

# CASE STUDY - SD-WAN

## SUMMARY

Spectrotel's growing wireless subscriber base required finding a connectivity partner that could provide cost-effective IoT wireless data service

With IoT opportunities exploding, Spectrotel needed a trusted partner with IoT experience

Partnering with Choice IoT resulted with increased speed of deployments, significant reduction in issue resolution, and customized plans for their use cases



*Choice offers competitive price points and as such has been flexible in giving us the data plans we need to accomplish and pass on these savings to our own end customers.*

*We absolutely recommend Choice IoT.*

***Easy to do business with, dependable and always responsive** in assisting Spectrotel and its customers.*

*Jay Kim*

*Director of Product Management  
Spectrotel*

## OVERVIEW

Spectrotel's comprehensive portfolio of voice and internet connectivity solutions are built on the backbone of proven, market-leading solutions that enable their customers to connect all of their locations - even the most remote locations. Fast, secure and easy-to-deploy wireless connectivity is crucial for successful long-term deployments, either as the primary connection or acting as the reliable failover connection.

## CHALLENGES

Spectrotel has grown rapidly its wireless data subscriber base over recent years. Sensing unique opportunities presented by both the growth of IoT along with advancements in 5G technology, Spectrotel needed a wireless partner that could meet the evolving demands of the marketplace: IoT solution experience, **customized data plans**, and an intuitive **user-friendly portal** for activations, changes, reporting, monitoring and operations.

## SOLUTION

Choice IoT brings value in understanding, identifying and providing solutions in the rapidly emerging and untapped IoT market. Businesses are seeking out technology partners to help them get situated with asset trackers, fleet, cold storage, smart utility sensors, and literally any remote smart device that connects to the Internet and provides valuable business intelligence and insights.

Choice offered competitive price points that provided flexibility in giving Spectrotel the **efficient data plans** needed to accomplish and pass on these savings to our own end customers.

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.



Learn more about  
how Choice IoT is  
simplifying  
IoT Connectivity

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