CHOICE IOT
SIMPLIFYING IoT CONNECTIVITY

CASE STUDY - AUTOMATION

VITRALOGY

"The fact that I have one place to go to manage these routers is helpful. I no longer need to get involved in the rollout. I handed this over to our onboarding team and they can run it despite not being very technical. This is a testament to the ease of use for provisioning."

- Joseph McEvoy, CTO of Vitrology

SUMMARY

Vitralogy's Smart Controllers required sourcing routers and cost-effective IoT wireless service

Activations and management were consuming too much time and effort

Partnering with Choice IoT resulted in realized **savings of over 15%**

OVERVIEW

Vitralogy is a premier System Integrator based in Melville, NY, whose mission is to empower management of facilities' compliance and maintenance with the devices and systems already in use.
Vitralogy provides management services for their Cooling Tower customers. In these deployments, the Cooling Towers require constant monitoring and interaction via Smart Controllers.

CHALLENGES

Vitralogy was experiencing difficulty in establishing a reliable, cost-effective wireless connection. Previous experiences with wireless data providers resulted in a slow and cumbersome activation process, sub-par connection management, and expensive service costs. There was a lack of simplicity in getting their users up and running quickly, ultimately affecting customer satisfaction.

Since this specialized wireless connectivity is not a core part of Vitralogy's offerings, they sourced routers from Amazon and then had to deal with a huge wireless carrier, which resulted in unnecessary delays and expensive service costs as well.

SOLUTION

Partnering with Choice IoT provided Vitralogy with a single pane of glass platform to easily manage their devices. Choice's connectivity and management platform CAMP™ allowed them to quickly deploy new users and effectively maintain control of their data costs. CAMP is accessible from any mobile browser and allows partners, the ability to activate SIMs quickly, while providing visibility into data usage with detail reports and alerting capabilities, helping streamline operations and improving cost controls.

Choice also provided Vitrology assistance in procuring just the right type of hardware for their use case and budget. Vitralogy not only eliminated all the frustrating time spent managing their solution, they also realized savings of over 15% compared to their previous service plans. The commitment and dedication shown by Choice IoT has been invaluable in helping Vitrology overcome the challenges they had faced managing their Wireless Connectivity.

Learn more about how Choice IoT is simplifying IoT Connectivity

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