

About this deck

Distribution type

Customer-facing, NDA Required,
Sierra and partner use only,
Internal use only (+ description of the confidential info)

Customer-Facing (NDA)
Partner Channel Use Only

Target persona

Technical decision maker, Business decision maker,
Embedded developer, Cloud developer, Others

Utility customers

Key messages

Mission-Critical Connectivity for the Modern Utility

Info you can find in the deck

Reliably Connect Power Grids and Sub-Stations, Fleet and Mobile Teams
AirLink router solutions

File owner

Eva Laviolette

Last update

July 2025

Versioning

V1



SIERRA WIRELESS IS NOW
SEMTECH[®]



AirLink[®] Router Solutions

**Mission-Critical Connectivity
for the Modern Utility**



When Connectivity is Critical Trust the Experts

+30 years of wireless expertise
in mission-critical connectivity





When Connectivity is Critical Trust the Experts

Trusted by the Top
20 U.S. Utilities*

**Based on top Utility companies by market cap as of March 2024,*

Reliably Connect Your Power Grids and Sub-Station When and Where You Need It



WI-FI



PRIVATE CELLULAR



PUBLIC CELLULAR



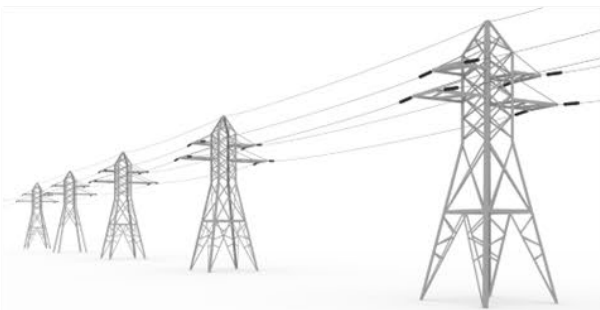
SATELLITE



NETWORK MANAGEMENT
PLATFORM



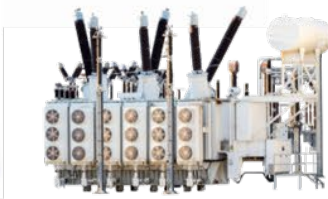
INFORMATION DATABASES &
RADIO/ VIDEO MANAGEMENT



Powerline Monitoring



Renewable Energy Integration



Power Grid Automation



AirLink RX55



AirLink XR60



Edge Computing



VPN
(VIRTUAL PRIVATE NETWORK)



Reliably Connect Your Fleet and Mobile Teams When and Where You Need It



WI-FI



LMR



PRIVATE CELLULAR



PUBLIC CELLULAR



SATELLITE



VEHICLE AREA NETWORK (VAN)
MANAGEMENT PLATFORM



INFORMATION DATABASES &
RADIO/ VIDEO MANAGEMENT

LMR Radio



Edge Computing

REMOTE DEVICE
& SECURITY
MANAGEMENT
with AirLink
Management
Service (ALMS)



OUT-OF-BAND
MANAGEMENT
(for Link X1000 router only)

HARDWARE
WARRANTY

TECHNICAL
SUPPORT

Engine
Diagnostics



Camera



Laptop



I/O Data



VPN
(VIRTUAL PRIVATE NETWORK)



AirLink Pro Router



Tablet

Secure Your Sites When and Where You Need It



PRIVATE CELLULAR



PUBLIC CELLULAR



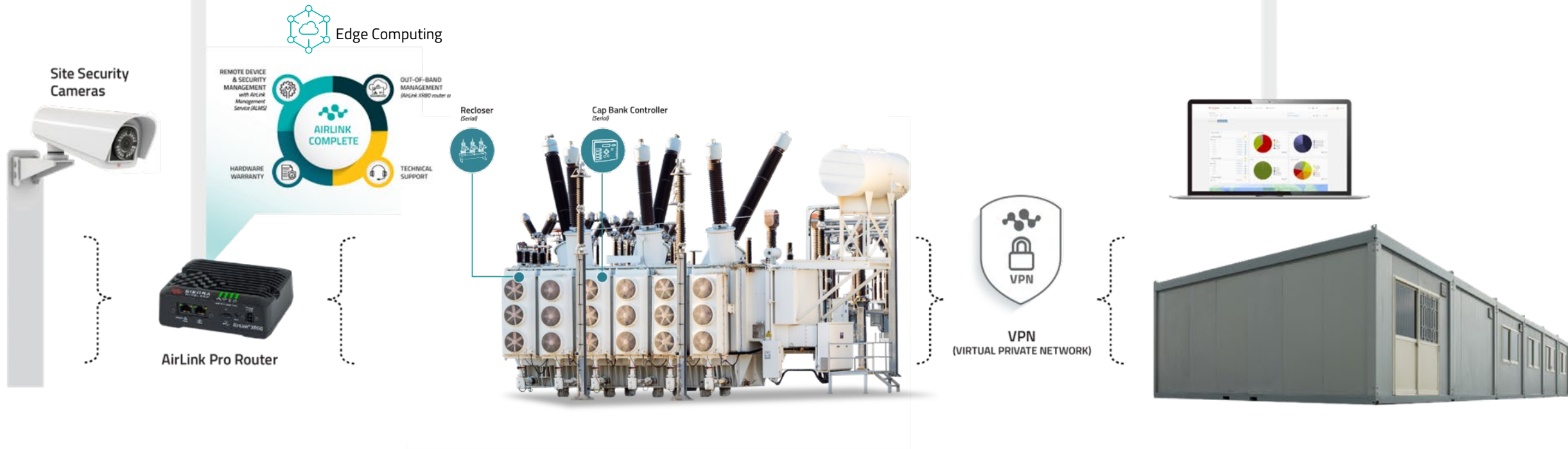
SATELLITE



NETWORK MANAGEMENT
PLATFORM



INFORMATION DATABASES &
RADIO/ VIDEO MANAGEMENT





**The go-to solution for
mission-critical connectivity**



ULTRA-RUGGED ROUTERS

PUBLIC/PRIVATE 5G & LTE

LMR & SATELLITE INTEROPERABILITY

REMOTE & SECURE MANAGEMENT

INDUSTRY EXPERTISE & PARTNERSHIPS

Not Just Routers, but Complete Solutions

SECURITY

Based on Semtech's defense-in-depth approach.



MIL-SPEC HARDWARE

Purpose-built for fixed and mobile military applications



SERVICES

Remote cloud or on-premise management options



OPERATING SYSTEM

Purpose-built for today and tomorrow's service needs



AirLink[®] Router Solutions

PURPOSE-BUILT SOLUTIONS for the Diverse Mission-Critical Needs

ULTIMATE



**AirLink
XR80**

High Performance Multi-Network 5G /Wi-Fi 6 Router

- Ultimate 5G and Wi-Fi Performance
- Dual-radio option for ultimate redundancy and coverage

PERFORMANCE



**AirLink
XR60**

Compact 5G/Wi-Fi 6 Router

- High-Performance single-radio router
- Multi-Client Solutions to connect multiple devices and applications

COMPACT



**AirLink
RX55**

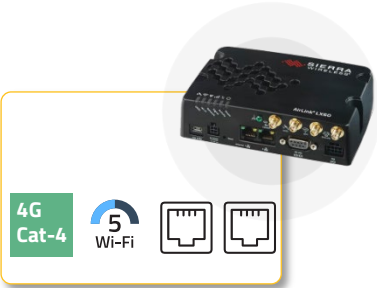
Low Power 4G / Wi-Fi 5 Router

- Compact, low-power 4G router
- Ideal for solar/battery powered applications

Ultra-Rugged for your mission critical operations

Compact, semi-rugged routers

LX60



LX40



COMPACT

Compact, energy-efficient routers

RX55



RV55



PERFORMANCE

Perfect blend of size and high performance

XR60



MP70



ULTIMATE

Ultimate performance, ultimate coverage

XR90



XR80



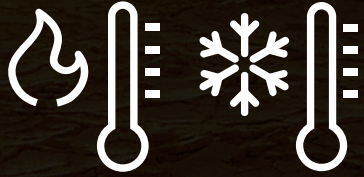
ULTRA-RUGGED ROUTERS



**Purpose-Built for
Action in Motion
with Shock and
Vibration
Resistance**



ULTRA-RUGGED ROUTERS



Extreme Temperature
Resistance to
Withstand Sudden
Temperature
Changes



ULTRA-RUGGED ROUTERS

IP64

IP64 Dust and Water Resistance



ULTRA-RUGGED ROUTERS



Safe
Operation in
Hazardous
Environments



LAND MOBILE RADIO INTEGRATION

To Stay Connected Beyond Your Radio Coverage



**Automatically Switch
your Voice
Communications to
Cellular when you are
out of P25 Coverage**



SATELLITE INTEGRATION – For Ultimate Coverage



**Automatically
Switch to Satellite
Communications
When Cellular is
not Available**

INTELLIGENT HOT FAILOVER To Stay Connected

Intelligently Steer Traffic Across Multiple WAN Links for Reliable Connectivity



1st Priority on Dedicated APN

For Lower Priority Data

2nd Priority Satellite

3rd Priority Near Depot

COMMUNICATIONS CHANNEL



Cellular A



Cellular B

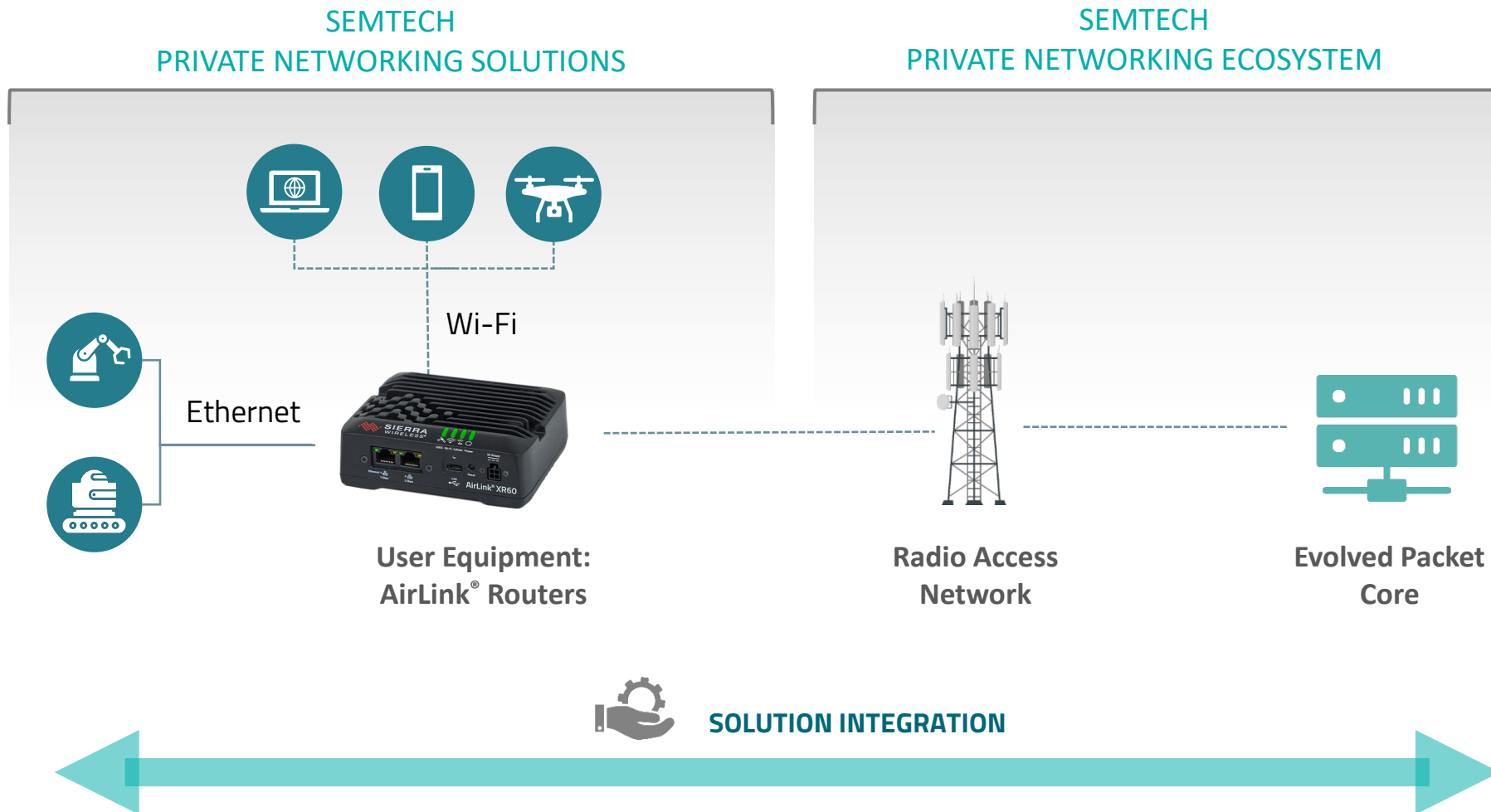


Satellite



Wi-Fi

PRIVATE NETWORK SUPPORT To Stay in Control



MULTI-SPECTRUM PRIVATE NETWORK SUPPORT

For the Diverse Utility Needs

ULTIMATE

PERFORMANCE

COMPACT

■ Supported ■ Coming Soon



AirLink XR90/80



AirLink XR60



AirLink RV50X

PRIVATE NETWORK BAND SUPPORT

Anterix (900 Mhz)



U.S. CBRS LTE (B48)



Global LTE (B42 & B43)



5G Non-Standalone (NSA)
(n48, n38, n41, n77, n78, n79)

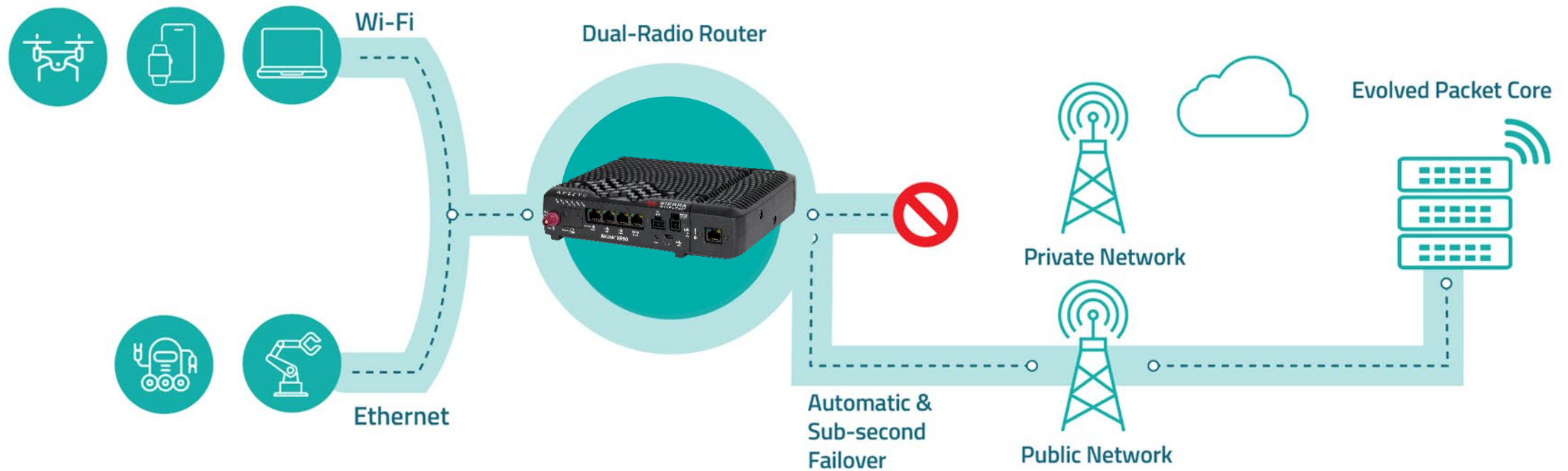


5G Standalone (SA)
(n48, n38, n41, n77, n78, n79)



ULTIMATE NETWORK CONTINUITY

With Dual-Radio Routers and Smart Failover



PERFORMANCE YOU CAN TRUST

Comprehensive Services

Rely on a trusted partner and comprehensive services to keep your networks operating securely and at peak performance, supporting long-term deployment success.



AirLink Services

Comprehensive subscription-based packages to secure, optimize and effortlessly scale your deployments

AIRLINK COMPLETE



INCLUDES:

- ✓ AirLink Management Service (ALMS)
- ✓ Out-of-band management**
- ✓ Firmware updates and security patches
- ✓ Extended hardware warranty*
- ✓ Technical support

AIRLINK PREMIUM



INCLUDES:

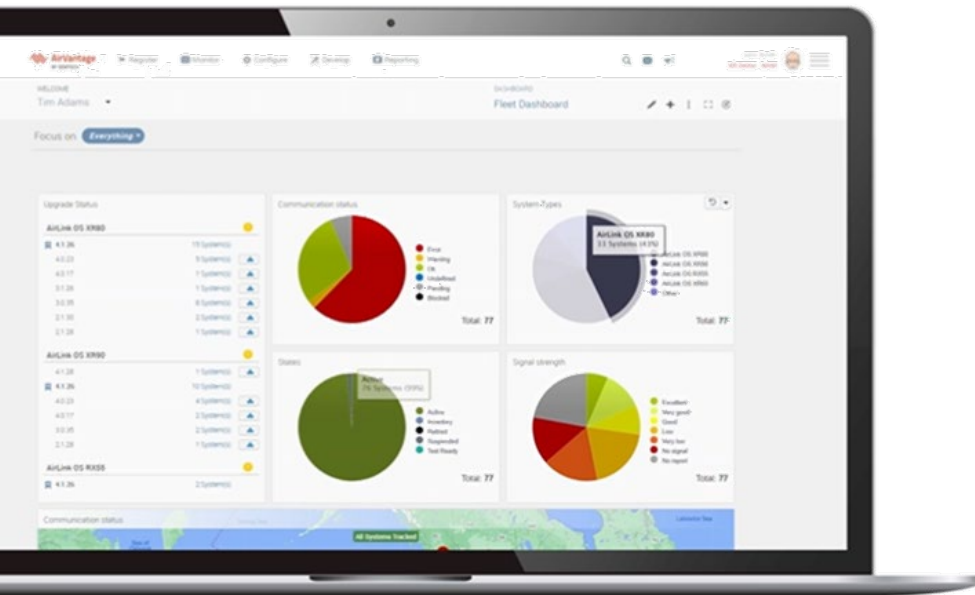
- ✓ AirLink Management Service (ALMS)
- ✓ Out-of-band management**
- ✓ Firmware updates and security patches
- ✓ Extended hardware warranty*
- ✓ Technical support
- ✓ **Advance replacement**
- ✓ **Advanced Mobility Reporting**

OPTIONAL ADD-ONS: Hybrid Cloud | Edge Computing (beta) | Smart Connectivity

*up to 5 years with current subscription. [More info](#)

**XR80 and XR90 only

AirLink Services include AirLink Management Service (ALMS) Platform



The Control Hub of Your Network

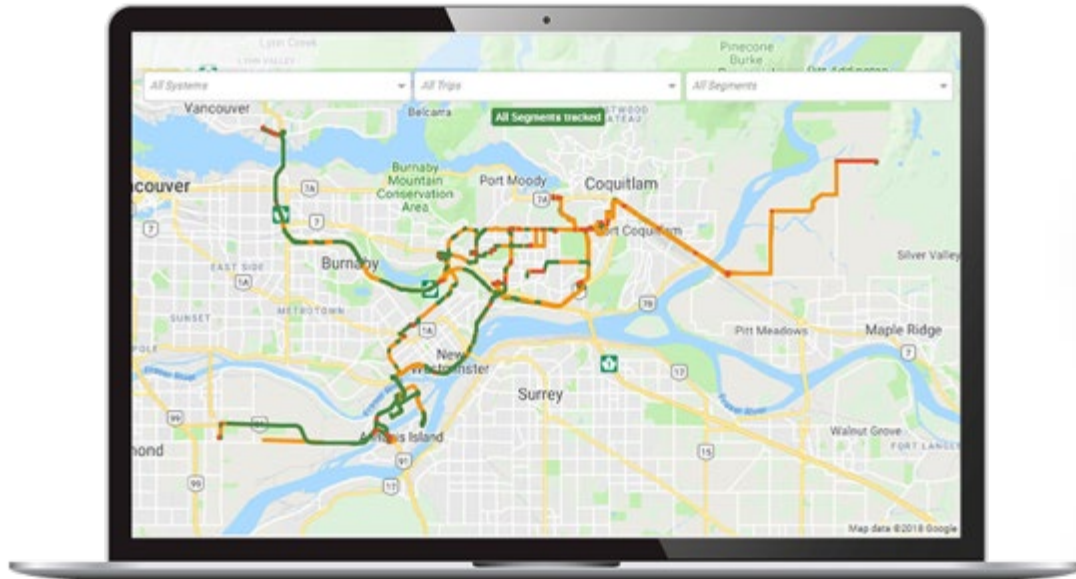
ALMS allows you to remotely configure, manage, secure and troubleshoot your routers – all from a single screen.

The System of Record of Your Deployments

ALMS is not only a cloud management platform but also an excellent tool to streamline the administration of your fleet of routers

Leveraging Purpose-Built Reporting

Advanced Mobility Reporting (AMR) delivers best-in-class network and vehicle analytics based on +25 years of experience in mobile deployments



Included with active AirLink Premium subscriptions

* Requires inertial sensors on the router

** Available on new-gen routers (AirLink OS)



COVERAGE MAPS

Monitor system network connectivity status



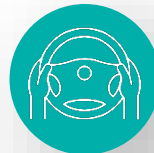
TRIP REPORTS / AVL

Real-time & historical view on vehicle location, stops, speed, etc.



FLEET MANAGEMENT

360° view of vehicle utilization & health



DRIVER BEHAVIOR*

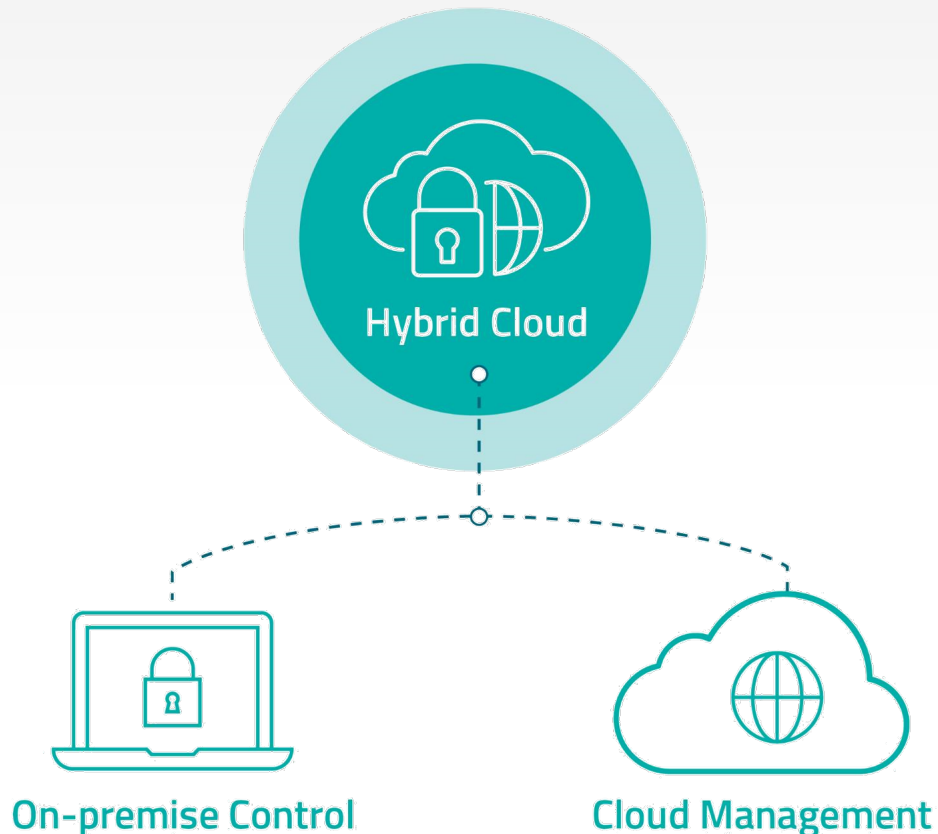
Keep your drivers safe and manage performance



TROUBLESHOOTING

Link Utilization**

Ultimate Security and Control with ALMS Hybrid Cloud Option



SCALES WITH YOUR NEEDS

Based on ALMS, Hybrid Cloud leverages the inherent advantages of cloud technology

ON-PREMISE CONTROLS

All cloud-triggered operations require on-premise approval through integration with your PKI environment

NETWORK ISOLATION

Complete isolation between your management system and your operational networks

OPTIONAL ADD-ON

Can be added to an AirLink Complete or Premium subscription

Semtech Commitment to Security



Expertise

AirLink Routers are powered by Semtech cellular radios allowing us to have broader control over the security of the router solution as well as in-depth knowledge of the security of the devices



Development Practices

AirLink Routers are developed leveraging secure development practices including regular third-party security audits and penetration tests



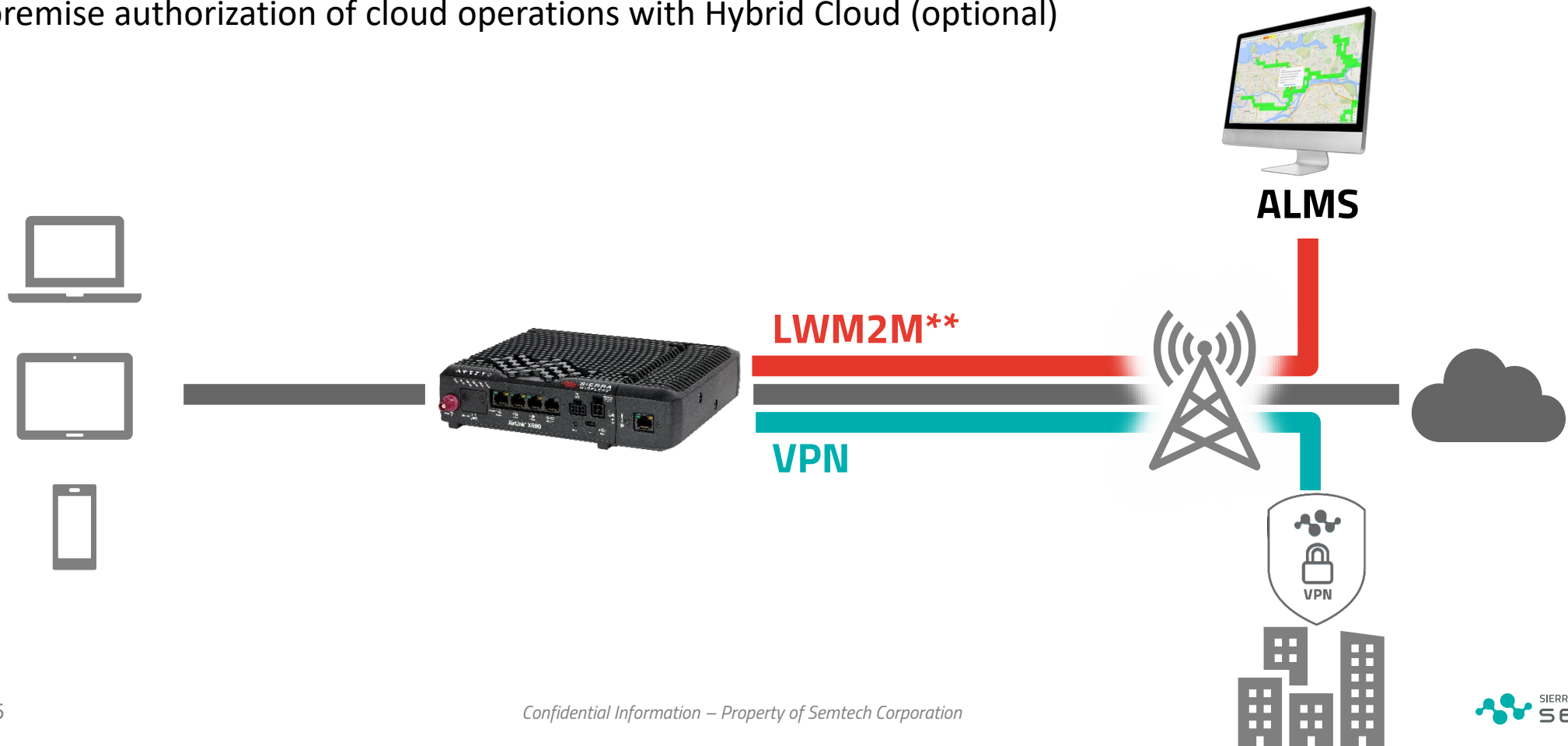
Vulnerability Management

As a CVE Numbering Authority for AirLink routers, we follow MITRE approved processes to accept vulnerability reports, coordinate with security researchers, and issue CVE reports against our products

Delivering End-To-End Security

Our Semtech security model includes:


- Secured High-Security Module (hardware) in the Software Development Process
- Device-initiated communication (LWM2M)
- On-premise authorization of cloud operations with Hybrid Cloud (optional)



REMOTE AND SECURE MANAGEMENT

On-Premise Network Management Option

AirLink® Manager is an on-premise device management solution that allows you to remotely configure, manage, secure and troubleshoot your routers – all from a single pane of glass.

A person in a blue shirt is shown from the chest down, typing on a laptop. The scene is overlaid with several semi-transparent, glowing blue UI panels and icons, including a magnifying glass, a document, a padlock, a person icon, and a gear, suggesting a futuristic or high-tech network management interface.

*Available as an option for the RV55 Router
Coming soon on XR routers (2025)*



The AirLink® Difference

HIGHLY-RUGGEDIZED DESIGN

to ensure survival in tough harsh and hazardous environments

ULTRA-LOW POWER

Pro Compact routers consume less than 1 Watt in idle mode and are specifically designed to operate on limited power sources

VERSATILE SOLUTIONS

supporting both private and public 5G and LTE networks to future proof grid deployments and ensure maximum reliability

ADVANCED NETWORK MANAGEMENT

simplifies router deployment and enables remote monitoring, management and upgrading of all devices

INDUSTRIAL-GRADE SECURITY

with unrestricted access to security patches and hybrid cloud management option

Choosing the Right Solution



ULTIMATE

Highly critical applications requiring dual cellular radios

XR80



PERFORMANCE

Mission-critical applications that get sufficient coverage from a single cellular network

XR60



COMPACT

Remote operations running on solar power or batteries

RX55

Cellular
Wi-Fi
Ethernet
Serial
Edge Computing
Size
Idle Power

Cellular	
Wi-Fi	
Ethernet	
Serial	Single or Dual (RS-232)
Edge Computing	
Size	x5
Idle Power	11W

Cellular	
Wi-Fi	
Ethernet	
Serial	Single or Dual (RS-232/485)
Edge Computing	
Size	118 x 39 x 98 mm (4.6 x 1.5 x 3.9 in)
Idle Power	3.5 W

Cellular	
Wi-Fi	
Ethernet	
Serial	Single or Dual (RS-232)
Edge Computing	
Size	x0.7
Idle Power	0.7 W