Secure Remote Access Platform

High-Security Remote Access, Diagnostics, and Monitoring.

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How we got Here?

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Red Lion's Expansion into Remote Access

- ## Red Lion has
  - Best-in-class automation and networking products
  - Recently lead the industry with an Automation + Networking product line
  - Long history in remote monitoring and control
  - Industry leading local protocol conversion

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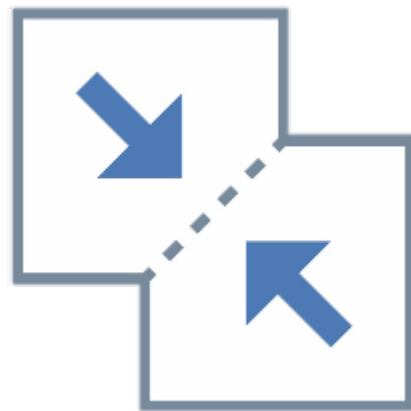
History of Innovation

Secure Remote Access Platform by Red Lion

1972	1976	1993	1998	1999	2004	2004	2013	2018	2020	2020	2020
Red Lion Founded	End-to-End Process Display	Multi Protocol HMIs with M2M Capabilities	Ethernet Enabled I/O	Operations to Enterprise Industrial Networking	Ruggedized Cellular Routers	Universal Protocol Conversion	Hardened Modular HMIs	Effortless IIoT	Anything In. Anything Out. Anywhere.	Gigabit Profinet switch	Secure Remote Access Platform

Industrial Remote Access experience

Remote Access Solutions

Customer Challenges

Challenge

Reduce onsite intervention cost and risk

"Onsite maintenance and commissioning is very expensive and risky. I need to optimize and protect the technicians by using remote access capabilities. However, my team has limited skills in networking.

I need a remote access tool, easy to install, requiring no special networking skills."

Challenge

Improve revenues by extending services offer

" Our market is very competitive reducing our margin to the minimum. To keep our revenues, we are planning to propose to our customers more services around our traditional offer.

We are interested by a solution providing live and logged data of the process to achieve this project."

Challenge

Cyber secured remote access

"Until recently, the security standards for remote access solutions were not important for our customers. Today, in the age of cybersecurity, only remote access solutions with the highest security standards are accepted.

We are looking for a partner capable of providing support and a solution with an maximum long-term security following the latest networking requirements."

Challenge

Reliability in industrial environments

Reduce down time risk is a priority in industry.

Industrial applications need industrial-grade devices for reliability and stability of their electronic assets, especially in harsh environments.

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Remote Access

The Remote Access Solution

What Does Remote Access is designed for?

The ability to remotely and securely:

Instantly connect to remote devices

Securely configure remote systems

Monitor systems and assets

Troubleshoot equipment

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What Does Remote Access Offer?

Secure Remote Access

Access any communicating device

Access from anywhere

Connect in 90 sec

Access from smartphone

Third party VPN services compatible

Wired, Wi-Fi, 3G, 4G

Secure Industrial IoT

Data collection

Data Logging

Dashboard

OT protocols

Cloud protocols

Alarm Notification

Cybersecurity

Firewall

User access management

Keyed security

Easy firmware update

What Does Remote Access Components Do?

Red Lion Remote Access Software

RLCONNECT24

RLDIALUP
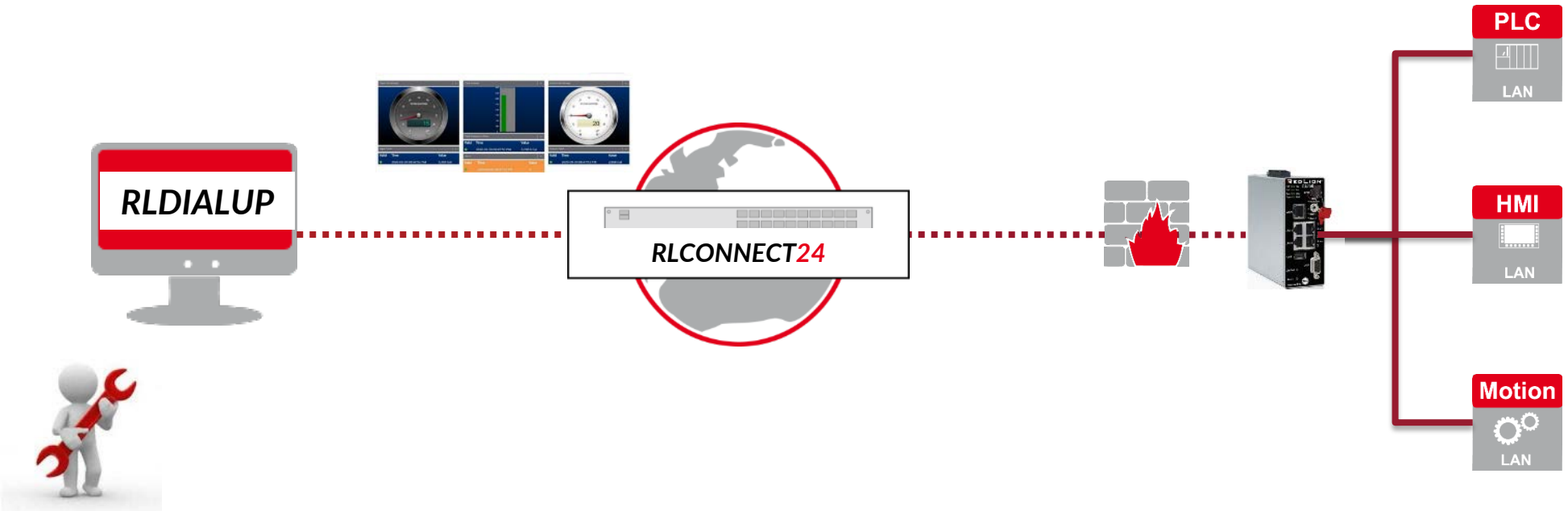
RA70S
Remote Access Router

SIMPLY.connect

- Secure Cloud Portal that coordinates Devices and Users
- Cloud-based Device Manager (RA products)
- Data logging
- Data visualisation

- VPN client for PC
- Establishes secure connection to/through RLConnect24 to Remote Access router
- Enables maintenance via native software

- Fast deployment via phone, tablet, or PC
- QR codes quickly enable remote access

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What Does Remote Access works?

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Remote Access and Data Collection Equipment

	RA50C – Compact Remote Access Router	RA70S - Remote Access Router	RA70K – Keyed Remote Access Router
Operation			
Remote Access	Y	Y	Y
Data Monitoring	-	Y	Y
Keyed Security Operation	-	-	Y
Physical Connectivity			
Integrated Ethernet Switch	3-Ports	4-Ports	4-Ports
WAN Ethernet Port	Y	Y	Y
Wi-Fi Communication	Opt.	-	-
Cellular Communication	Opt.	Opt.	Opt.
Serial Communication	-	-	Opt.
Tunnel/Security			
RLConnect24	Y	Y	Y
OpenVPN	Y	Y	Y
Ipsec, L2TP,PPTP	-	Y	Y
SIMPLY.connect	*Coming Soon	Y	Y

Remote Access Product Portfolio

Products, Licenses

Products

Part Number	Description
RA10C000000000DA	Compact Intelligent Firewall
RA50CR0000R000DA	Compact Remote Access Router LAN/WAN
RA50CR0W00R000DA	Compact Remote Access Router Wi-Fi
RA50CR4A00R000DA	Compact Remote Access Router 4G Cellular
RA70KR0000V1S0DA	Keyed Remote Access Router LAN/WAN
RA70KR0010V1S0DA	Keyed Remote Access Router Serial
RA70KR4A00V1S0DA	Keyed Remote Access Router 4G Cellular
RA70SR0000V0S0DA	Remote Access Router LAN/WAN
RA70SR4A00V1S0DA	Remote Access Router 4G Cellular

Licenses

Part Number	Description
RAC24–x	RLConnect24 Customer Account
RAC24-ACC-ADV-x	Advanced User Access Control
RAC24-ALARM-x	Additional Alarm Events (250)
RAC24-AVPN-x	Additional Active VPN Connection (1)
RAC24-DASH-x	Additional Dashboards (50)
RAC24-DATA-x	Data Consumption Upgrade (2 GB)
RAC24-VPNC	Standard VPN Clients (10)
RAC24-W2G-x	Unlimited Web2Go Connections

*Licenses are prorated in year 1, requires full 2nd year
-x represents remaining full months in year 1*

RLCONNECT24

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Remote Access

Application Examples
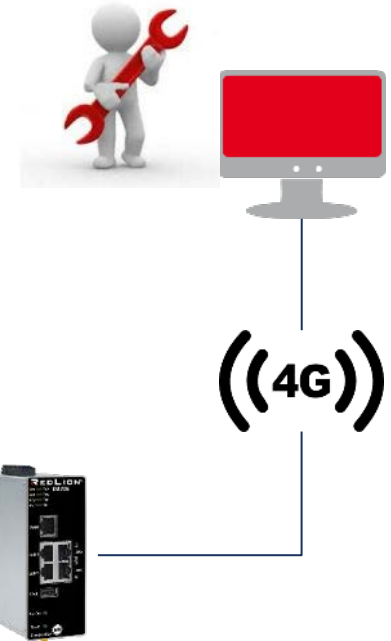
Building automation – HVAC

Remote maintenance and Monitoring

Customer gain
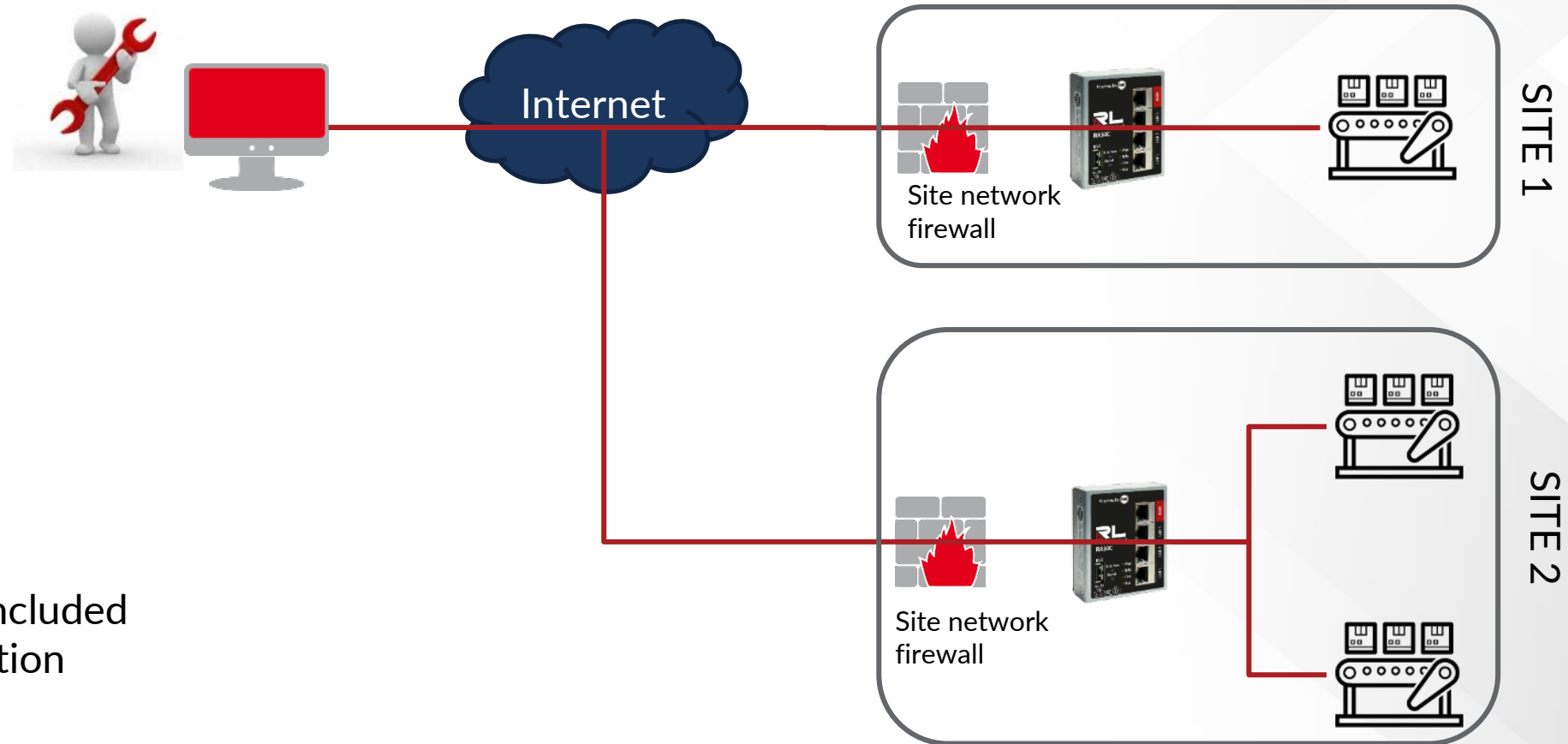- Remote tuning
- 24/7 monitoring
- Services offer

Key benefits
- Variety connectivity solution
- Security by design
- User access control included

Machine builders – Multi-Location Deployment

## Remote support & maintenance

Key benefits
- No initial investment
- Free base service
- Grow as you need

- Security by design
- User access control included
- HW & SW customization

Internet

Site network firewall

Site network firewall

SITE 1

SITE 2

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Solution Integrators – Renewable energy process assets

Secure maintenance and monitoring

- System Integrator
  - Basic Ethernet skills
  - Need to reduce commissioning cost
  - Need to optimize engineer resources
  - Need to improve support quality

- Sales Drivers
  - Easy to install
  - Data logging
  - Alarm notification
  - Wireless communication
  - Security
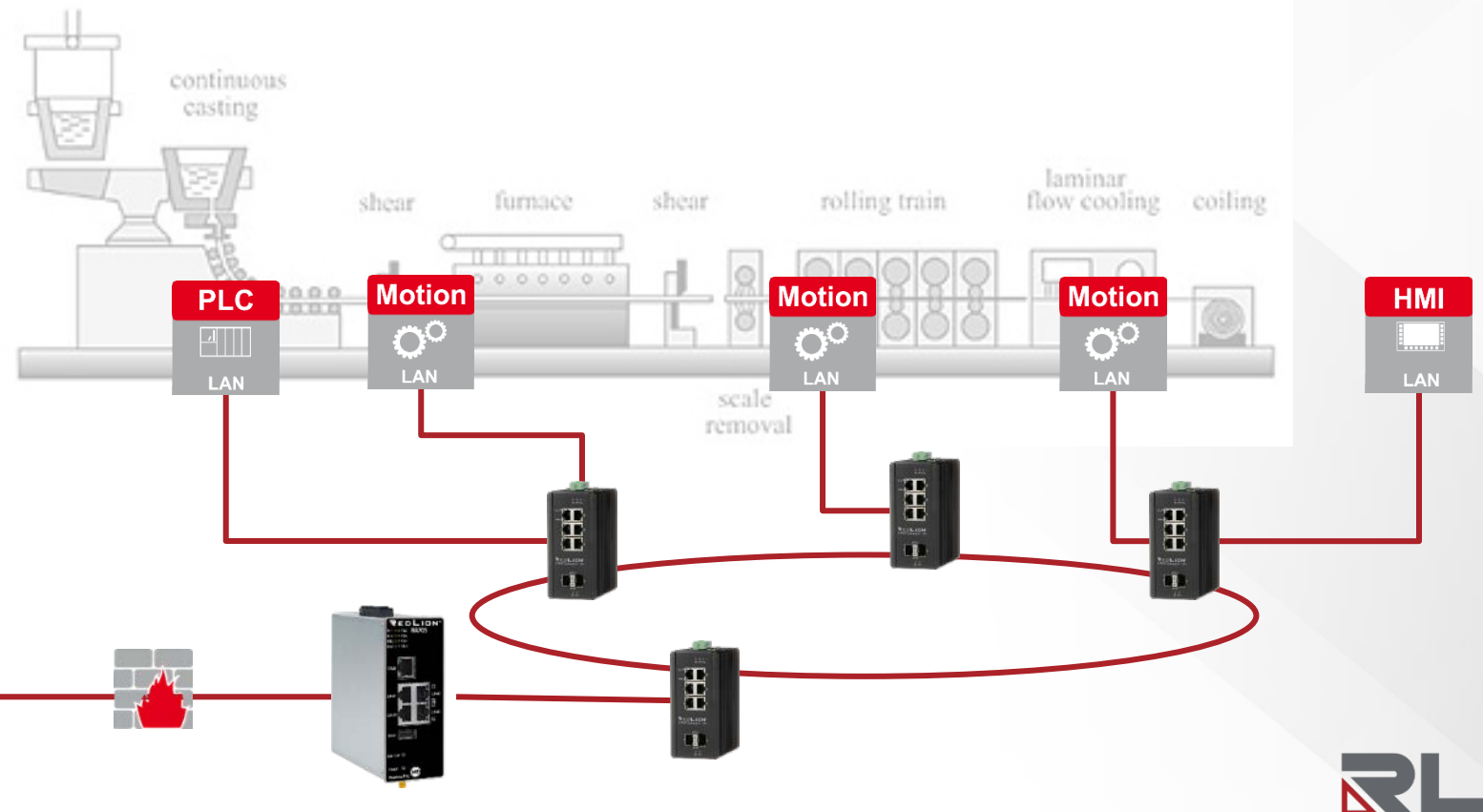 - User based access control
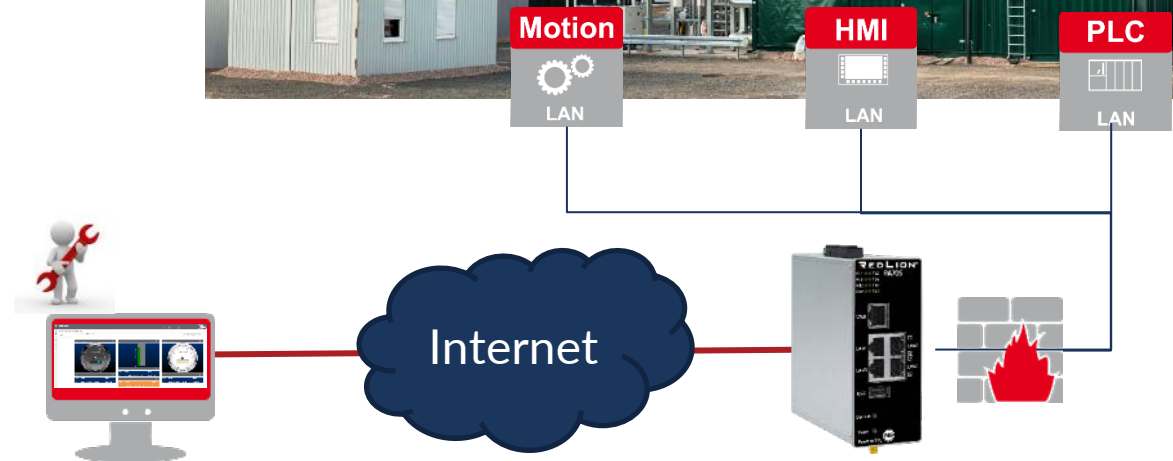
Connect Process line assets

Basic connection strategy

OEM DNA
- Process Line portfolio
- Basic Ethernet skills

Sales Driver
- Ease of use
- IIoT solutions
- Industrial-rate

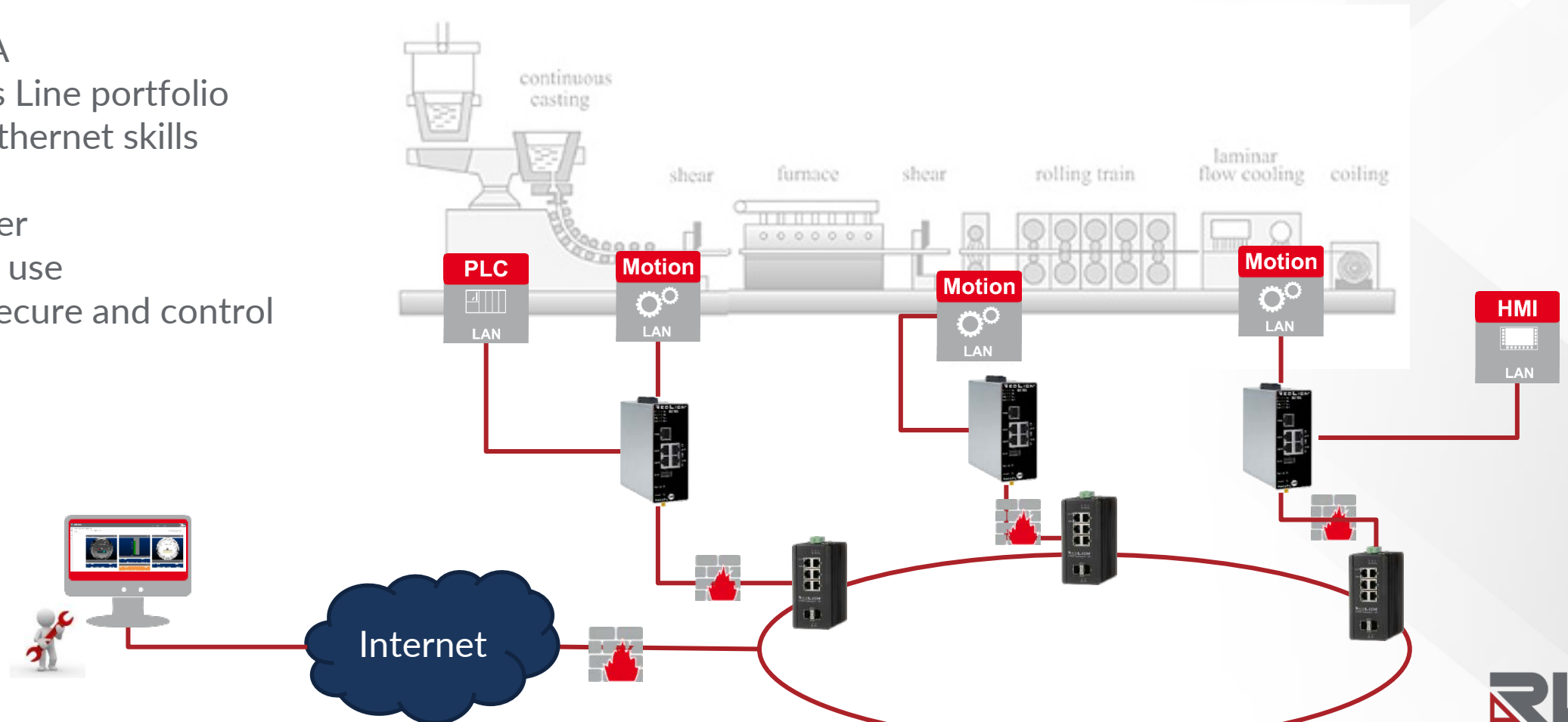© Copyright Red Lion 2020

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Connect Process line assets

Network segregation strategy

OEM DNA
- Process Line portfolio
- Basic Ethernet skills

Sales Driver
- Ease of use
- More secure and control

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Remote Access

Positioning and Sales

Markets

Profile	Market	Sales drivers
OEM – Repetitive machine builder (Green field)	Manufacturing (packaging) Building automation Farming	**Secure Remote Access** ▪ Remote Diagnostic ▪ Firmware updating of equipment
OEM - Special machine builders (Green field)	Manufacturing Renewable Energy Utilities Infrastructure Oil and Gas	**Secure Remote Access** ▪ Remote Diagnostic ▪ Firmware updating of equipment ▪ Fine tuning of access to certain features by user **Secure Industrial IoT** ▪ Warranty services ▪ New revenue streams with services
Solution/System integrators (Brown field)	Manufacturing Renewable Energy Utilities Infrastructure Oil and Gas	**Secure Remote Access** ▪ Remote Diagnostic ▪ Firmware updating of equipment ▪ Fine tuning of access to certain features by user **Secure Industrial IoT** ▪ Warranty services ▪ New revenue streams with services ▪ Centralized SCADA operations

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Sales strategy

Profile	Audience	Strategies
OEM - Repetitive Machine builder	• OT - Service Manager • OT - Support Engineer • OT - Current Ewon customers • R&D project manager IoT, IT/OT	▪ Low margin buisness - focus on cross selling ▪ Door opener to promote Crimson and networking solutions
OEM -Special machine builders Solution/System integrators	• OT - Service Manager • OT - Support Engineer • OT - Network Engineer • OT/IoT - Project manager • OT/IT - Current Ewon customers • IT - Department	▪ Door opener to develop those type of customers ▪ Door opener to promote Crimson and networking solutions ▪ Offer Packaged remote access to a project requiring Crimson solution ▪ Phase 2 – Project approach only with focus on IT

Remote Access

Competition

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eWon

1. OpenVPN-based technology using Hosted architecture exclusive to eWon device connections

2. Talk2M (free) allows all users to see/access all devices

3. Deployment can be complicated

4. Netbiter & Argos require subscription for multiple users access to visualization

VS.

RL Remote Access

1. OpenVPN-based Hosted or Owned architecture, allows 3rd party devices, and migration between servers

2. RLC allows user control from free account

3. Can deploy routers in 90 seconds from any device!

4. Unlimited user accounts with free customer account that can access dashboards, devices and remote network components.

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Tosibox

1. Uses hole-punching technology to find any route out of network (IT disliked)

2. Easy to associate Key & Lock, but requires physical association

3. Central Lock must be purchased to data log

RLC Remote Access

1. Uses industry-standard ports for outbound connections (IT approved)

2. Add additional devices in 90 seconds via smart phone from anywhere

3. 10 visualization dashboards and 50k data points storage included

VS.

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Secomea

1. Leverages a licensing model for each concurrent user

2. Uses non-industry standard connection architecture, closed ecosystem

3. Free 30 day trial accounts to try Cloud Data Collection

VS.

RL Remote Access

1. Included features cover most user applications, enhanced features are available by license

2. Uses industry-standard OpenVPN technology, allows for 3rd party devices

3. 250 data points per gateway and data visualization is included

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Cross selling

FlexEdge™ and RA complementary solutions

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RA50/70 Solution

**Looking for an Easy
All-in-One IIoT Solution**

- Simple and scalable secure remote access with Cloud-hosted management
- All-in-One Solution offers:
  - Secure Remote Access
  - Device Management
  - Data Acquisition
  - Data Visualization
- Strict user-based access control
- Support for several key industrial protocols (~17 drivers)

VS.

DA50/70 Solution

**Technical Customer
Needing Flexible Options**

- Anything in, Anything out
  - 300 Protocols with IoT Connectors
- Ideal for aggregating data via modular communications:
  - Cellular, Ethernet, Serial, Wi-Fi, or USB
- Remote Access via customer-managed systems – (OpenVPN, GRE, IPsec)
- Crimson Control – IEC61131
- Certification, Ruggedness

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All-in-one IIoT Solution with Flexible Communication Options

- Quick and easy secure remote access with data acquisition, edge control, and data visualization in one solution
- Support for 300+ industrial protocols for local and cloud-based data acquisition
- Multiple field communication options via modular sleds
- Powerful advanced networking features with Crimson 3.2
- On-board or field-installable I/O options
- Local and cloud-based visualization
- Security in layers

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How does it work?

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Remote Access Software

RLCONNECT24

Client VPN Software

RLDialUp
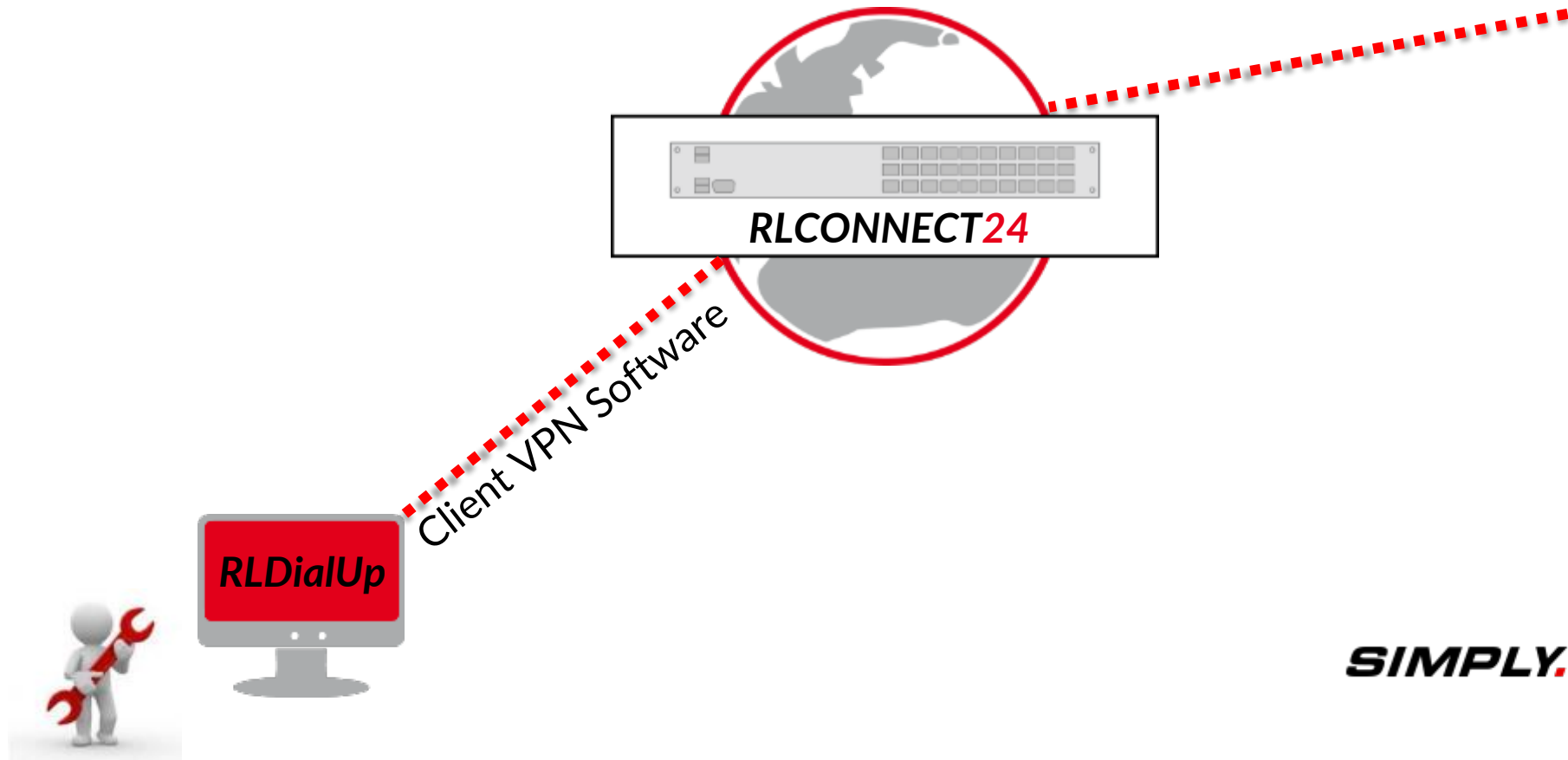
SIMPLY.connect

What does RLCONNECT24 do?

1. Central Hub
    - Interconnect between users and devices
2. Device Management
    - Manage firmware, add devices, etc.
3. Data Visualization
4. User Management

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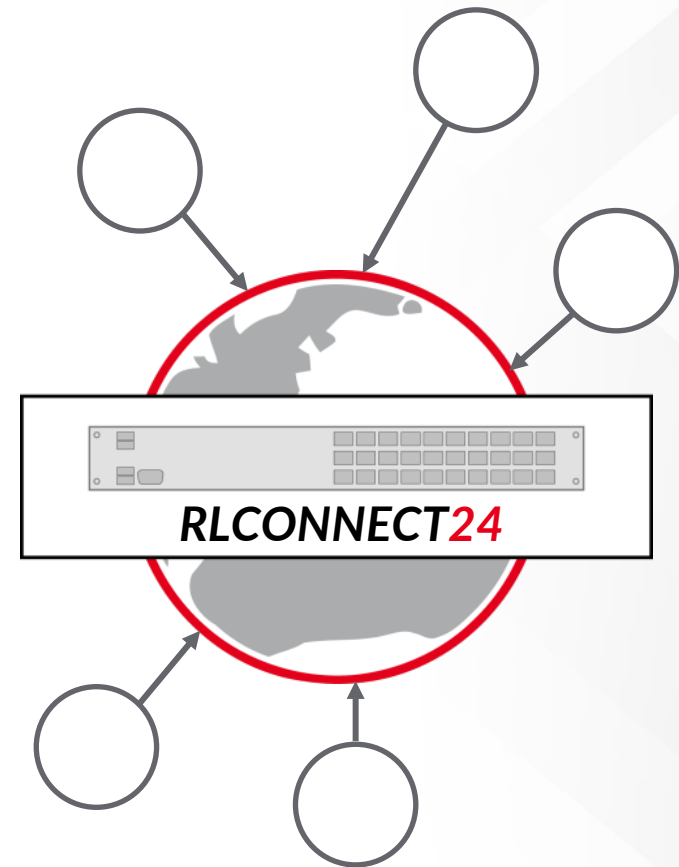
RLCONNECT24 Portal Cont'd

- **Data Logging & Visualization**
  - Data log operational data
  - Log on value changes or on intervals
  - Alarm notifications via email or SMS
  - Create widgets
  - Develop custom dashboards

- **User Management**
  - Manage users or groups of users
  - Grant access by role
  - Restrict access to networks, devices, data and/or dashboards

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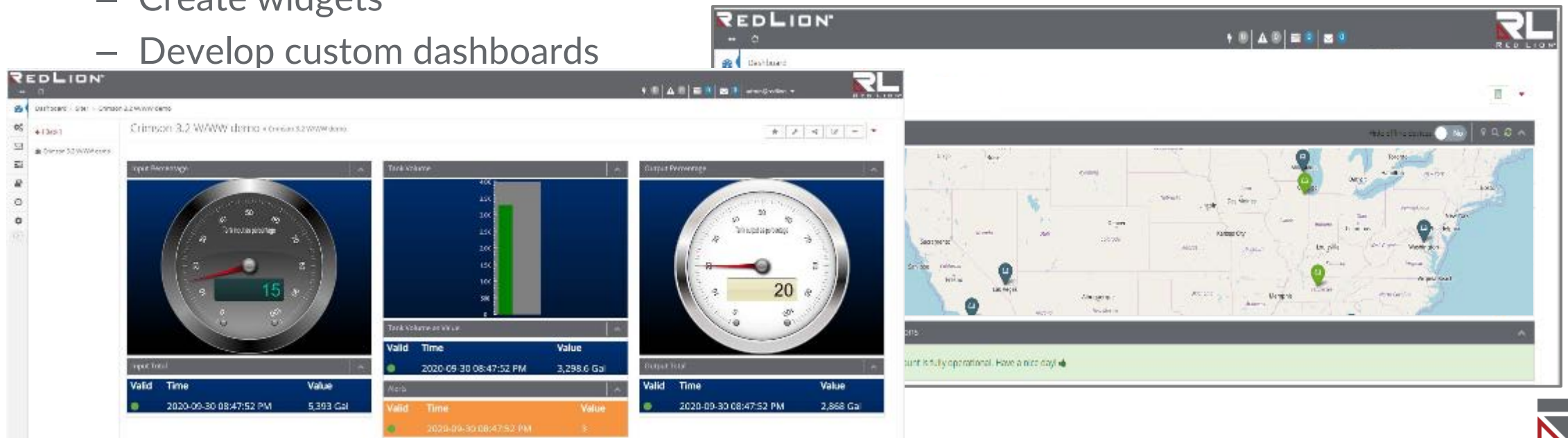
RLDialUp – VPN Client Software

RLDialUp is a <u>VPN client software to connect technicians to remote assets</u> to perform remote maintenance.

How it works:

1. Launch RLDialUp application
2. Select the device to connect to
3. Launch configuration software (i.e. Crimson)

RLDIALUP

VPN

RLCONNECT24

HMI

LAN
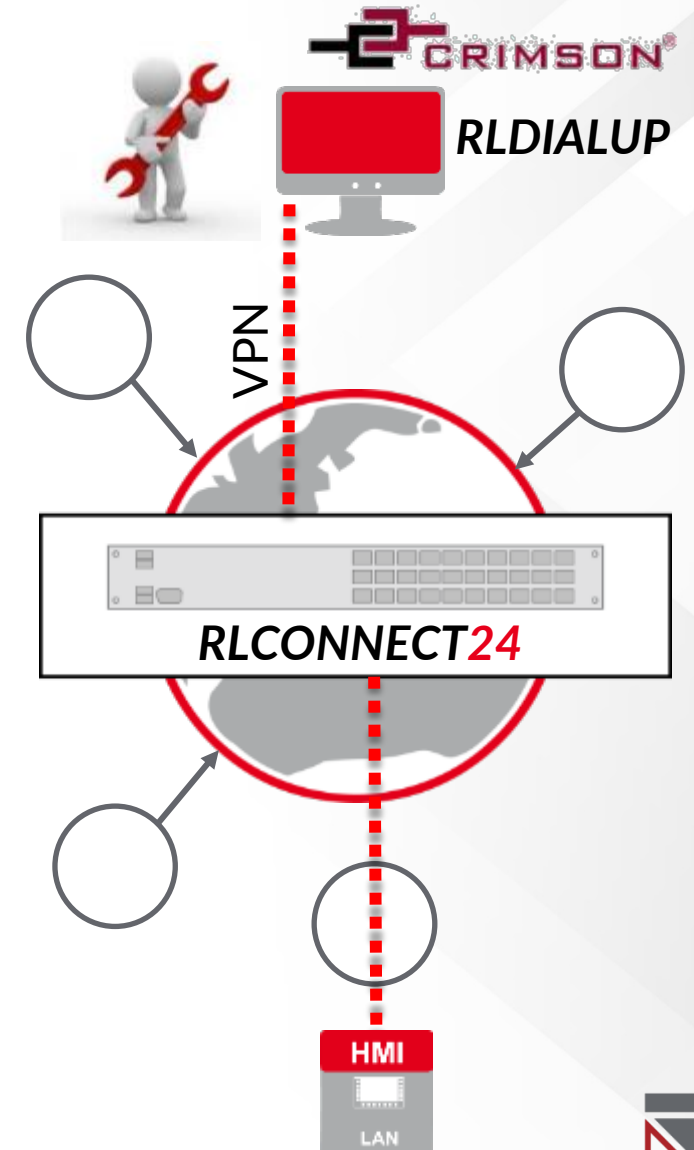
Simply.Connect

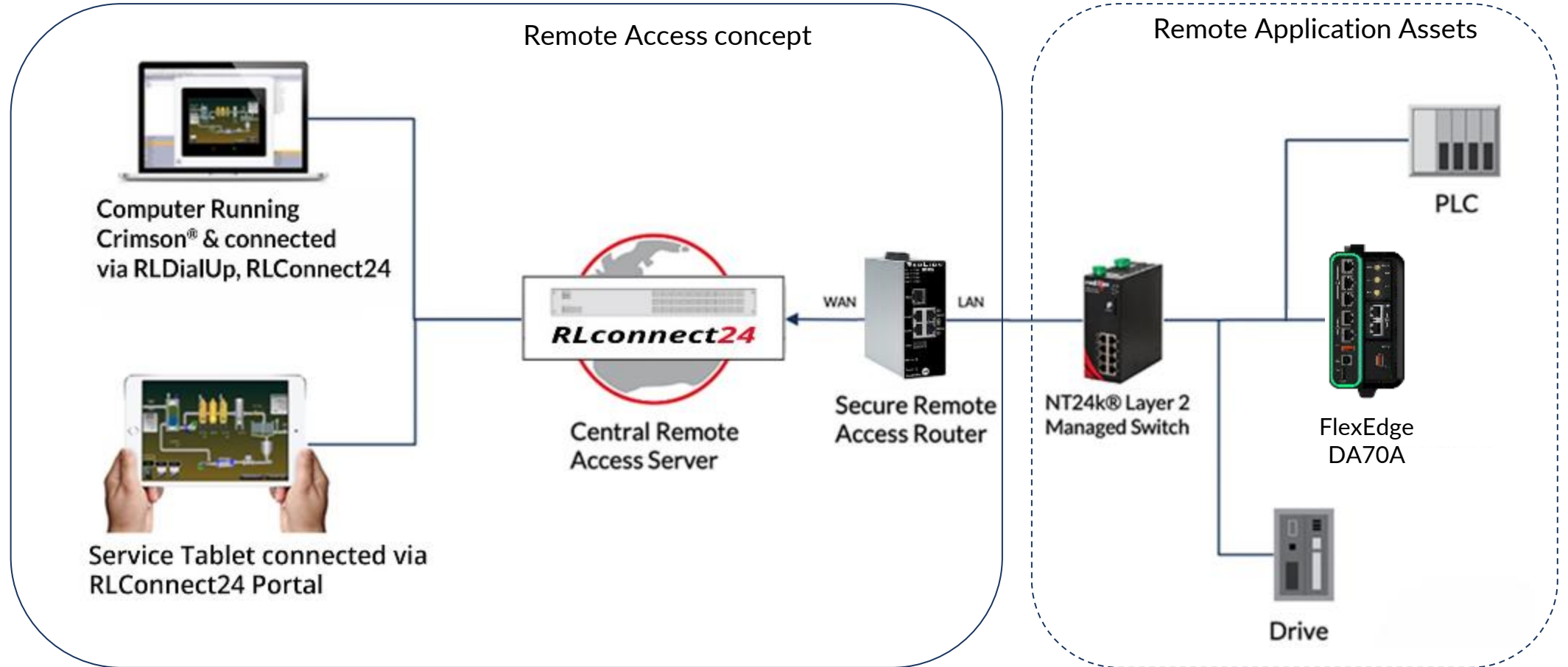Simply.Connect is a technology that can connect a Router in ~90 seconds, in three easy steps:

1.) **Log-in** to simply-connect.me (or scan QR code)

2.) **Scan** the QR code in the box

3.) **Complete!** Simply add a device name

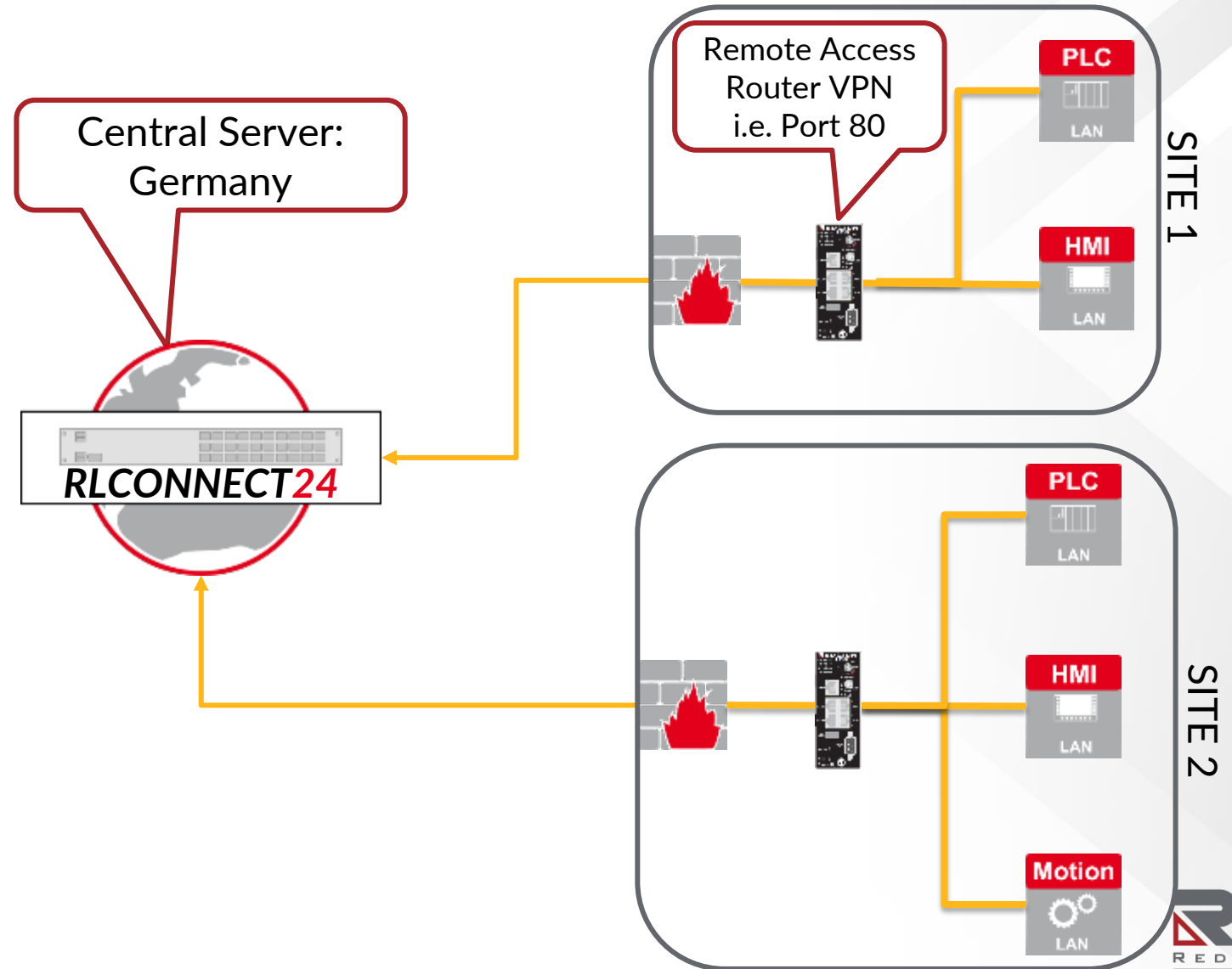Scan QR Code to connect your device
https://simply-connect.me

Device Information

Type: RKH 210
S/N: 33202100056094
Password: E7
LAN MAC: 70:B3:D5:88:6B:62
WAN MAC: 70:B3:D5:88:6B:63
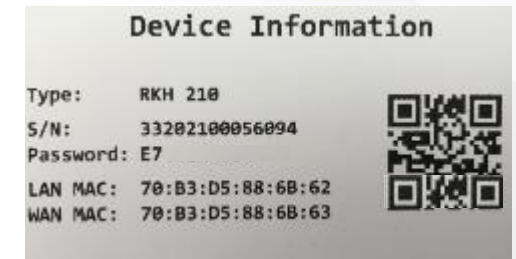
90 seconds

All-In-One IIoT Solution

IIoT Application Diagram Example

Remote Access concept

Remote Application Assets

Computer Running Crimson® & connected via RLDialUp, RLConnect24

Service Tablet connected via RLConnect24 Portal

RLconnect24

Central Remote Access Server

WAN   LAN

Secure Remote Access Router

NT24k® Layer 2 Managed Switch

PLC

FlexEdge DA70A

Drive

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Example of Remote Access

Multi-Location

Central Server: Germany

Remote Access Router VPN i.e. Port 80

RLCONNECT24

SITE 1

PLC
LAN

HMI
LAN

SITE 2

PLC
LAN

HMI
LAN

Motion
LAN

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Example of Remote Access

Multi-Location Deployment

RLCONNECT24

SITE 1

SITE 2

PLC
LAN

HMI
LAN

PLC
LAN

HMI
LAN

Motion
LAN

Laptop via **RLDIALUP** Software

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Remote Access

Launch process and dates

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Milestones

- 29th of June - Public announcement
- July – Private promotion sessions on demand (sales contact)
- July - Partners technical trainings (sales contact)

PR and sales material

- Available in the web site distributor area
  - Go to market kit Remote access plateforme
- E-Learning platform coming soon

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3 Keys to Success

- Intuitive, quick and secure remote access
- Basic packaged IIoT solution included
- Sales target is OEM, Solution and System integrators

FOR MORE INFORMATION

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