

1. Does the LS300 replace the Raven platform product line?

- The LS300 has been designed as the next generation to the Raven product line.
- With an Ethernet and RS-232 Serial port, the LS300 is capable of supporting the same applications as the Raven X, Raven XT and Raven XE with a lower price point.
- Like the Raven line, the LS300 is built to meet rugged military specifications (MIL-STD-810) and is Class I Div 2 certified for use in hazardous environments.

2. What Sierra Wireless software supports the LS300?

- Like all AirLink Intelligent Gateways the LS300 is supported by ALEOS embedded intelligence. The initial version of LS300 is supported by ALEOS 4.3.2, and as new versions of ALEOS are available they will support the LS300.
- The LS300 can be remotely managed by AirVantage Management Service (AVMS). AVMS is a cloud based device management tool for comprehensive one-to-many device management. AVMS is the ideal tool for managing a deployment of any size.
- As with all AirLink devices the LS300 includes ACEmanager for device configuration of one device at a time.

3. Will the Raven platform be EOL in 2013? All of them – X, XE, XT?

- Yes, the Raven line will EOL in 2013. We expect to issue an EOL announcement in mid-2013 with final shipments towards the end of 2013.

4. What are the differences between the LS300 and Raven products?

- The LS300 is as fully capable as the Raven X with a price point and form factor similar to the Raven XE/XT.
- The LS300 is powered by our new Linux based ALEOS embedded intelligence.
- The LS300 is both configurable with ALEOS embedded intelligence and programmable with ALEOS Application Framework.
- The AT&T version of the LS300 supports HSPA+, while the AT&T version of the Raven XT is GPRS and the Raven X/XE is HSPA.
- The LS300 has built-in GPS capability, unlike the Raven products.

5. What are the differences between the LS300 and GX Series?

- The LS300 is only available in 3G technologies, while the GX Series has an available 4G LTE version (GX440) for AT&T and Verizon Wireless.
- The GX series has options that include WiFi, additional I/O, and additional Ethernet ports.
- While both platforms are rugged (MIL-STD 810, Class 1 Div 2), the GX platform carries an IP64 rating for resistance to dust and blowing water.

6. Does the LS300 support Rx Diversity?

- Yes, Rx Diversity is supported by the LS300. Rx Diversity and GPS are supported with the same antenna jack.

7. Will my current power adapter and antennas from the Raven products work with the LS300?

- The power adapter on the LS300 may look the same as the Raven line, however there is an additional ignition sense on the LS300, so NO, the Raven power adapters will not work on the LS300.
- The LS300 and Raven platform uses SMA antenna connectors, so yes, the antennas used with the Ravens can be used with the LS300.
- The LS300 does support GPS, therefore to use location applications a 2nd antenna is required.

8. For which segments/applications is the LS300 best suited?

- Like all AirLink gateways, the LS300 is suitable for a wide range of applications in the Industrial, Transportation and Enterprise segments.
- However, due to its form factor, 3G support, available ports and current software capability, the ideal applications for the LS300 are:
 - Remote Asset Monitoring (Energy/Infrastructure): Rugged design enables deployment in the most extreme and hazardous environments, while the small form factor allows for installation in existing casings and enclosures. RS-232 Serial and Ethernet ports for versatility to support legacy and new equipment. ALEOS provides 24/7 session persistence, remote configuration/management and simplified integration with legacy equipment.
 - Security/Surveillance: Low profile for easy installation into camera casings, and simple configuration with Ethernet port enables real-time video capture. ALEOS keep-alive features and a large temperature range enable a persistent, reliable connection.
 - Customer Engagement (Point-of-Sale (POS), Kiosks and Digital Displays): Low profile design allows for installation into existing enclosures. Built-in security features enable the LS300 to be part of a PCI Compliant solution.
 - Fleet Management: In-vehicle mounted for 3G mobile data and location. Small form factor enables discreet mounting and MIL-STD-810 compliance ensures high performance in extreme environments.