

LANTRONIX®

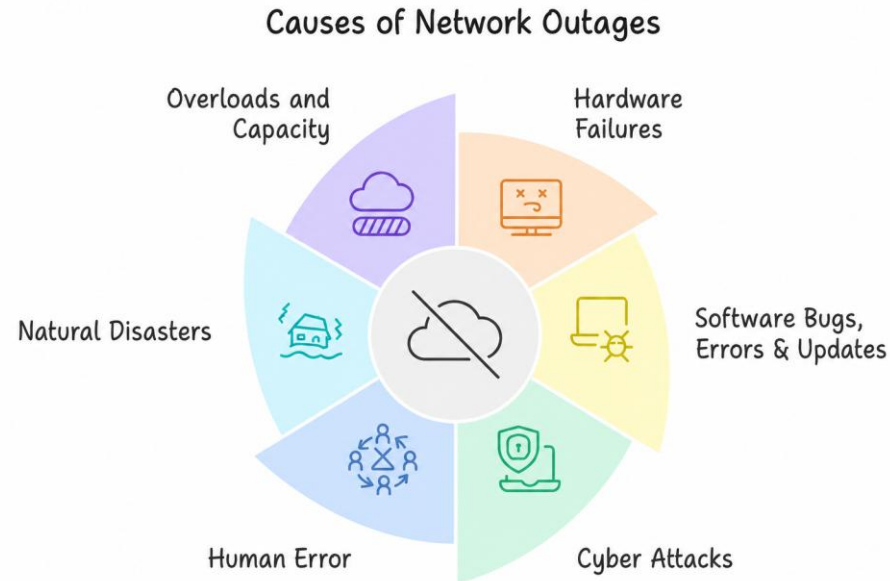
SLC 9000 + PercepXion Channel Partner Express Deck

May 2026



The OOB Problem for Modern Networks

Outages cripple networks and IT operations because traditional out-of-band tools are slow to deploy, hard to automate, and fail to integrate with modern automation stacks.



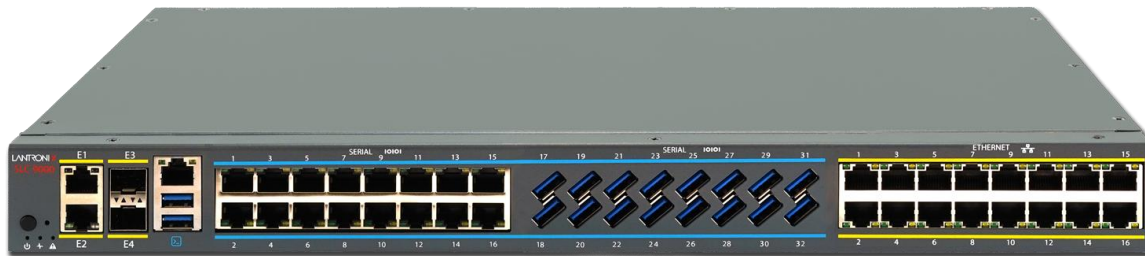
REST API · OpenAPI 3.01

Zero-Touch Provisioning

Perceptxon SaaS Management

Auto Device Discovery

High Availability OOB



4–5 Nines

Availability your customers must deliver

Minutes

Time to deploy SLC 9000 vs hours with legacy OOB

OpenAPI 3.01

Every action callable via REST API

Resilient

Reliable & secure 4G/5G remote access

HOW SLC 9000 + PERCEPXION SOLVES THE CHALLENGES

Four Outcomes You Can Sell

Deploy in Minutes, Not Days

Zero-touch provisioning means the SLC 9000 configures itself on arrival. No manual setup, no engineering truck rolls — devices go from unboxing to operational in minutes.

Supports Your Existing Automation Stack

A full OpenAPI 3.0.1 REST API makes every management action callable from Ansible, Terraform, ServiceNow, or any tool your team already runs. OOB stops being a silo and becomes part of the automation framework.

Always Accessible When It Matters

When the primary network fails, PercepXion SaaS keeps infrastructure visible and manageable — a textbook OOB use case where everyone sees the value in an outage.

Instant Visibility Across Every Device

Auto-discovery identifies every connected device automatically, eliminating manual inventory work and giving engineers a complete picture the moment a device comes online.

Four Reasons Network Teams Choose SLC 9000 + PercepXion

01

Full REST API — OpenAPI 3.0.1

Every management action is exposed through a documented OpenAPI 3.0.1 REST interface, so partners can integrate the SLC 9000 into any customer's existing toolchain.

02

Zero-Touch Provisioning & Auto-Discovery

Devices self-configure on arrival and every connected asset is discovered automatically — no manual setup, no inventory spreadsheets.

03

Resilient Automation Executor

Automation jobs run reliably even during network disruption, so scripted recovery actions still fire when customers need them most.

04

Ask Your Network in Plain English

Native MCP support lets engineers query and act on the network in plain language through AI assistants like Claude — a differentiator no legacy console server offers.

TARGET AUDIENCES

Who to Engage at Your Customer; Where to Look



Network Architect

Sets the standards and picks the platform. Cares about open APIs and avoiding lock-in.

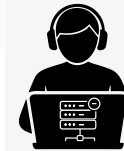
You open with: "Can your current OOB plug into Ansible or ServiceNow without glue code?"



IT Operations Manager

Owens uptime and the OOB budget. Feels every minute of downtime and every truck roll.

You open with: "What does an outage cost you today — and how fast can you recover?"



Network Administrator

Lives in the tools day to day. The champion who proves value fastest.

You open with: "Is OOB delivering uptime and cost predictability?"



KEY VERTICALS

Enterprise IT Networks Federal Government Department of Defense (DoD) Financial Services Healthcare Energy

Partner Economics

Hardware Sales

- Avg. device list price: \$5,200
- Partner Program Discounts
- Deal-registration incentives

List price shown; partner pricing per program tier.



Recurring Revenue

- PercepXion for Networking: \$179/device annual subscription
- Tiered technical support services
- Multi-year terms available



Sales Support

- Co-marketing materials & campaigns
- Global sales-engineer coverage
- Technical demos & deal protection



Deal Velocity

- PoC units available
- Quick-quote turnaround
- SLC 9000 inventory available mid-July



START THE CONVERSATION

Your Next Steps with SLC 9000 + PercepXion

01

Partner Enablement

Get your team certified on technical training, sales tools, and demo kits.

Action: Log in to MyLantronix on the SmartEdge portal.

02

Customer Discovery

Map the prospect's network, resiliency, security needs, and timeline.

Action: Book a joint discovery call with the Lantronix OOB team.

03

Demo / Proof of Concept

Show the platform against the customer's real requirements.

Action: Request PoC units via your channel manager.

04

Deploy & Grow

Roll out at scale and add recurring PercepXion SaaS and tiered technical services.

Action: Engage Lantronix Sales Engineering to scope the rollout.