustained cost efficiency.



**Cybersecurity** | FOX4 provides advanced cybersecurity for critical infrastructure with a cutting-edge secure element chip to ensure only signed firmware runs and uses TLS 1.3 and MQTTS for data encryption. This protects against unauthorized firmware, data tampering, and compromised security keys.



**Integration** | FOX telemetry devices excel in data acquisition, processing, and transmission from field equipment to centralized systems. With built-in support for various fieldbus protocols, FOX devices can integrate seamlessly with numerous cloud and backend platforms using MQTT. This reduces development costs and ensures efficient operations.



### Case Study: Backup Generator Monitoring

#### Customer Priorities

- Remotely manage and monitor tens of thousands of both fixed and mobile generators
- Extract data from multiple vendor equipment
- Data security & certificate management

#### Why the Customers Chose Lantronix

- Edge programmability allowed data acquisition from generators, fuel tanks and other equipment
- Data normalization at the edge avoided costly cloud customization for each different model
- Support for the latest security protocols
- PercepXion software platform simplified device provisioning, certificate updates, and device management like FW updates over-the-air

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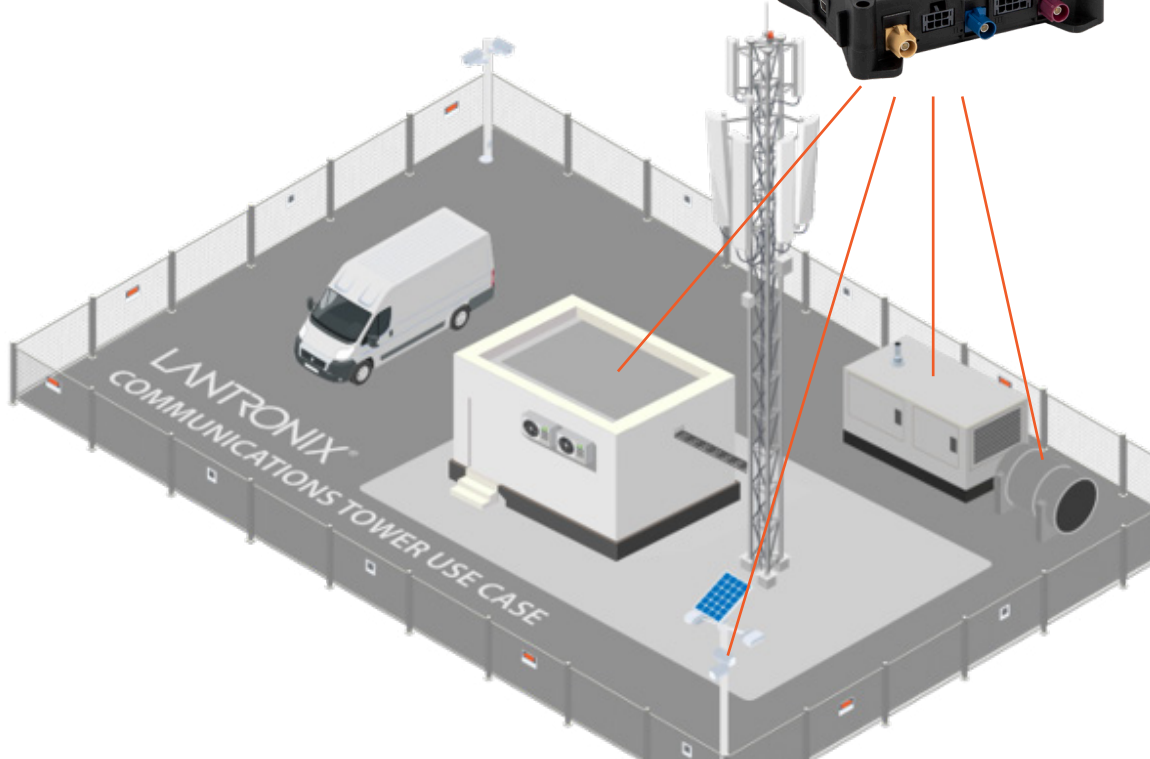
## Why Lantronix Telemetry Devices?

Lantronix telemetry devices support common serial protocols used by critical infrastructure field equipment, simplifying integration. Edge programming enables compatibility with proprietary equipment protocols, optimizes data usage through pre-processing, and allows management by exception, sending only essential data to the backend. A robust cyber security feature set ensures the safety of Lantronix devices.

### FOX Key Features

- Edge programmable: LUA & PFAL
- RS-485 | Modbus | RS-232
- Digital & Analog I/O | 1-wire | BLE
- Secure Boot | Secure Element (FOX4)

## Lantronix FOX Series - Secure Intelligent Telemetry Device



### New Opportunity Drivers

Keep an eye on Industrial IoT initiatives. Projects including connecting legacy equipment to the cloud are a good target for Lantronix telemetry devices:

- OEMs or service providers wanting to enable remote monitoring of the equipment
- System integrators working on critical infrastructure monitoring / Industrial IoT projects
- Companies required to e.g. report their fossil fuel powered backup generators or remote fuel tank details for environmental compliance

### PercepXion Device Management

PercepXion simplifies device management for Lantronix telemetry devices.

#### Available

- SaaS
- Virtual Private Cloud
- On-premise

#### Manage

- Remote updates for FW 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

For more info, visit [lantronix.com/FOX](https://lantronix.com/FOX)