

Secure Console Server Solutions— Remotely Monitor and Manage Servers and Networking Equipment

When Selling...

- Switches - 3COM, Cisco
- Routers - Cisco, Juniper
- Servers - Dell, Sun, HP
- Telco Equipment - Alcatel, Lucent
- Any other managed item - PBX, UPS

Recommended Lantronix Console Servers:

- | | |
|-----------|---------------|
| • SCS4805 | SCS4805U-01 |
| • SCS3205 | SCS3205U-01 |
| • SCS1620 | 500.000.1620B |
| • SCS820 | 500.000.0820B |

Lantronix Console Servers Provide:

- Networked or dialup access to any device in the rack
- Easy management of any device's console regardless of the vendor
- Allows network management from anywhere, including the Internet

Why Lantronix Console Servers...

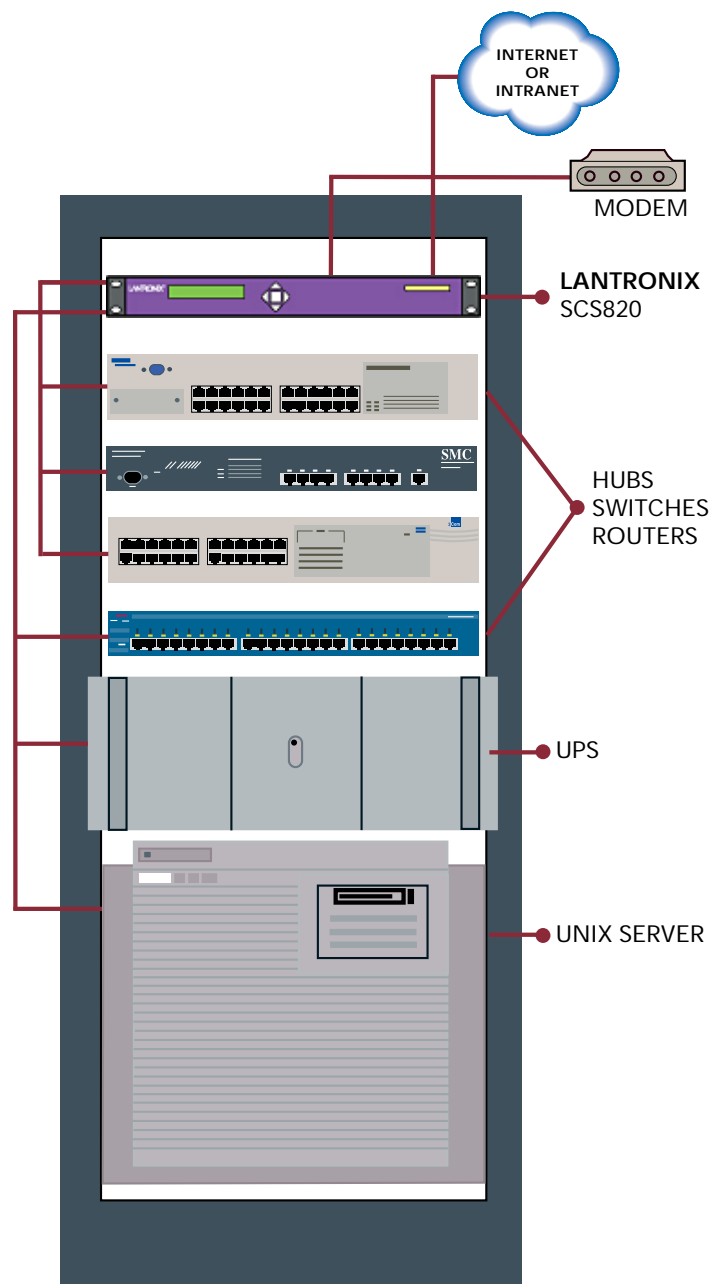
- An easy add-on sale
- Added margin
- True added value to your customer

Benefits:

With Lantronix Console Servers, Network Managers Can:

- Save thousands of dollars in lost by downtime or poor network performance through better management
- Save hundreds of dollars in implementing dialup access for key systems (one console server can service up to 47 devices from a single modem)
- Manage any device throughout the network (local or Internet) or via dialup
- Attach directly to any managed hub, router, switch, system, workstation or PBX console
- Avoid having to purchase vendor specific management software for each and every device on the network

SCS820 Example Configuration



The Lantronix® Secure Console Server Solution

FACTS:

- Networks are growing (hub, switch and router sales are increasing)
- Managing large networks is becoming more complicated (different vendor equipment, more remote locations and users)
- Most network management staffs are undermanned and may not have staff in all locations where key systems and devices are located

PROBLEM:

- Network Managers need more tools for managing their networks remotely

SOLUTION:

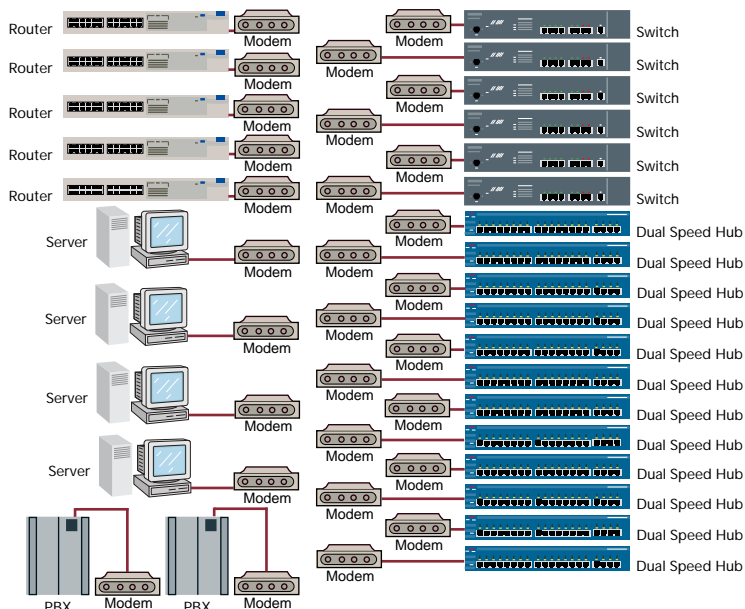
Lantronix Secure Console Servers

<u>Product Name</u>	<u>Description</u>	<u>Part Number</u>
SCS4805	48 port Secure Console Server	SCS4805U-01
SCS3205	32 port Secure Console Server	SCS3205U-01
SCS1620	16 port Secure Console Server	500.000.1620B
SCS820	8 port Secure Console Server	500.000.0820B

Ask your customers if they want to improve their ability to manage their critical network devices remotely. Then recommend a Lantronix Secure Console Server for each location where those critical systems are located.

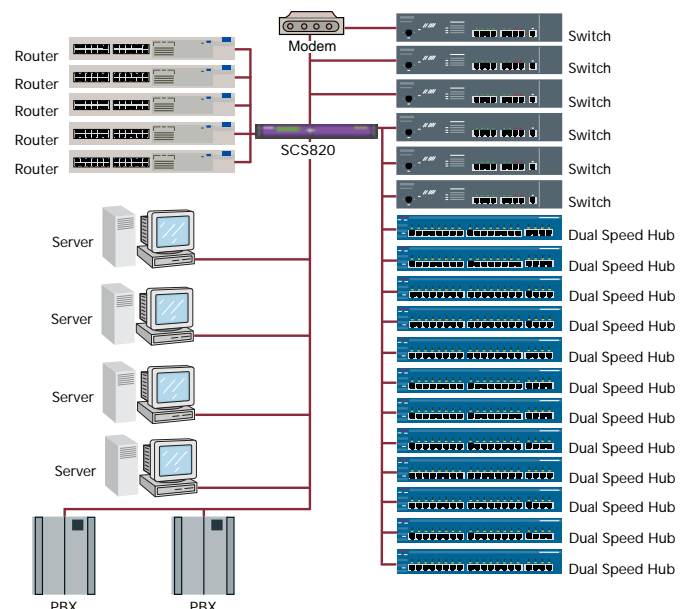
The Old Way

\$12,000 Installation/\$10,000 per year



The Lantronix® Way

\$4,000 Installation/\$350 per year



LANTRONIX®

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910-428 12/03 PDF