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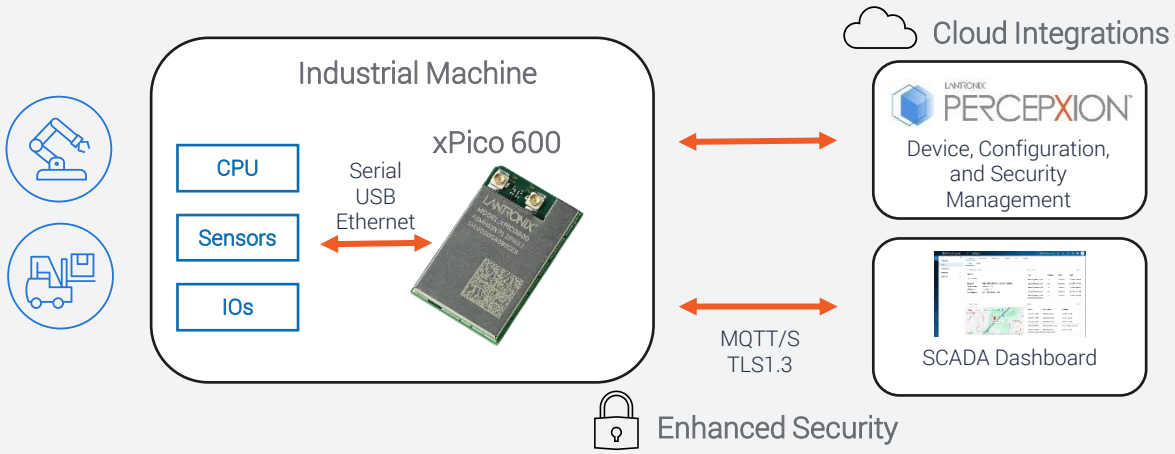
Innovation Reimagined.

xPico 600 Battlecard for Wi-Fi 6 Embedded Gateway

What is a hostless Wi-Fi module?

A **hostless Wi-Fi module** is a self-contained wireless connectivity solution that operates **without requiring an external host processor** (like an MCU or CPU). It handles all networking tasks - such as Wi-Fi communication, security, and protocol management; **independently**, making it ideal for simple or resource-constrained devices.

Elevator Pitch:
Struggling with Wi-Fi integration delays and firmware headaches? The xPico 600 is the only Wi-Fi 6 industrial embedded gateway with NDAA compliance, TruPort serial bridging, and InfiniShield security (WPA3-Enterprise, TLS 1.3, AES-256) - **all in one pre-certified module, with 10-year support**. Cuts design-in time by 6 months. No network stack. No RF expertise. Deploy faster, worry less.



Key Considerations for Embedded Wi-Fi Connectivity

Security & Lifecycle Reliability – Embedded Wi-Fi modules must prioritize security and longevity. Look for WPA3-Enterprise, TLS 1.3, secure boot, and NDAA compliance to protect against breaches. Lifecycle support (5-10 years) and industrial-grade operation (-40°C to +85°C) ensure long-term reliability.

Speed to market – Custom Wi-Fi development delays launches by months. Pre-certified, hostless modules (like xPico 600) cut integration time by 6+ months, letting you focus on core functionality.

Advanced software stack – Weak software support = wasted potential. Choose modules with TruPort® bridging, Percepxion™ management, and OTA updates - because firmware crashes and poor cloud integration kill scalability.

Uses cases :

- **Industrial Automation & IIoT**– Factory automation, PLCs, sensors, HMIs, predictive maintenance, and robotics/AGVs
- **Medical Devices & Healthcare** – Patient monitors, infusion pumps, portable diagnostics, and telemedicine equipment..
- **Utilities & Smart Metering** – Gas, water, and electricity meters; substation monitoring; and smart grid infrastructure.
- **Transportation** – Vehicle diagnostics, and EV charging stations.
- **Renewable Energy & Smart Grids** – Solar inverters, wind turbines, and substation monitoring.
- **Light Industrial Automation** – Remote diagnostics, and OTA updates for distributed assets like HVAC systems, compressors, and pumps.

Why Choose Lantronix

- Purpose-Built and Cost Optimized
- Proven Expertise in embedded integration since 2000
- Secure and certified connectivity modules

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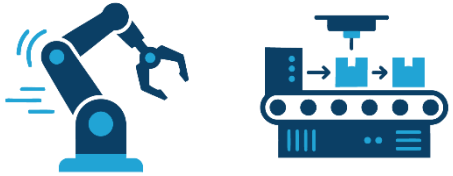
Key Objection Handling

- **Why not use a cheaper, off-the-shelf Wi-Fi module?** Off-the-shelf modules lack industrial reliability, security certifications, NDAA compliance, and long-term support. Resulting in added months and cost with no guaranteed longevity.
- **Why not use a Linux SOM (Like Digi ConnectCore)?** Linux SOMs require custom development and maintenance. The xPico 600 is a turnkey solution with pre-integrated security, cloud management, and OTA updates; saving months of development time. When you don't need edge AI/ML compute, xPico 600 wins on every dimension - smaller footprint, zero-host-load, TruPort serial pass-through, and NDAA compliance not available on ConnectCore.
- **Why upgrade to Wi-Fi 6 when Wi-Fi 5 is cheaper?** Wi-Fi 5 is outdated for industrial use. Wi-Fi 6 offers OFDMA, MU-MIMO, and 802.11r fast roaming, critical for AGVs and robotics.
- **Why choose Lantronix over a cheaper provider?** Lantronix has 20+ years of industrial connectivity experience, with 10-year lifecycle support. We provide pre-certified security (InfiniShield Security), cloud management (Percepxion™), and NDAA compliance - ensuring reliability and compliance.

Category	Our Hostless xPico 600	Bit pipe Module	Talking Point	Why it matters?
Cost	Medium	Lower ≠ Lowest TCO	OEM builds network stack, certifications, and device mgmt separately	xPico 600 expedite time to revenue
Throughput	Up to 100 Mbps	100+ Mbps	Design for stability and cost, not for max speed	Industrial environments prioritize reliability over raw speed
SDK, API	✓ Fully Integrated	✕	Support application development and API	Plug-and-play integration with your existing systems
Certifications	✓ Fully certified	✕	Fully certified, and we help you with your product approval	Faster compliance - no delays waiting for certifications
Network Stack integration on your system	✓ Not required	✕	Everything runs on the module, no network stack needed	Simplifies deployment - no need for external MCUs or custom firmware

AGV

Scales or Printers



Industrial Machines

Opportunity Qualification – 6 Key Questions

Identify the Need – Understand the customer's business, IoT maturity, and reliance on data or real-time insights.

Identify the Pain Points – Pinpoint challenges around connectivity, security, protocols, or software integration where we can add value.

Decision-Making Process – Identify key decision makers and understand the project timeline versus early-stage price evaluation.

Budget Readiness – Confirm budget availability and alignment on total cost of ownership, including long-term lifecycle costs.

Data Security – Address security, privacy, and compliance requirements early to build trust and reduce risk.

Support & Services – Assess expectations for pre-sales support, FAE engagement, training, and post-deployment services.

Percepxion™ Device Management

PERCEPXION

Percepxion software is available in **SaaS, virtual private cloud, and on-premise** deployment models. It simplifies device management for Lantronix telemetry devices.

Manage
- Remote updates for firmware 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