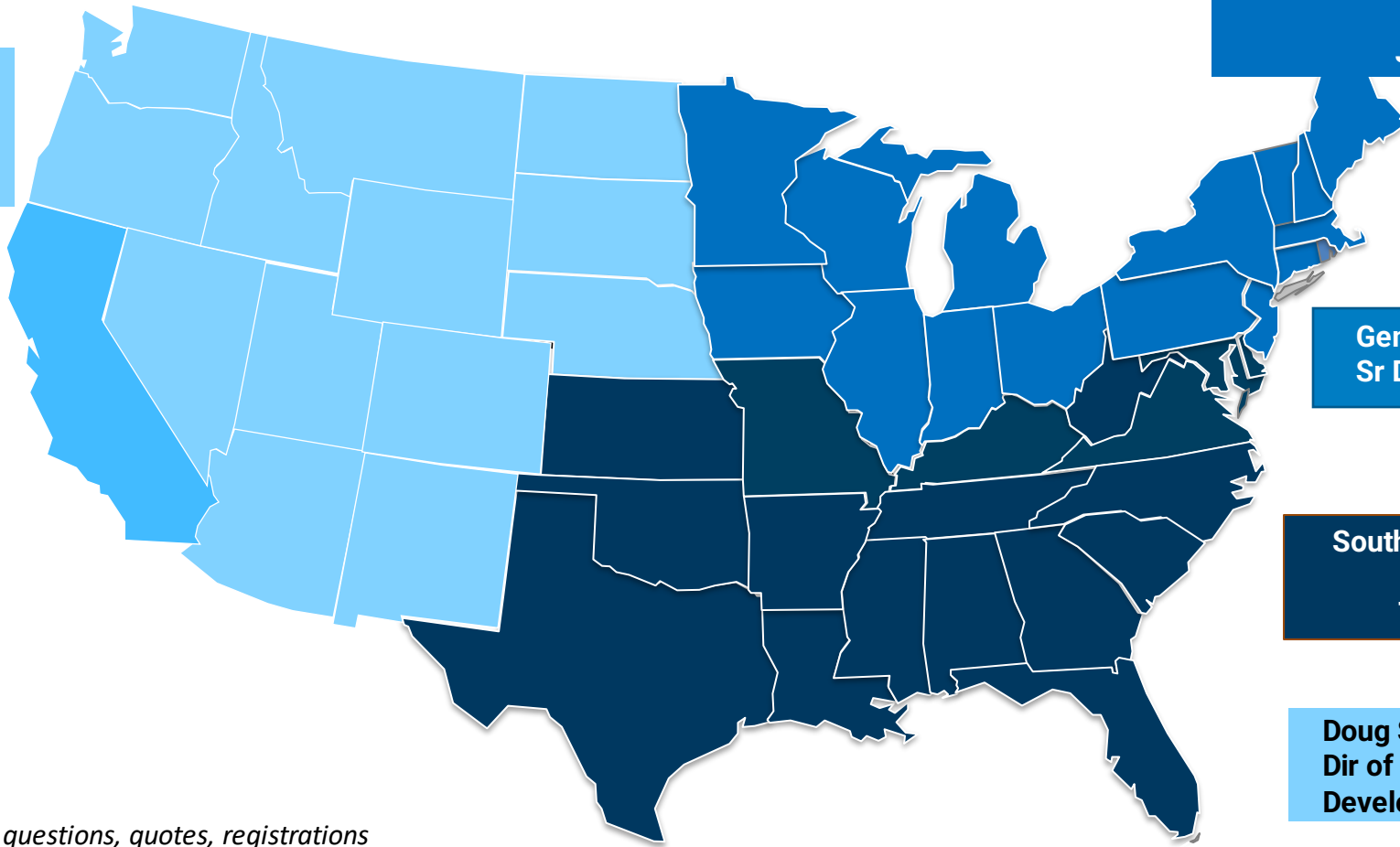


Americas | Embedded | Sept. 2021

Pacific Northwest | Rockies | West Canada
Xavier Henderson ISR
Mike Ruiz RSM

Northeast | North Central | East Canada
Kris Burke ISR
John Foley RSM



Gene Schaeffer
Sr Dir of Sales, Americas

NorCal | SoCal | Southwest
Xavier Henderson ISR
Joe Mohsensian ASM

South East | South Central
Kris Burke ISR
Tim Beech RSM

Doug Spinella
Dir of Worldwide Business Development and Channel

- Inside Sales:** *Primary contact, product questions, quotes, registrations*
- Channel Manager:** *Channel development, Strategy, Onboarding, Training, Channel Marketing*
- Regional Sales Manager:** *End customer support & opportunity management*
- Customer Support:** *Order entry, status and expedition*
- Technical Support:** *Technical question, product/software issue, knowledgebase/FAQ's*

Americas Embedded Contact Details

Lantronix Team: Roles, Responsibility and Contacts

Inside Sales (ISR): Primary contact, product questions, quotes, registrations

Channel Manager (CM): Channel development, Strategy, Onboarding, Training, Channel Marketing

Regional Sales Manager (RSM/ASM): End customer support & opportunity management

Customer Support (CS): Order entry, status and expedition

Technical Support (TS): Technical question, product/software issue, knowledgebase/FAQ's

Role	Name	Email	Direct	Mobile	Location
ISR	Kris Burke	kburke@lantronix.com	(949) 453-7167	n/a	East Coast (for RSM Foley & Beech)
ISR	Xavier Henderson	xhenderson@lantronix.com	(949) 453-7115	(949) 285-0119	West Coast (For RSM Mike & Joe)
RSM	John Foley	jfoley@lantronix.com	(949) 450-7214	(585) 259-1486	Northeast/North Central/East Canada
RSM	Mike Ruiz	mruiz@lantronix.com	(858) 603-0076	(858) 603-0076	Pacific Northwest/Rockies/West Canada
RSM	Tim Beech	tbeech@lantronix.com	(601) 580-1169	(601) 580-1169	Southeast/Southcentral
ASM	Joe Mohsenian	jMohsenian@lantronix.com	(858) 774-6259	(858) 774-6259	California/Southwest
CS	Customer Support	custsupport@lantronix.com	n/a	n/a	Americas
TS	Technical Support	https://www.lantronix.com/support	n/a	n/a	Americas

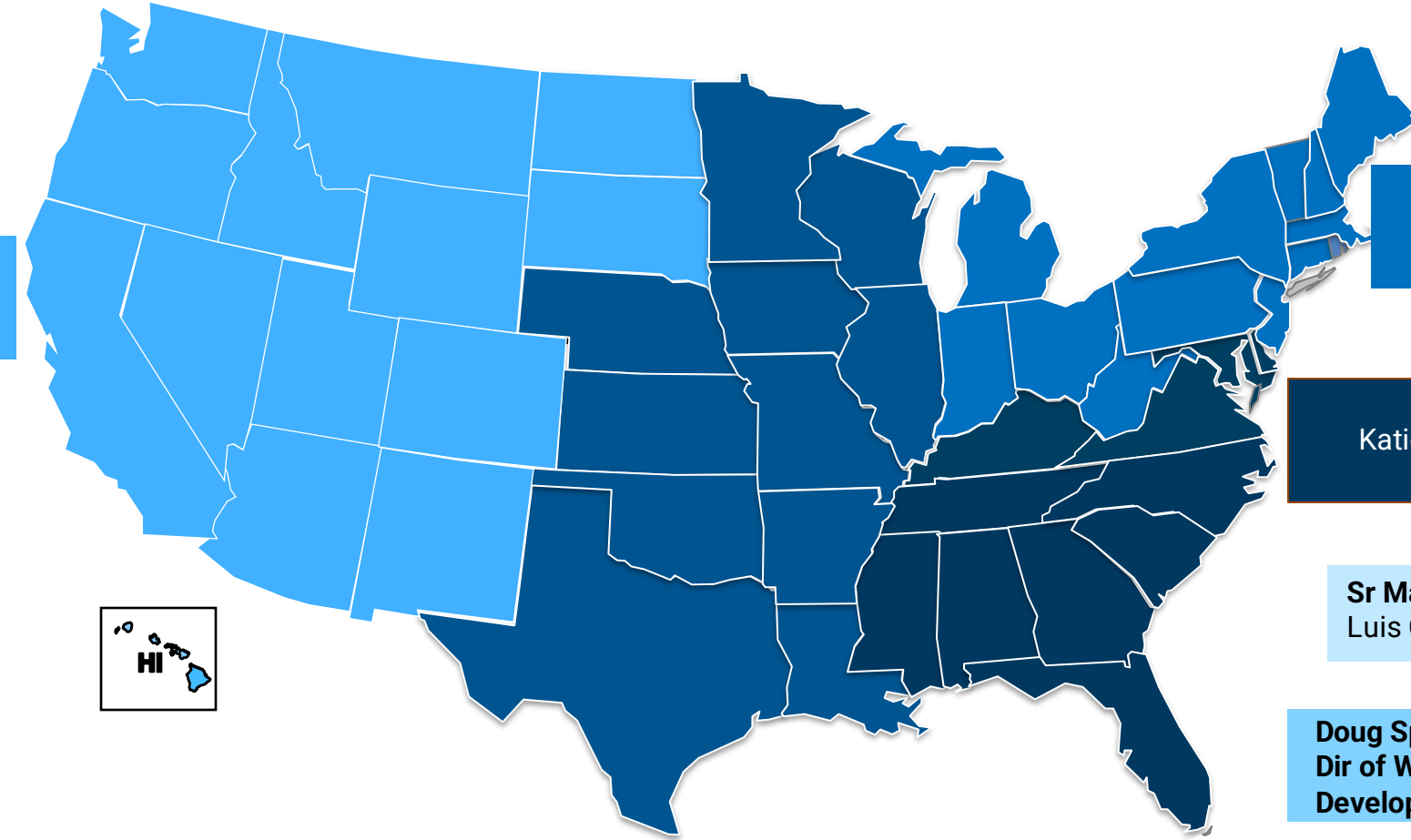
Americas | Network Connectivity | Oct. 2021

Sr Director Sales, Americas
Todd Trenasty

West
Melinda Wiedemann-Angove ISR
Elias Carrillo RSM

Sales Engineers
Glenn Buck
Dennis Troxel
Kevin Harwell
Dennis Winn

Distribution: ADI, Anixter, Ingram, Tech Data, Accutech, Graybar, Scansource and all Canadian distributors



Northeast
Bob Haugen ISR
Greg Bird RSM

Southeast
Katie Vertin-Nevala ISR
Open RSM

Sr Manager Field & Channel
Luis Coton

Doug Spinella
Dir of Worldwide Business Development and Channel

Central
Alphie Kilgus RSM
Julie Nielsen ISR

Federal Sales Team
Tim Orsell Sales
Brian Inge Sales
Rik Pietsch ISR

Canada
teamcanada@lantronix.com

Contact Details

Lantronix Team: Roles, Responsibility and Contacts

Inside Sales (ISR): Primary contact, product questions, quotes, registrations

Channel Manager (CM): Channel development, Strategy, Onboarding, Training, Channel Marketing

Regional Sales Manager (RSM/ASM): End customer support & opportunity management

Customer Support (CS): Order entry, status and expedition

Technical Support (TS): Technical question, product/software issue, knowledgebase/FAQ's

Region	Role	Name	Email	Mobile/Direct
West	RSM	Elias Carrillo	ecarrillo@lantronix.com	831-297-0267
West	ISR	Melinda Wiedemann-Angove	mwiedemann@lantronix.com	952-582-6494
Central	RSM	Alphie Kilgus	akilgus@lantronix.com	512-762-1513
Central	ISR	Julie Nielsen	jnielsen@lantronix.com	952-996-1569
Northeast	RSM	Greg Bird	gbird@lantronix.com	603-366-6020
Northeast	ISR	Bob Haugen	rhaugen@lantronix.com	952-582-6412
Southeast	ISR	Katie Vertin-Nevala	kathleenvn@lantronix.com	952-996-1530
N. Amer	Fed Sales	Tim Orselli	torselli@lantronix.com	813-294-0878
N. Amer	Fed Sales	Brian Inge	binge@lantronix.com	858-880-8859
N. Amer	Fed ISR	Rik Pietsch	rpietsch@lantronix.com	952-996-1541
N. Amer	Sales Engineer	Glenn Buck	Gbuck@lantronix.com	612-607-2127
N. Amer	Sales Engineer	Dennis Troxel	Dtroxel@lantronix.com	727-424-1411
N. Amer	Sales Engineer	Kevin Harwell	Kharwell@lantronix.com	214-769-3925
N. Amer	Sales Engineer	Dennis Winn	DWinn@lantronix.com	408-230-1170
N. Amer	ISR Mng	Michael Mantei	mmantei@lantronix.com	763-258-3806
N. Amer	Sr Mng	Luis Coton	lcoton@lantronix.com	727-215-7097
N. Amer	Sr Dir	Todd Trenasty	ttrenasty@lantronix.com	512-826-4436
America	CS	Customer Support	custsupport@lantronix.com	n/a
America	TS	Technical Support	https://www.lantronix.com/support	n/a

CALA | Oct. 2021

Sr Director Sales, Americas
Todd Trenasty

Latin America, Central America, South
America
Cindy Ruiz ISR
Javier Ouret RSM
Juan Pablo Bizantino RSM

Brazil
Cindy Ruiz RSM



Inside Sales: *Primary contact, product questions, quotes, registrations*
Regional Sales Manager: *End customer support & opportunity management*
Customer Support: *Order entry, status and expedition*
Technical Support: *Technical question, product/software issue, knowledgebase/FAQ's*

CALA Contact Details

Lantronix Team: Roles, Responsibility and Contacts

Inside Sales (ISR): Primary contact, product questions, quotes, registrations

Channel Manager (CM): Channel development, Strategy, Onboarding, Training, Channel Marketing

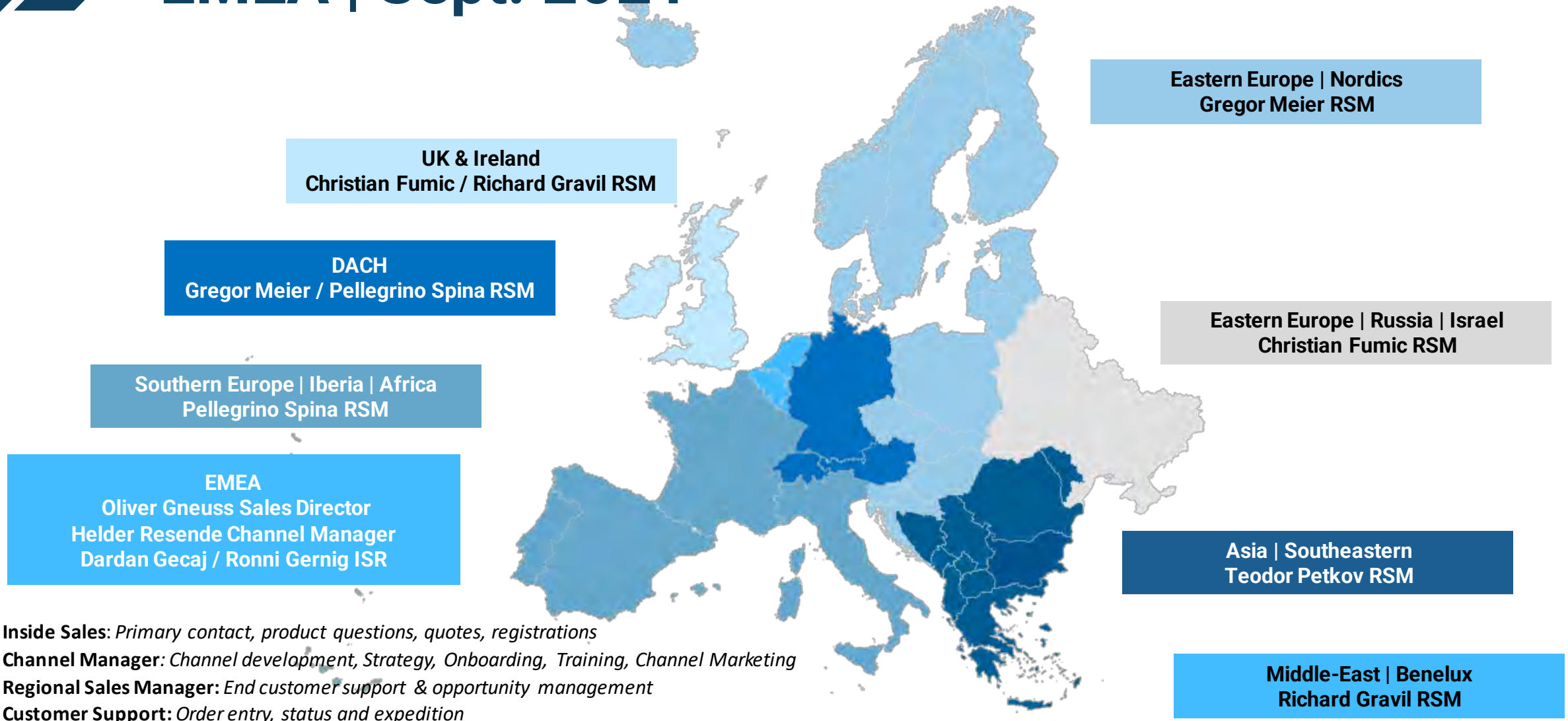
Regional Sales Manager (RSM/ASM): End customer support & opportunity management

Customer Support (CS): Order entry, status and expedition

Technical Support (TS): Technical question, product/software issue, knowledgebase/FAQ's

Role	Name	Email	Phone	Location
ISR	Cindy Ruiz	cruiz@lantronix.com	+1 952-452-2703	Minnesota, USA
RSM	Javier Ouret	jouret@lantronix.com	+54 9 11 41479212	Buenos Aires
RSM	Juan Pablo Bizantino	JBizantino@lantronix.com	+54 9 11 3603 7016	Buenos Aires
Sr Dir	Todd Trenasty	ttrenasty@lantronix.com	512-826-4436	Texas, USA
CS	Customer Support	custsupport@lantronix.com	n/a	
TS	Technical Support	https://www.lantronix.com/support	n/a	

EMEA | Sept. 2021



Inside Sales: *Primary contact, product questions, quotes, registrations*

Channel Manager: *Channel development, Strategy, Onboarding, Training, Channel Marketing*

Regional Sales Manager: *End customer support & opportunity management*

Customer Support: *Order entry, status and expedition*

Technical Support: *Technical question, product/software issue, knowledgebase/FAQ's*

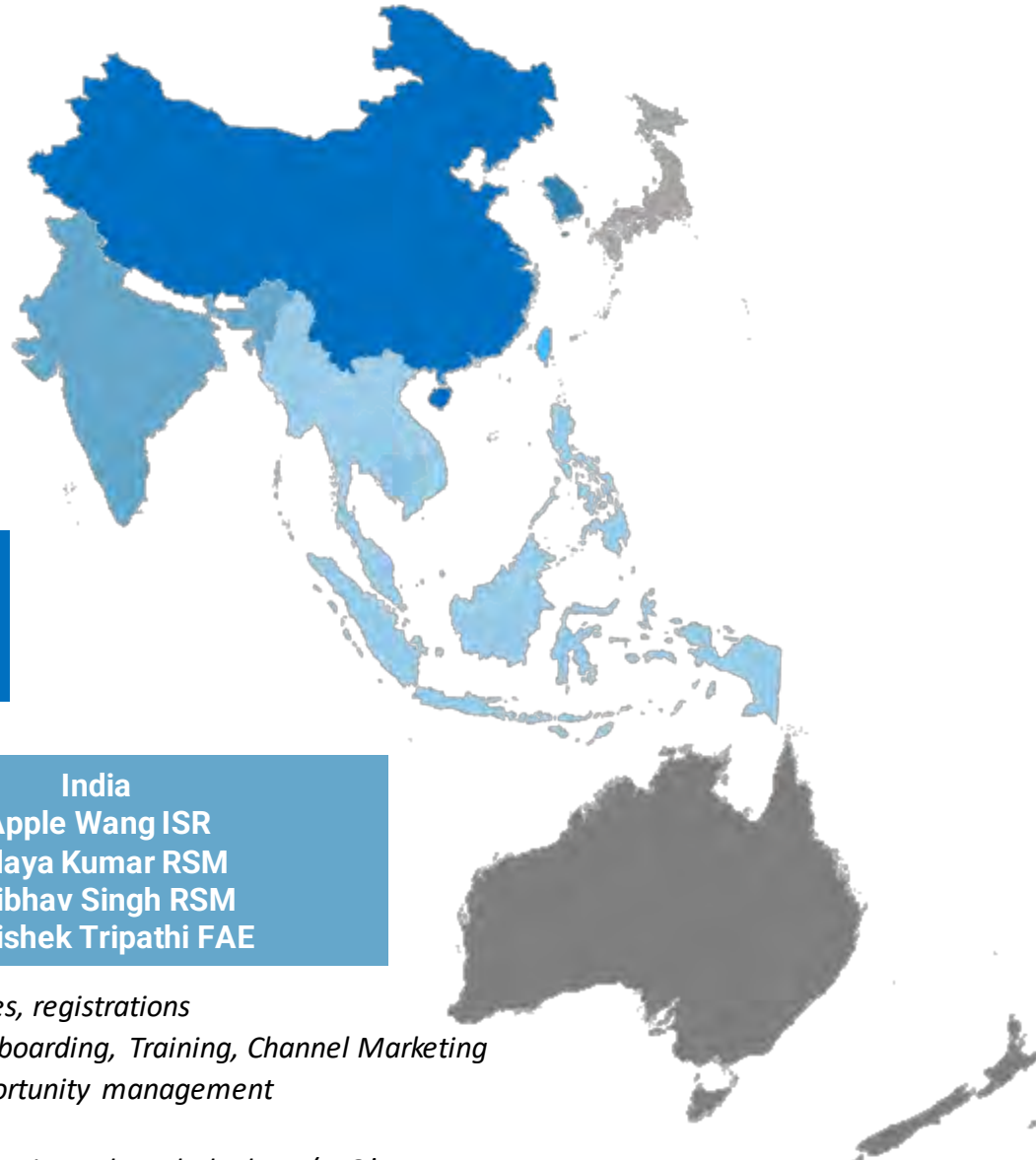
EMEA Contact Details

Lantronix Team: Roles, Responsibility and Contacts

Inside Sales (ISR): Primary contact, product questions, quotes, registrations
 Channel Manager (CM): Channel development, Strategy, Onboarding, Training, Channel Marketing
 Regional Sales Manager (RSM/ASM): End customer support & opportunity management
 Customer Support (CS): Order entry, status and expedition
 Technical Support (TS): Technical question, product/software issue, knowledgebase/FAQ's

Role	Name	Email	Direct	Mobile	Location
Sales Director	Oliver Gneuss	ogneuss@lantronix.com		+49(0)1728902227	Germany
CM	Helder Resende	hresende@lantronix.com		+351919793317	Portugal
ISR	Lonneke Mekes-Rempt	lonnekem@lantronix.com	+31(0)765236744	+31(0)648472487	Netherlands
ISR	Dardan Gecaj	dgecaj@lantronix.com		+49(0)15786889781	Germany
RSM	Gregor Meier	gmeier@lantronix.com		+49(0)1728691087	Germany
RSM	Pellegrino Spina	pspina@lantronix.com		+49(0)1726652832	Germany
RSM	Richard Gravil	rgravil@lantronix.com		+44 (0) 7714 755771	UK
RSM	Ronny Gering	rgering@lantronix.com	+49(0)36778042300	+49(0)17618042213	Germany
RSM	Teodor Petkov	tpetkov@lantronix.com		+359-88-448-4040	Bulgaria
CS	Customer Support	custsupport@lantronix.com	n/a	n/a	
TS	Technical Support	https://www.lantronix.com/support	n/a	n/a	

APJ



APJ
Jacky Pan Sales Director

Greater China
Apple Wang ISR
Julia Zhu RSM
Leo Wang FAE

Hong Kong
Apple Wang ISR
Julia Zhu RSM
Leo Wang FAE

India
Apple Wang ISR
Udaya Kumar RSM
Vaibhav Singh RSM
Abhishek Tripathi FAE

Japan
Apple Wang ISR
Catherine Chang RSM
Samuel Chereau FAE

Korea
Apple Wang ISR
Apple Wang RSM
Leo Wang FAE

Taiwan
Catherine Chang ISR
Ven Wang RSM
Leo Wang FAE

ASEAN
Catherine Chang ISR
Ven Wang RSM
Samuel Chereau FAE

Australia | New Zealand
Catherine Chang ISR
Ven Wang RSM
Samuel Chereau FAE

- Inside Sales:** Primary contact, product questions, quotes, registrations
- Channel Manager:** Channel development, Strategy, Onboarding, Training, Channel Marketing
- Regional Sales Manager:** End customer support & opportunity management
- Customer Support:** Order entry, status and expedition
- Technical Support:** Technical question, product/software issue, knowledgebase/FAQ's

Powered by Bing
© Australian Bureau of Statistics, GeoNames, Microsoft, Navinfo

APAC Contact Details

Lantronix Team: Roles, Responsibility and Contacts

Inside Sales (ISR): Primary contact, product questions, quotes, registrations

Business Development and Tactical Marketing: Channel development, Strategy, Onboarding, Training, Channel Marketing

Regional Sales Manager (RSM/ASM): End customer support & opportunity management

Customer Support (CS): Order entry, status and expedition

Technical Support (TS): Technical question, product/software issue, knowledgebase/FAQ's

Role	Name	Email	Direct	Mobile	Location
Sales Director	Jacky Pan	jpan@lantronix.com		+886988186793	Taiwan
RSM	Ven Wang	ywang@lantronix.com		+886963066830	Taiwan
RSM/ISR	Catherine Chang	cchang@lantronix.com		+886918827906	Taiwan
RSM	Julia Zhu	jzhu@lantronix.com		+8613509694492	Shanghai, China
RSM/ISR	Apple Wang	QWang@lantronix.com		+8618621067392	Shanghai, China
RSM	Udaya Kumar	ukumar@lantronix.com		+919945512488	Hyderabad
RSM	Vaibhav Singh	vsingh@lantronix.com		+919015551052	Mumbai
FAE	Leo Wang	LeoWang@lantronix.com		+862162378870	China
FAE	Samuel Chereau	schereau@lantronix.com		+85298620152	Hong Kong
FAE	Abhishek Tripathi	atripathi@lantronix.com		+919820685977	Mumbai