LANTRONIX®

Accelerating Drone Innovation

With Lantronix Embedded Compute

Design, Build and Deliver Custom Edge Platforms

- Enable customers to deliver product in a faster time to market and at reduced development cost
- Trusted by leaders in defense, industrial, and enterprise markets
- Comprehensive portfolio of solutions & services
- Proven expertise in AI/ML, imaging, security, and connectivity

LANTRONIX®

Lantronix Global Presence

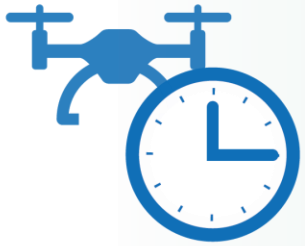
- HQ in Irvine, US
- Global Manufacturing
- Publicly Traded on Nasdaq: LTRX

- TAA/NDAA Compliance
- Logistics in MN and HK

Qualcomm's Edge in Drone Technology

Excelling in Low-SWaP Use Cases

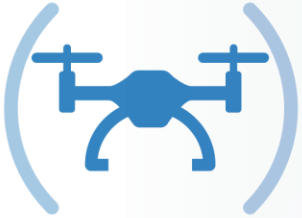
Longer Flight Endurance



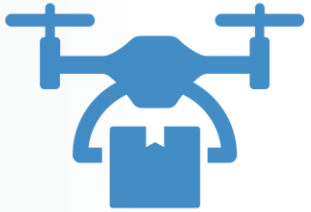
Greater Power Efficiency

More Efficient AI Inferencing

Smaller Form Factor



Increased Payload Capacity



Extended Flight Time: The Qualcomm Advantage

Qualcomm Dragonwing

- Lower Power Consumption:

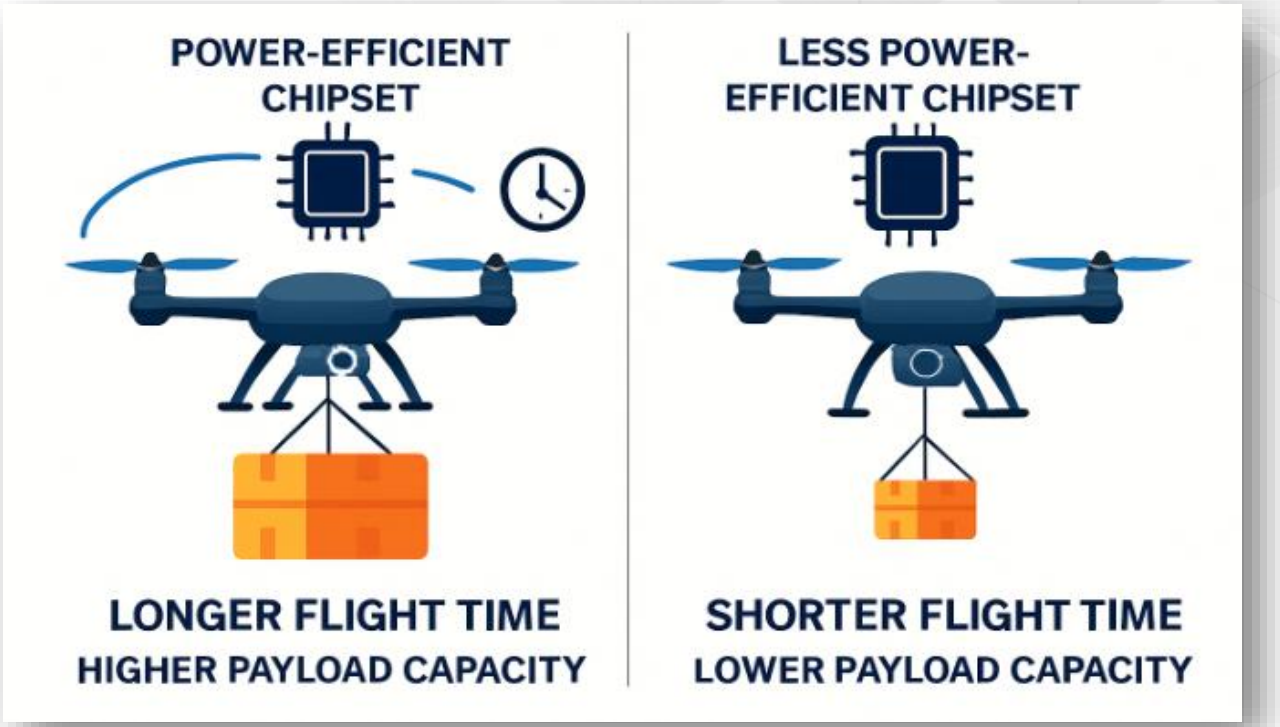
  *~10W vs. Nvidia Jetson Nano's 25W**

- Extended Flight Time:

  8%-15% longer*

Business Impact

- Greater Operational Efficiency
- Enhanced Capabilities
- Cost Savings



**Actual performance may vary depending on battery size, payload weight, and motor power draw – Qualcomm 8550.*

Trusted US based Qualcomm Partner

From idea to launch — We remove the barriers to building with Qualcomm

Embedded Modules

Design Services

Turnkey Solutions

Dev Kits

Qualcomm Dragonwing

Qualcomm Advantage Network Member
Qualcomm Authorized Design Center

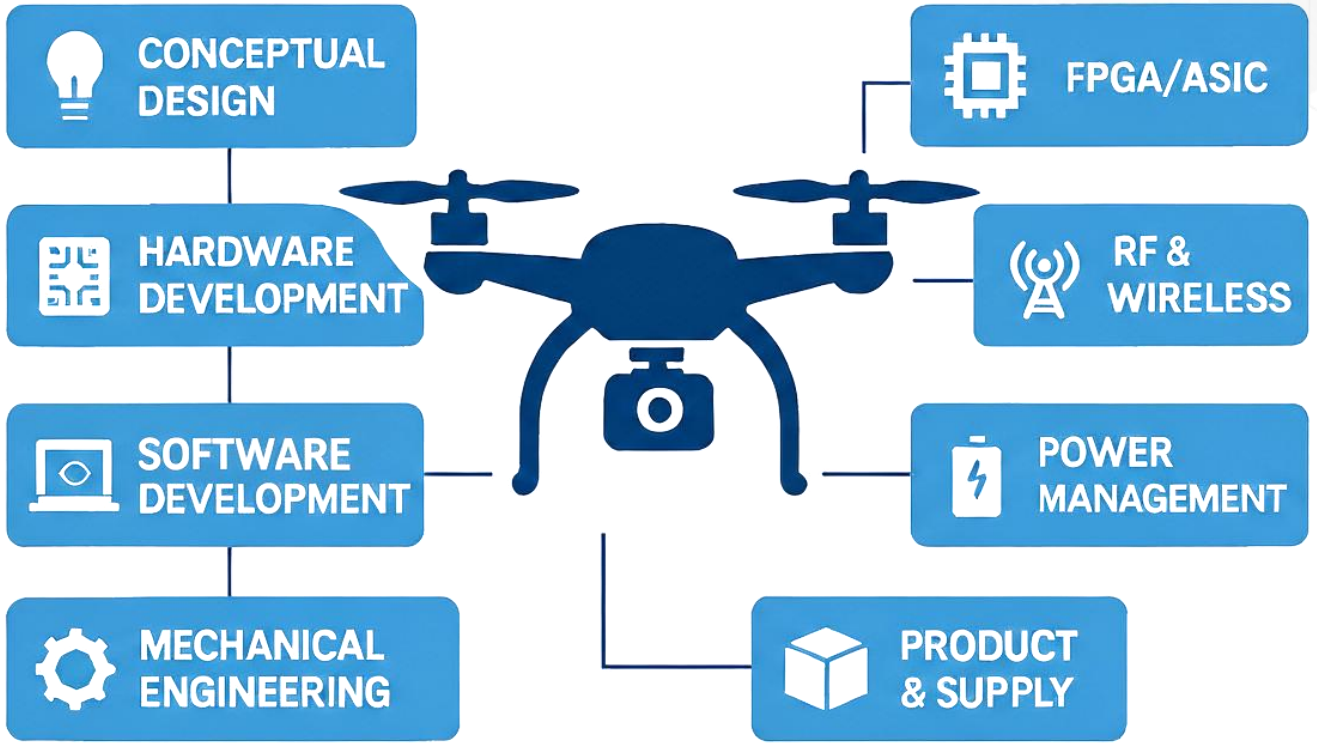
2000+ Projects Delivered | 200+ Engineers | 20+ Qualcomm Modules | 2+ Decades Experience

Lantronix Advantage

From Concept to Sky, Faster!

Lantronix Open-Q™ SOMs combine industry-leading engineering services, advanced edge AI, camera integration and multi-sensor fusion, in a compact, power-efficient module, helping you get your autonomous flight systems to market faster.

End-to-End Engineering Solutions for UAV Innovation



Purpose-Built SOMs for Drone Devices

Premium Tier
Video Analytics

Industrial Grade
Supporting SAIL

Compact. Powerful. Ready for Commercial Deployments.

How Lantronix is working with drones today

- Edge AI Processing
- Sensor Fusion Engine
- High-Speed Multimedia & Connectivity

Flight Controller

- Secure Boot & Encrypted Comms
- Power-Efficient Flight Computing

UAV Use Cases

Agriculture
Utilities

E-Commerce
Supply Chain

Military
Defense

Public Safety
First Responders

Conclusion & Key Takeaways

Comprehensive Engineering Services

- End-to End support from concept to market-ready product
- Proven expertise in embedded camera design

TAA + NDAA Compliance

- Trusted regulation-compliant drone solution
- Meets U.S. trade and security requirements

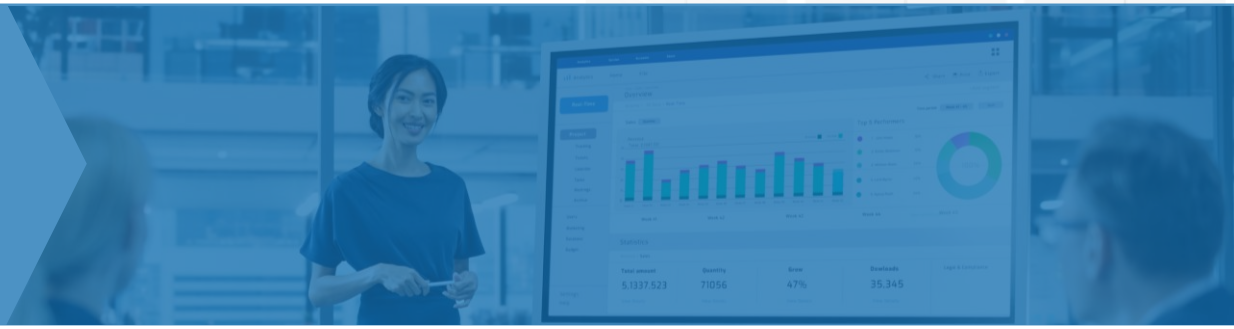
Power Efficiency

- Leveraging Qualcomm's advantage in low-SwaP for increased flight times
- Advanced low-power design

Next Steps

Explore
Open-Q Dev Kit

Engage with
Our Experts



See the Potential
in Action

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Thank You!

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Qualcomm Value Propositions

Category	Benefit
Image and Video Processing	• High-quality capture in **low light and HDR** • Efficient **H.265 encoding** reduces storage and bandwidth **Why it matters:** Clearer evidence/video, longer retention, lower network load
Power Consumption	• Full AI + video under a low power budget, more efficient than Ambarella/Nvidia • Runs in **solar, battery, and fanless enclosures** **Why it matters:** Lower operating costs and dependable 24/7 field deployment
Connectivity	• High-speed uplinks (Ethernet, Wi-Fi 6, 5G) • Accurate time-synced video across cameras **Why it matters:** Seamless integration with VMS/NVR systems, reliable chain-of-custody
AI	• On-device detection of **faces, plates, people, vehicles, etc** • Sends events instead of raw streams (not sending private data over the network, all done locally) **Why it matters:** Real-time alerts, reduced cloud costs, supports privacy compliance
Software	• SDKs, ONVIF tools, OTA updates • Long-term software and hardware roadmap **Why it matters:** Faster time-to-market, reduced maintenance, predictable lifecycle
Security	• Secure boot, hardware-based key storage, encrypted video • Meets **NDAA/TAA,** compliance requirements **Why it matters:** Protects evidence integrity, passes audits, mitigates legal and regulatory risks

Drone Battery Life Comparison

	Chipset assumption	Battery Capacity (mAh)	Voltage (V)	Power Consumption (W)	Watt Hours (Wh)	Usable Energy 90% (Wh)	Flight Time (hours)	Flight Time (minutes)		
qualcomm worst case with 8550	10W	3850	22.2	115	85.47	76.923	0.668895652	40.13374		
middle case nvidia jetson nano	15W	3850	22.2	125	85.47	76.923	0.615384	36.92304	-8%	better flight timeline
worst case nvidia orin nano	25W	3850	22.2	135	85.47	76.923	0.5698	34.188	-15%	