

## Save Money and Increase Uptime for Your Customers

Remote condition monitoring tracks the equipment health and operational status in real-time for standby generators, HVAC systems, air compressors, power systems and other large high-value industrial equipment.

- Companies can **reduce truck rolls** when technicians have up-to-date information available.
- The equipment can be **fixed before failure** using alarms – often referred to as Prescriptive Maintenance.
- **Uptime is maximized** and unplanned outages are minimized driving benefits to the bottom line.

## Lantronix FOX-Series



### Machine Protocol Support

Read all common machine protocols including Modbus, CAN, RS-232, RS-485, BACnet and other serial protocols



### Cloud Integration

Send data using industry-standard MQTT to Azure, AWS, Snowflake, Ignition and other IoT and SCADA platforms

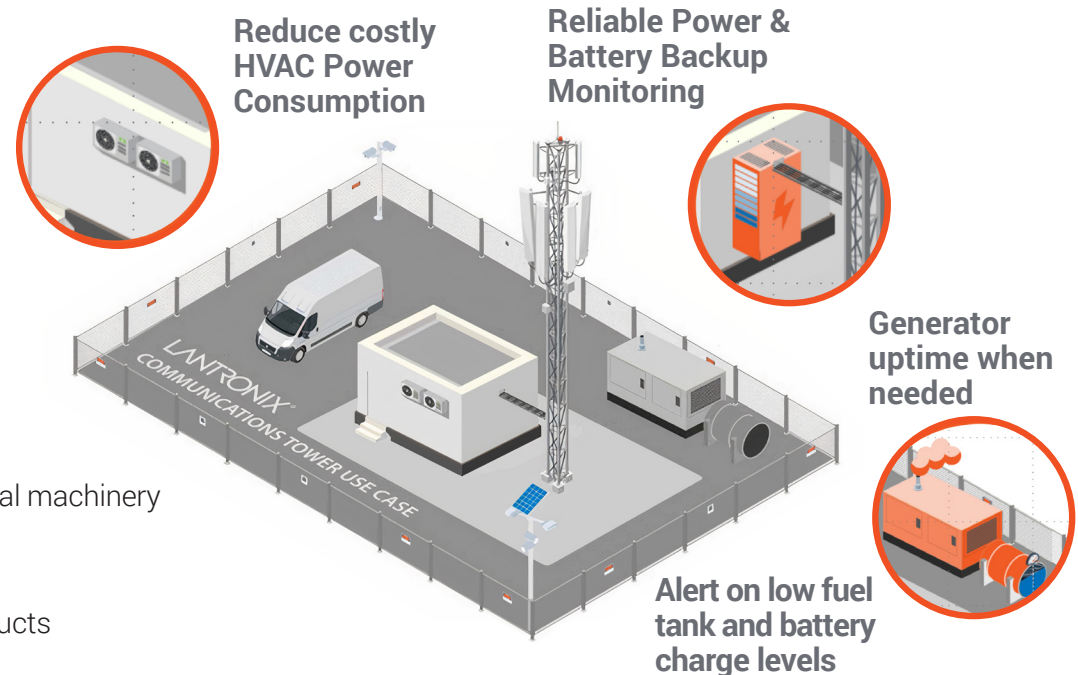


### Edge Intelligence

Improve resiliency and reduce costs. **No data is lost** if cellular backhaul goes down. **Optimize cellular** data cost and **control unpredictable cloud** costs

## Lantronix Differentiators

- Setup is easy with a library of ready-to-use config files for top industrial machinery
- Cloud-ready for your customer's preferred platform
- Bluetooth Low Energy for auxiliary sensor integration
- Significantly lower cost than comparable Industrial IoT gateway products



## 3-step Guide to Remote Condition Monitoring

Serial Interface to Your Asset



Cellular Connected



Cloud Platform



Answer: Lantronix FOX



## Lantronix PercepXion™

- Automate on-site setup with zero-touch provisioning
- Device lifecycle management with remote updates



## Finding Opportunities

Key phrases:

- Remote monitoring projects to a data or cloud platform
- Modbus, Bacnet, Canbus protocols using serial interfaces
- Asset Integration to a SCADA system
- Generator, HVAC, Power Relays, Air Compressor, Motors, Pumps, Rotational Assets and other industrial machinery that require monitoring

## Deal Sizing

- Typical annual HW usage 500-5,000 units
- Bundle Lantronix PercepXion software to maximize deal size
- Add Lantronix accessories (cable harnesses, I/O extenders etc.) to the deal

## Deal Registration

Lantronix offers deal registration through the SmartEdge Partner Deal Registration program.

- The program protects partners who identify, develop and close new business opportunities.
- To submit an opportunity, log in to your MyLantronix account at <https://www.lantronix.com/partners/>, choose Deal Registration to enter your deal information.
- Once submitted, our Sales team will review and communicate the status of your opportunity.

**Contact Us:** [inside\\_sales@lantronix.com](mailto:inside_sales@lantronix.com)

## Why is the Lantronix FOX better?

Advantage	Lantronix	Teltonika	Semtech	Digi	InHand
Flexibility to connect all industrial assets	✓	○	●	●	●
Native machine protocols, high domain knowledge	✓	○	○	●	●
Significantly lower total cost with similar features	✓	○	○	○	○

## Part Number Decoder

# F43Hxx2S

**Network technology speed:**

3 → LTE M

4 → Cat-1

**Serial Interface:**

20 → 2 x RS-232

50 → 1 x RS-232 & 1 x RS-485

**Location technology:**

H → GNSS real-time tracking capable

R → same as H with Dead Reckoning

**Region and operators:**

2 → EMEA

4 → ANZ/LATAM

7 → Japan

F → WW