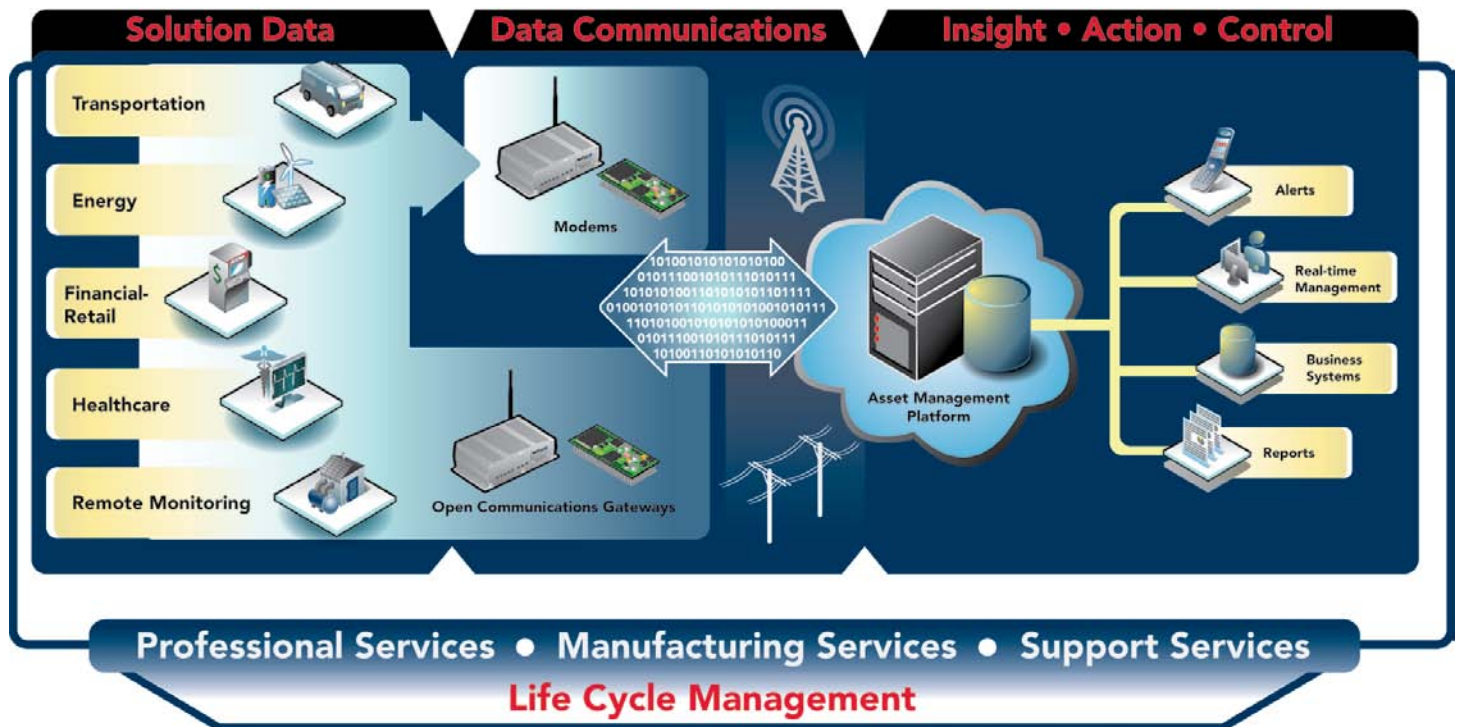


Open SOLUTIONS for a Wireless World

When it comes to enabling smart and reliable **M2M communications**, Multi-Tech has been a trusted partner to thousands of companies worldwide for more than 40 years. Today, Multi-Tech offers the industry's most comprehensive portfolio of M2M products and services, which dramatically simplifies the development and deployment process. Multi-Tech goes a step further, offering open platforms to enable a fully-connected world with less effort than ever before.

- Certified, carrier-approved modems
- Open communications gateways
- U.S.-based contract manufacturing for speed and control
- Professional services to complement your expertise

The industry's most comprehensive wireless communications products and services portfolio



M2M solutions can deliver enormous business value. You can be sitting at your desk, or watching your child's soccer game, while accessing real-time data from your applications deployed anywhere on the globe. The ability to receive notification before any issues arise can prevent the costly need to send a technician. M2M allows you to remotely monitor and manage assets before the issue happens. It can also improve device functionality, facilitate better and faster decision-making, enhance services and reduce operation costs.

The diagram on this page breaks down how the data flows in an M2M solution and the products and services required to make this happen. It seems straightforward enough, but enabling your solution with M2M communications capability often requires skills outside a company's core competencies. In fact, it can take several organizations to come together to roll out one solution enabled with cellular connectivity. In addition to choosing a modem and carrier, you must also consider hardware and software design, carrier and safety approvals, a remote management platform, manufacturing, life cycle management and so on.

Why not work with one organization to handle as much or as little of the M2M piece as you need? As experts in wireless communications, Multi-Tech can free you to focus on what you do well so you can make the best choices for your business by avoiding any unanticipated costs and delays along the way. We offer the industry's most comprehensive M2M products and services portfolio to accommodate your needs – no matter what they are.

I need a trusted partner to help me bring my solution to market quickly.

Knowing your competencies and getting help where needed can help you do it right the first time. Multi-Tech has decades of experience in M2M and the right experts to help you succeed.

I need to simplify the development process.

Open solutions can dramatically reduce development time and stress. Multi-Tech provides open communications gateways, so that the skills and tools needed to develop your solution are broadly available.

I need to streamline the process.

It can take five or more organizations to roll out one solution that is enabled with M2M connectivity. Multi-Tech can be your single point of contact to meet virtually any of your M2M needs, including professional services, kitting, activation and deployment.

I'm in a highly competitive market, so I need a solution that will help me meet my price point.

Multi-Tech has the broadest range of quality modems and routers to meet any feature need and budget.

Multi-Tech enables M2M Solutions that significantly reduce costs, save time and enhance services

I need an M2M solution I can count on.

Every M2M application needs a reliable solution, especially for applications in healthcare or security. Throughout its 40 years in the M2M industry, Multi-Tech has earned a reputation for quality. Plus, Multi-Tech products are designed and manufactured in a U.S.-based facility for the ultimate in flexibility and control.



TRANSPORTATION

- Asset Tracking
- Fleet Management
- Telematics
- Parking Meters/Terminals

I need my end solution to comply with industry regulations and be approved by carriers.

Pursuing your own approvals can be costly and unpredictable. Multi-Tech pre-certifies its modems by carriers and regulatory agencies around the world, so you don't have to.



ENERGY

- Energy Monitoring
- Smart Grid
- Renewables/Wind
- Car Charging Stations
- Utility Controls

I need to control costs.

Over the five to seven year life cycle of a typical GSM based cellular module there will be an average two to three software updates for the module. Each time the software changes the end device must go to the lab for PTCRB regulatory testing. However, Multi-Tech cellular modems and routers are approved as end devices, so Multi-Tech incurs this expense, saving customers up to \$100,000 or more in certification costs over the lifecycle of a product.



HEALTHCARE

- Home Healthcare
- Electronic Health Records
- Emergency Data Transmission

I need a simple, quick to market solution.

It doesn't get easier than developing and deploying on a Multi-Tech open communications gateway. You can run your application directly on Multi-Tech carrier-approved, industry leading hardware and cross-compile countless open source software packages to create custom applications in a very short period of time.



FINANCIAL-RETAIL

- ATM
- POS
- Temporary Kiosks
- Vending Machines
- Cash Registers



REMOTE MONITORING

- Asset Monitoring
- Security & Surveillance
- Remote Service Alarming

Getting to Market Quickly

"Multi-Tech proved to be a valuable partner in getting our product to market quickly. Its pre-approved modems allowed us to deploy our solutions anywhere in the world without needing to pursue additional certifications. We also worked with Multi-Tech to implement a global standard for gateway connectivity products for our LIFEPAK 12/15 product line. In addition, Multi-Tech helped us develop a customized interface for use as a gateway with the LIFEPAK defibrillator."

— Randy Merry, vice president of business development and product realization, Physio-Control

Embedded Device Networking Products

The Shortest Path to Wireless Communications

Multi-Tech's carrier-approved embedded device networking solutions add communication ability to your existing or new products with minimal engineering effort, accelerating time-to-market and giving you an edge on the competition.

Cellular Modems

2G and 3G, GSM and CDMA

SocketModem® iCell

Embedded intelligent cellular modem

- Serial and USB
- GPS
- GPIO



SocketModem® Cell

Embedded cellular modem

- Serial or USB interface
- Embedded TCP/IP stack



QuickCarrier™ USB - NEW

Embedded USB cellular modem

- Cellular modem and USB carrier card in one
- 4-pin USB interface
- Cellular connectivity without a redesign



Analog Modems

Up to V.92/56K data rates

SocketModem® and SocketModem® IP - Global*

Embedded analog modems

- V.34/33.6K fax
- Serial or parallel interface
- 3.3 or 5V models
- Universal IP available



RJModem™ - Global*

Complete, ready-to-integrate dial-up modem

- V17/14.4K fax
- 3.3 or 5V models



Device Servers

SocketEthernet IP®

Intelligent Serial-to-Ethernet Device Server with Universal IP



SocketWireless® Wi-Fi®

Intelligent Serial-to-Wi-Fi Device Server with Universal IP



SocketWireless® Bluetooth®

Embedded Serial-to-Bluetooth Device Server



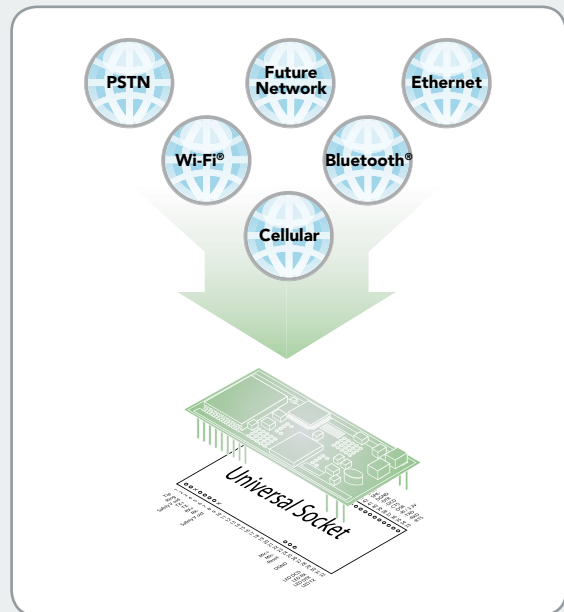
Developer's Kits

Multi-Tech Developer's Kits provide a convenient platform enabling you to streamline your development efforts and evaluation of your products and applications.



Universal Design & Development

Get to market quickly with Multi-Tech's pre-approved and ready-to-integrate embedded device networking solutions with Universal Socket connectivity and Universal IP®. Once deployed, your initial design and host application can quickly adjust to new technologies, essentially future-proofing your solution.



Universal Socket Connectivity

A flexible, comm-port architecture - Utilize one system design and populate it with your connectivity module of choice

- Interchangeable socket devices
- Provides cellular, Ethernet, PSTN or Wi-Fi® network access
- Quick-to-market
- Global approvals
- Easy migration to future networks - Simply upgrade your connectivity module and keep your product current and design intact

Universal IP®

A consistent development interface

- Designed for applications where enhanced M2M communications connectivity is required
- Future-proofs applications as new technologies are introduced
- Allows developers to write a unique host application with freedom to select from a growing number of Universal Socket communication devices

Device Networking Products

Features and Functionality to Suit any Solution Need and Budget

When deciding how to enable your M2M solution, consider whether or not you want to tackle certifications and integration services. When you choose a ready-to-deploy, carrier and regulatory-approved Multi-Tech modem, the process is streamlined so you can focus on what you really care about: getting your solution to market quickly and cost-effectively.

Cellular Modems

2G and 3G, GSM and CDMA

MultiModem® rCell Intelligent cellular router

- Ethernet and Serial
- GPS



MultiModem® iCell Intelligent cellular modem

- Serial and USB
- GPS
- GPIO



MultiModem® Cell Cellular modem

- Serial or USB



MultiConnect™ AW Analog-to-wireless converter

- Cellular connectivity for legacy devices with analog modems
- Outbound and inbound calling



MultiModem® iSMS Intelligent SMS server

- Sends application information by SMS text messages
- API for ease of integration
- Web-based management and configuration



Find the perfect cellular modem for your application. Use the online Multi-Tech product selector. Scan the QR code or visit:

www.multitech.com/select/cellular.go



Analog Modems

V.92/56K data rates

MultiModem® II – Global* Corporate

- Dial-up and 2-or 4-wire leased line
- Automatic dial backup
- LCD front panel
- Rack mountable



MultiModem® ZBA – Global* Business

- Remote configuration and callback
- V.34/33.6K fax
- Serial or USB
- Out of band management
- Rack chassis available



MultiModem® ZDX – Desktop

- Cost-effective
- V.17/14.4K fax
- Rack chassis available



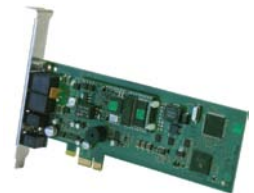
MultiModem® IND – Global* Industrial

- Extended temperature performance
- Certified for shock, vibration and lighting
- 6V to 48V DC



MultiModem® ZPX – Internal

- ISA, Universal PCI and PCI Express models
- V.34/33.6K fax
- Controller-based modem



MultiMobile™ USB – Global* Portable USB Modem

- Small form factor
- CDC-ACM compliant
- Remote configuration



MultiModem® ISI – Global* Server card

- 4 or 8 port
- Universal PCI or PCI Express
- V.34/33.6K fax



Intelligent Cellular Device Networking

The intelligence of the Universal IP stack or embedded operating system allows for automatic/persistent connectivity for mission-critical applications and provides enhanced functionality for M2M (machine-to-machine) communications.

*Multi-Tech's global modems are designed for world-wide applications with approvals in many countries. This means one SKU can ship virtually anywhere.

Open Communications Gateways

From Possibility to Production in Minutes – Not Months



The MultiConnect™ OCG open communications gateways comprise an open Linux development environment and a fully certified hardware offering that includes multiple interfaces (serial, USB, Ethernet and SD card) and internal peripherals (including a cellular modem and a GPS receiver) in one application-ready end user solution.

Applications that require device networking capability can now reside directly on select Multi-Tech gateways. By bringing together a cellular hardware development kit and Multi-Tech's CoreCDP™, a distribution version of the Linux operating system and complete Linux build environment, you can create custom applications in a very short period of time. The MultiConnect OCG provides a flexible, quick and cost-effective way to bring your solution to market.

The MultiConnect OCG open communications gateways are available in two versions. Understanding your organizational capabilities and time-to-market expectations will help determine the version that is right for you:

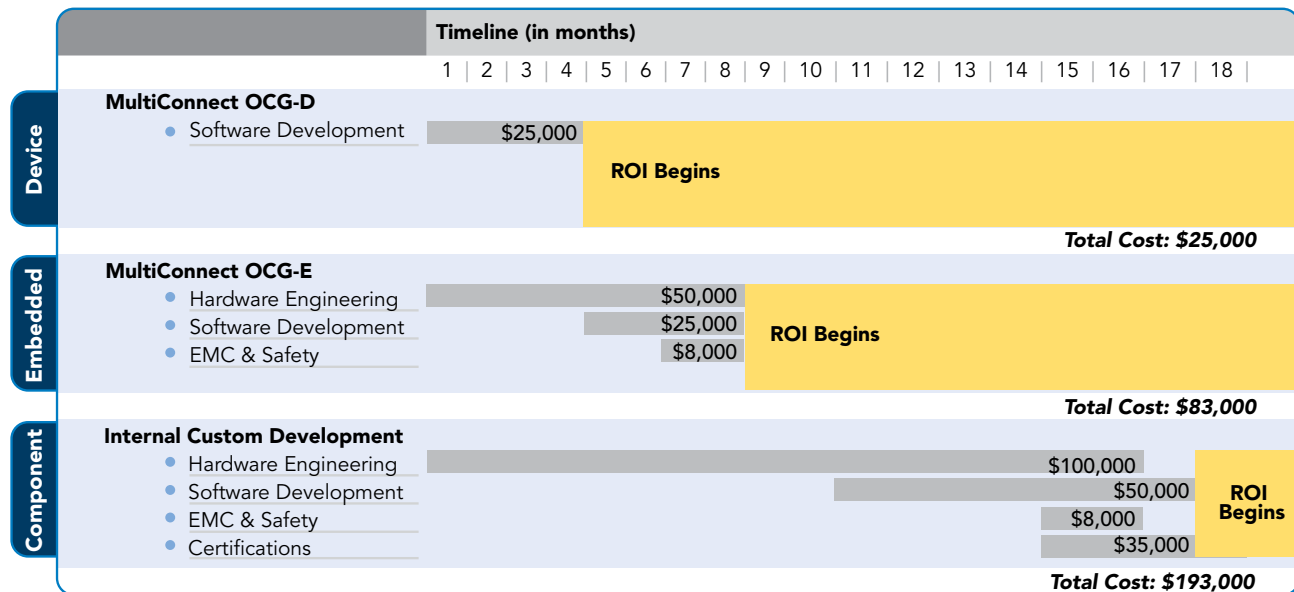
MultiConnect™ OCG-D Open Communications Gateways – Device

- Ideal for companies with software competencies looking for a complete hardware solution
- Quickest time-to-market

MultiConnect™ OCG-E - NEW Open Communications Gateways – Embedded

- Ideal for companies with hardware and software competencies
- Maximum design flexibility

Comparison: The shortest path



Starting with an existing PC-based application and no device hardware, the overall project cost and time-to-market greatly improve when leveraging Multi-Tech open communications gateways, providing faster return-on-investment.

Developer Resources

www.multitech.net is an open community for developers to contribute and a website with specific product information, including "getting started" information, technical articles and more. If more extensive developer support services are needed, one-on-one phone support with a Multi-Tech engineer is also available.



Multi-Tech Services

Expertise to Complete Yours

Life Cycle Management for M2M Communications Solutions

Multi-Tech understands that companies often do not have the resources and expertise on staff to handle all the complexities of bringing an M2M communications solution to market – let alone the critical piece of managing its entire life cycle. For companies looking to gain a competitive edge, time-to-market is critical. Total cost of ownership and return on investment are important considerations as well. With more than 40 years of experience in the device networking world, Multi-Tech has gained an unparalleled appreciation for what it takes to manage complete M2M communications solutions. Therefore, we have developed a suite of Services designed to help our customers overcome these obstacles.

Services Benefits

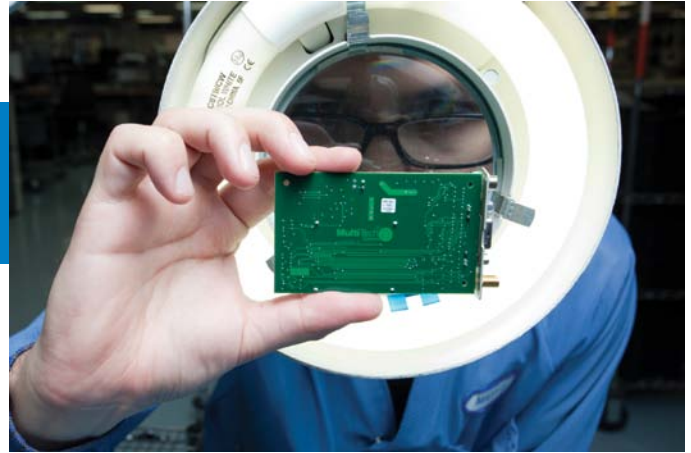
- Reduce time-to-market
- Reduce total cost-of-ownership
- Extend solution lifetime
- Maximize ROI

Whether you require Professional Services, Manufacturing Services, Support Services or all three, Multi-Tech can help you realize the full potential of your business model without worrying about how to cost-effectively manage your solution's life cycle.

Professional Services

From design to launch, you can optimize your company's resources and talent by selecting from a complete menu of services best suited for your needs. This allows you to focus on your core competencies, greatly expanding your ability to develop a robust, revenue-generating offering for your customer and gain an edge on the competition.

- Design & Integration
- Pre-certification & Product Validation Testing
- Certifications & Approvals
- Project Management
- Hardware & Software Development



Manufacturing Services

Multi-Tech is an industry-leader in delivering quality products on time at its U.S.-based, state-of-the-art manufacturing facility with in-house EMI and homologation testing labs. Since the expertise and comprehensive services are in one facility, we can quickly adapt to any changes that arise to meet your custom manufacturing needs. Multi-Tech sets the bar high for quality, with 100% functional testing for every product and ISO 9001:2008, UL, CSA and CE certifications.

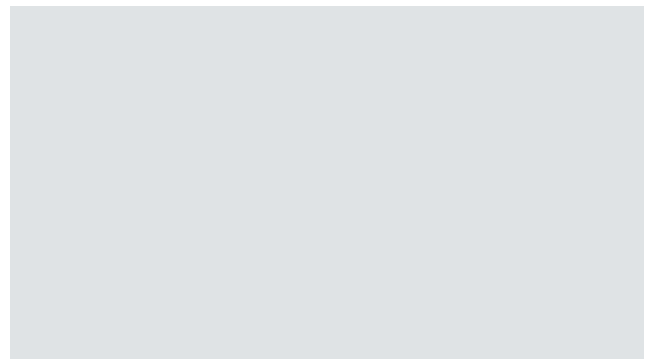
- Custom Manufacturing
- Kitting, Packaging & Assembly
- Activation & Provisioning
- Custom Configurations
- Launch Services



Support Services

Multi-Tech's experienced support staff is committed to delivering a consistent high level of support services to ensure swift resolutions and maximized solution up-time. Customers have the opportunity to choose a program best suited to their needs, whether it is web-based support, fee-based or live phone support.

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



Exactly What We Needed

"The open communications gateway hardware is ideal for our application because we require a CPU, cellular modem and on-board storage, which is exactly what the open communications gateway offers. We found that the Linux development environment was easier to use and served our purpose better because it gave us more control over the data from the cellular modem and access to more detailed information. Additionally, Multi-Tech provided a great deal of availability and support from various people within the company."

— Brian Davis, graduate student

The Shortest Path

"Multi-Tech hardware is more physically robust than the mobile phone and has withstood short-term vehicle deployment well. Having a proven hardware already developed and tested certainly shortens the path to a commercially-viable deployment solution."

— Dr. Max Donath, professor of mechanical engineering and director of the Intelligent Transportation Systems Institute at the University of Minnesota

Beating the Competition

"Before going with Multi-Tech, we were concerned with the amount of money and engineering time it would take to implement several different cellular modems. Multi-Tech addressed these challenges by already investing the engineering time and money to get all of their cellular modems carrier ready. By having a modular design for communications, it allowed us to develop a modular design of our own. If a location is not covered by one cellular carrier and is by a different carrier, all we have to do is change out the SocketModem and if the location is very remote, we simply drop an Ethernet or analog SocketModem to satisfy the customer's needs. By using the SocketModem, our company was able to put products into production well before our competitors."

— Gerald Rues, president of Electronic Sensors/Level Devil

Reliability

"When we first launched, medics used cell phones to transport data to the LIFENET System and there were challenges with hardware durability and dropped connections. For hospital care teams, being able to gather as much data about a patient ahead of arrival helps to plan for that patient, be better prepared, and reduce time-to-treatment. Having faster data speeds allows for the communication of larger amounts of data more quickly, and we only see the need for data increasing. We use the open communications gateway from Multi-Tech to stay equipped with the latest wireless technologies."

— Randy Merry, vice president of business development and product realization, Physio-Control



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40+ years and 20 million devices, Multi-Tech is a world leader in M2M solutions

Multi-Tech Systems offers the industry's most comprehensive M2M (machine-to-machine) communications products and services portfolio available today. As a leader in the industry for more than 40 years, Multi-Tech's reputation for reliability and innovative design is evident with 80+ patents, 20+ million devices being used by thousands of customers worldwide and certifications from more than 30 carriers and over 80 countries. Multi-Tech is certified by the WBENC as a Women's Business Enterprise and by C-TPAT (Customs-Trade Partnership Against Terrorism).

Call Multi-Tech today or visit us online at www.MultiTech.com.



Features and specifications are subject to change without notice.

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