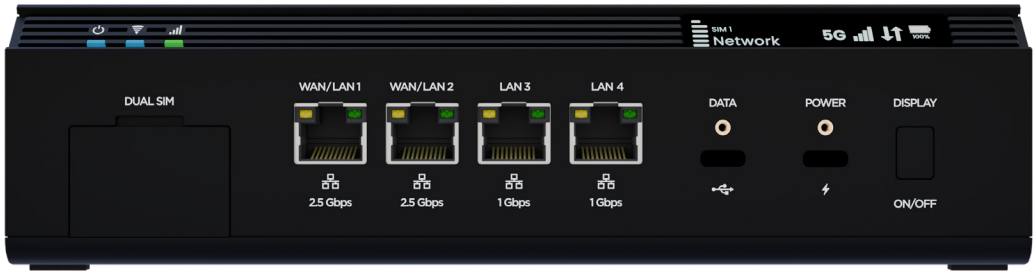
inseego

Inseego FX4210 Seller Guide

Enterprise 5G Fixed Wireless for Primary or Backup Connectivity



What Is the FX4200?

FX4210 gives you an affordable, reliable way to deliver business internet on the Verizon network. It's a cost-effective alternative to more expensive solutions, without compromising the performance, security, or manageability IT teams expect.

Key Technical Highlights

- **5G Performance:** Multi-gigabit capable speeds (carrier and signal dependent)
- **Ethernet Ports:** Multiple LAN/WAN ports including 2.5GbE
- **Wi-Fi:** Integrated Wi-Fi 7 for local device connectivity
- **Antenna Support:** External 5G antenna ports (4x4 MIMO) for enhanced signal and performance
- **Display:** On-device status and diagnostics for quick installation and troubleshooting
- **Deployment:** Rapid turn-up with carrier-certified 5G connectivity

Top Use Cases

- Primary internet for sites without fiber or cable
- Failover / backup connectivity for business continuity
- Temporary or mobile locations (construction, pop-up retail, events)
- Ability for IT to remotely monitor and manage devices, even if the primary connection is down

When to Bring It Up

- Fiber install delays, high buildout costs, or lack of wired options
- Business-critical uptime requirements
- Fast deployment needs (days vs months)
- Distributed or remote site deployments

Qualifying Questions

- Are you supporting a single site or multiple locations?
- How are you managing connectivity across those locations today?
- Are you working with IT on deployment and ongoing management?
- How important is it to have something that's easy to scale without increasing costs?

Objection Handling

Wireless reliability: Enterprise-grade 5G with external antenna support
Already have fiber: FX4210 complements fiber as a failover path
Cost concerns: Downtime, lost transactions, and delayed openings cost more. FX4210 provides a reliable, cost effective way to keep locations running.
Affordable alternative: Delivers the performance, security, and manageability IT expects at a lower total cost.

Inseego FX4210 — Seller Talk Track

Open the conversation

“How are you handling business internet today, and what’s the impact if that connection goes down?”



Position the FX4210

“FX4210 gives you a reliable, cost effective way to deliver business internet on the Verizon network, whether that is primary connectivity or backup. It is built for fast, flexible deployment so customers are not waiting on wired installs to get up and running.”

How to Talk About It

"It is really about keeping sites connected and operational, especially when timing, uptime, or location make wired options challenging."

Discovery

“Where are you seeing gaps today, delays getting sites live, risk of downtime, or locations that are hard to wire?”

Handling Objections

This is purpose built for business needs. You are getting the reliability and performance required for critical operations, with a more cost effective approach than higher priced alternatives.

Close

“Let’s bring Inseego in early to align the solution with the Verizon network and keep deployment moving fast.”

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