Embedded Certification Story
Two possible paths to your product solution...

MultiTech® Systems

M2M Simplified.™
Save Time. Save Money.

✓ **YES - End Certified**

Multi·Tech Embedded Solution
Start with our end certified solution containing an integrated module

We offer a broad portfolio

GSM	CDMA
2G	3G
AT&T	VERIZON
SPRINT	INTERNATIONAL

Future Roadmap (notional)

3G → 4G → 5G

Certification Cost & Time = NONE

Simple Life-Cycle Solution
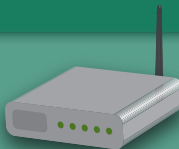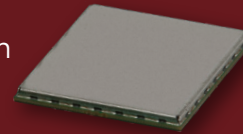
Your Product — End Certified

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

✗ **NO - Not End Certified**

Start with **Module**

Regulatory Certification (PTCRB...)
1-2 Months
$20-40k

Government Certification (FCC...)
1-2 Months
$5-23k

Carrier Certification
2-6 Months
$3-24k

NOTE: Repeat ALL COST and TIME for each board revision required

Certification Cost & Time = $28,000-87,000 / 4-10 Month Schedule

Complex, time consuming and costly life-cycle management

Your Product — End Certified

Future Life-Cycle Events

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

Total Cost of Ownership

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

Your Product
End Certified

Your Choice

Your checklist with Multi·Tech

Leverage our years of experience in embedded communication products and world class portfolio of drop-in embedded solutions
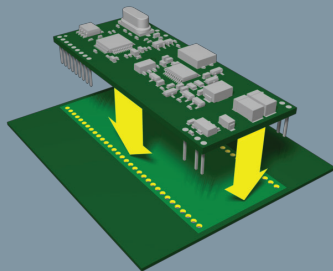
Easy

MultiTech Systems

M2M Simplified.™
Innovative Designs, Innovative Solutions.

Flexible Form Factors

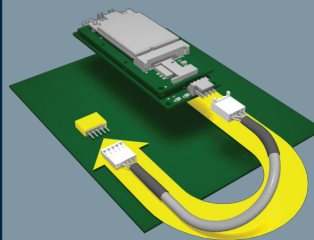Wide variety of embedded form factors to meet ANY of your needs.

SocketModem®

Universal Socket Footprint
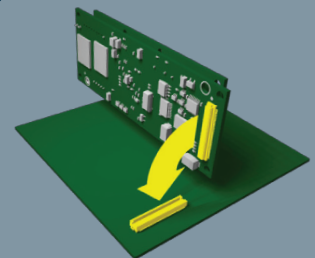Largest portfolio of connectivity options

QuickCarrier™ USB

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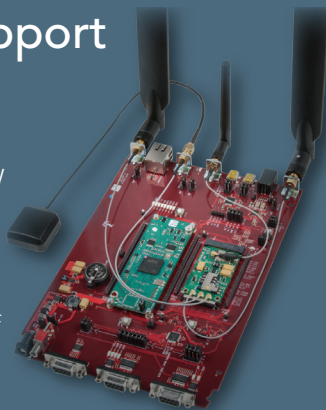
MultiConnect™ OCG-E

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 Systems

800-328-9717 • sales@multitech.com
www.multitech.com