

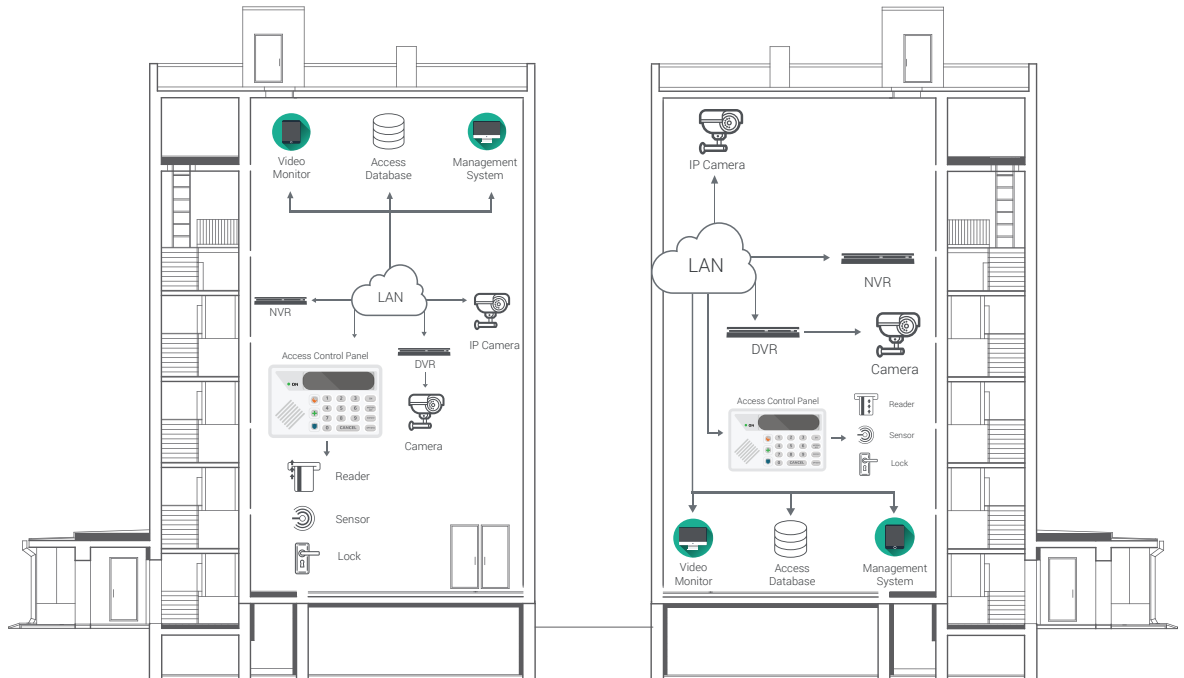
## Integrating Device Management Function into Physical Security & Access Control Systems

LANTRONIX  

### THE CHALLENGE

The physical security and access control market is projected to generate upwards of \$10.3 billion by 2023, growing at a CAGR of 6.48% between 2017 and 2023 according to research by Markets & Markets. Much of this growth will result from the integration of cloud and IoT technologies with legacy physical security and access control architectures, which will drive new, powerful tools that simplify and accelerate the deployment and management of smart building applications. For example, IoT-enabled HVAC systems can deliver robust analytics to facilities managers who could simultaneously pinpoint and troubleshoot potential system failures. Once fully integrated with cloud and mobile devices, these systems can also monitor secure connections between peripherals as well as trigger firmware updates to address potential cyber threats.

While the benefits of cloud-enabled security systems are profound, the primary challenge faced by OEMs in this industry is the migration from existing solutions based on legacy architectures and PC-based management systems to cloud-based, API-driven solutions that can easily integrate with other components and software, plus support a centralized command and monitoring of geographically distributed infrastructure. Some pioneering OEMs have tried developing cloud-based applications from the ground up only to realize that they are resource, capital and time intensive and defocusses efforts from an OEM's core competencies.



Customers seeking to integrate new access control technologies, plus intrusion detection systems, elevator control, and building automation require adoption and integration of open standard communication protocols such as BACnet and OSDP for full cloud enablement. To fill in these gaps, OEMs and system integrators must find a more straightforward way to make the transition from legacy PC-based application architectures to contemporary cloud-powered applications that support industry standard APIs.

## THE LANTRONIX SOLUTION

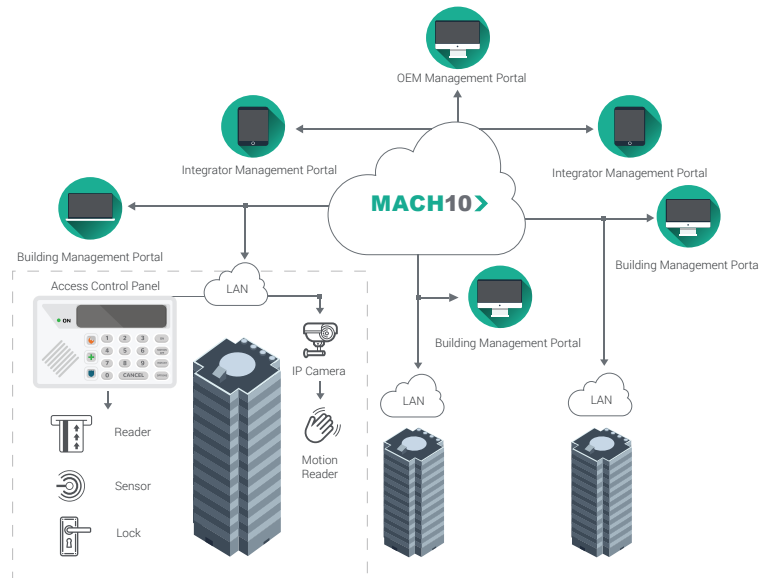
The Lantronix MACH10® Platform is the industry's first multi-dimensional IoT application development and deployment software platform developed with over 30 person-years of engineering effort. MACH10® addresses the unique challenges of building and deploying scalable IoT applications that provide secure device access and superior user experiences for all IoT project stakeholders.

Available as a hosted platform, on industry-standard public cloud platforms, or a virtual machine image for on-premise deployments, MACH10® provides a suite of pre-tested and hardened IoT-optimized microservices. These IoT-optimized microservices help physical security and access control OEMs augment their existing legacy management applications with new features or jump-start the development of new IoT applications without re-inventing the wheel.

MACH10® essentially turns the general-purpose IT infrastructure provided by public cloud providers into IoT-optimized building blocks so that OEMs can now focus on their core business logic, dramatically accelerating the time-to-revenue while reducing development risks. MACH10® also includes ready-to-use customizable management applications that can be deployed into production within weeks instead of months.

## THE PLATFORM

MACH10® is architected from the ground up with multi-tenancy and role-based access control, allowing OEMs to deliver custom self-service portals that are tailored to different stakeholders' needs and multiple user hierarchies. This allows physical security and access control OEMs to provide applications and services that can be used by their integrators and building operator customers, all from a single platform.



One of the applications provided via the MACH10® platform is MACH10® Global Device Manager. MACH10® Global Device Manager's unique multi-tenant, multi-user architecture allows OEMs to quickly deliver secure device management applications for their door locks, badge readers, and access panels that keep their customers' data private and safe. Access system manufacturers can easily create self-service web-based portals for device management at scale. These portals allow fine-grained access control and can be tailored uniquely for manufacturer's operation teams, partners and customers with different access privileges and experiences while controlling, monitoring or maintaining the entire global fleet of connected door locks and access panels.

## SOLUTION COMPONENTS:

- MACH10® IoT Application Development and Deployment Platform
- MACH10® Global Device Manager
- Lantronix portfolio of wired and wireless modules and IoT gateways

Cost-effective, scalable, centralized, multi-tenant, secure management for any physical security and access system is now possible. Lantronix's IoT solutions for access systems offer:

- Open network protocols for flexibility and scalability
- Wired or wireless connectivity to suit any architectural need
- Centralization and remote access to connected equipment across one site or multiple sites, and across one customer or various customers
- Easy integration with lighting, sensors, and meters to provide additional building control and energy management opportunities
- Production-ready scalable device management application for all end devices such as door locks, access panels
- Self-service portals and dashboards that support the unique needs of various building stakeholders such as integrators and operators

## WHY LANTRONIX?

Lantronix is an Industrial IoT solutions company and networking industry veteran since 1989. The organization is a trusted partner to some of the largest and most respected companies in the communications industry for the following reasons:

### Market Leadership

Established leader in machine-to-machine ("M2M") connectivity solutions and networking solutions for 25 years. With millions of devices network enabled, Lantronix is a market and technology leader in device servers, console servers and connectivity modules, IoT gateways and IoT and management software.

### Vertical Sector Experience

Lantronix has extensive experience in the industrial, medical, retail, financial, smart home, and consumer connectivity spaces. with industry-specific certifications and a solid customer base using our IoT gateways for wireless device connectivity in many environments.

### Financial Strength

Lantronix is a financially sound and stable company. The company is a publicly traded company listed on NASDAQ stock market. (LTRX)

### Trusted by Customers Worldwide

Lantronix is a trusted partner to some of the largest and most respected companies in the industry with more than 20,000 customers in more than 50 countries worldwide.

### Global Coverage, Local Support

Lantronix is headquartered in Southern California with regional United States presence in Boston, Chicago, and Washington DC. Global presence includes International offices in UK, Netherlands, Germany, India, Japan, and China. Our true global reach ensures that all of our clients will always have access to subject matter experts and local technical support.

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