Embedded Certification Story

Two possible paths to your product solution...
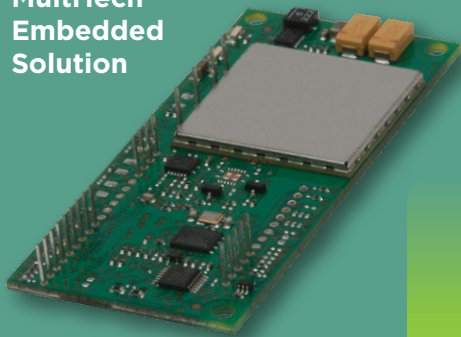
MULTITECH

M2M Simplified
Save Time, Save Money

✓ **YES - End Certified**

MultiTech Embedded Solution

We offer a broad portfolio

- 2G, 3G, 4G/LTE
- GSM
- CDMA
- AT&T
- VERIZON
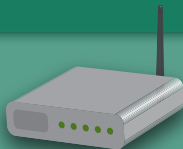- SPRINT
- INTERNATIONAL

Future Roadmap

- LTE Cat 1 & 0
- 5G

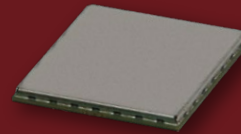**Certification Cost & Time = NONE**

Your Product — End Certified

M2M Not So Simple
More cost, time and risk throughout the life-cycle

✗ **NO - Not End Certified**

Module

Regulatory Certification (PTCRB...) $$$

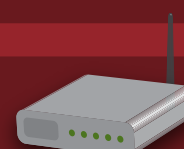**Government Certification (FCC...)** $$$

Carrier Certification $$$

Certification = $28,000-87,000 / 4-10 Months

Your Product — End Certified

Future Life-Cycle Events

- End-of-Life Module
- Technology Migration
- Customer Product Change
- Add Additional Network

Total Cost of Ownership

<div class="red-box">

Your comprehensive requirements checklist to design in a standalone module

✓ **Cellular Development:**
- ✓ Complex and fragmented market
- ✓ Difficult RF design considerations
- ✓ Time and cost to build expertise

✓ **Hardware Design:**
- ✓ Custom design for all module and product variations, including supporting components

✓ **Certifications:**
- ✓ Lengthy and risky certification process, potentially resulting in millions of dollars in lost opportunity costs
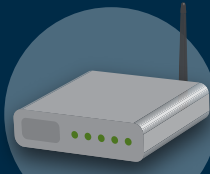
✓ **Non-Recurring Engineering Expense:**
- ✓ Large upfront investment, before product has been validated in the market

✓ **Life-Cycle Management:**
- ✓ Manage module EOL issues, module firmware updates, recertifications as you modify your hardware design, etc.

Complicated →

</div>

Your Product
End Certified

← **Easy**

MULTITECH

CREATE
CONNECT
COMMUNICATE

Your checklist with MultiTech

Leverage our years of experience in embedded communication products and world class portfolio of drop-in embedded solutions
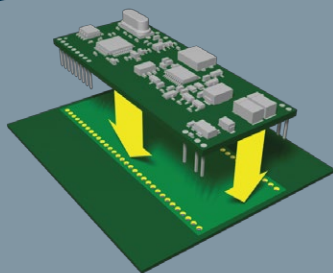
↔ **Your Choice**

Flexible Form Factors
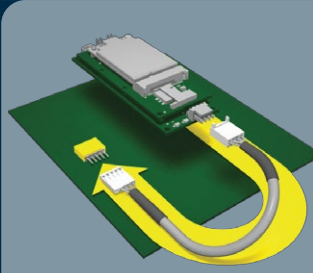Wide variety of embedded form factors to meet ANY of your needs.

SocketModem®

Universal Socket Footprint
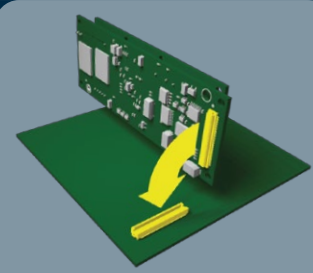Largest portfolio of connectivity options

QuickCarrier® USB

4 Pin USB Header
Plug and Play integration through standard connector
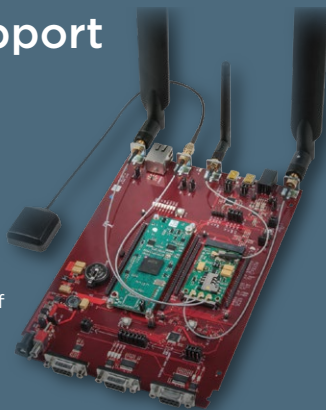
MultiConnect® OCG-E

80 Pin B2B Connector
System On Module (SOM) with Linux to host your application

Developer Support

Committed to helping you succeed!

- Developer Tools – HW and SW
- Extensive Documentation
- Developer Support Sites
  - **www.multitech.net**
  - **support.multitech.com**
- Industry Leading Support Staff
  - 15 years average tenure
- Design Services

Support Information

These services are aimed at installation support, protecting your investment, extending the life of your product, and reducing the total cost of ownership

- 1-to-1 telephone-based priority installation support
- Post-installation troubleshooting
- Configuration assistance
- Customized OEM Program

Products include a two year warranty

MULTITECH®

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