

IoT

IoT Device Manufacturers & Resellers

Network Infrastructure is key to customer satisfaction when investing in IoT devices and solutions.



The challenge for Device Manufacturers and Resellers

Your customer has bought into the idea of using your devices and is in a position to buy. How can you make the proposition more attractive and close more deals? By giving assurance to them that the device will have all it needs to connect to a premium business network in the box. A Spitfire IoT SIM. Not only that but they will be able to take advantage of our single, secure network.

Why Spitfire is the right choice for your customers to connect up their devices



Spitfire's approach to supporting IoT

Spitfire will provide IoT SIMs with competitive data packages and a service backed by our own network. Once on-net Spitfire can connect cloud applications, fixed & remote sites and provide a secure network from the SIM right across the Network.



What happens then?

From there onwards the customer will have a single point of contact for all their network infrastructure requirements. Building a bespoke solution will improve performance and security ultimately leading to a happy customer and further orders!



How will the customer connect?

A SIM can be provided to your company, to ship with each device. Your customer can call Spitfire where a trained and capable IoT team will be on hand to connect up the service.



How do I sign up?

Call Spitfire and you will be put in touch with our IoT team, you will be assigned a dedicated IoT Specialist who will be able to introduce you to all our products & services. Not only this but they will be able to assist you with pricing, network design & support your customers account management needs going forward.

IoT Solution

Ensure customer satisfaction with your devices by Partnering with Spitfire

Here are the 3 key elements:

THE HARDWARE

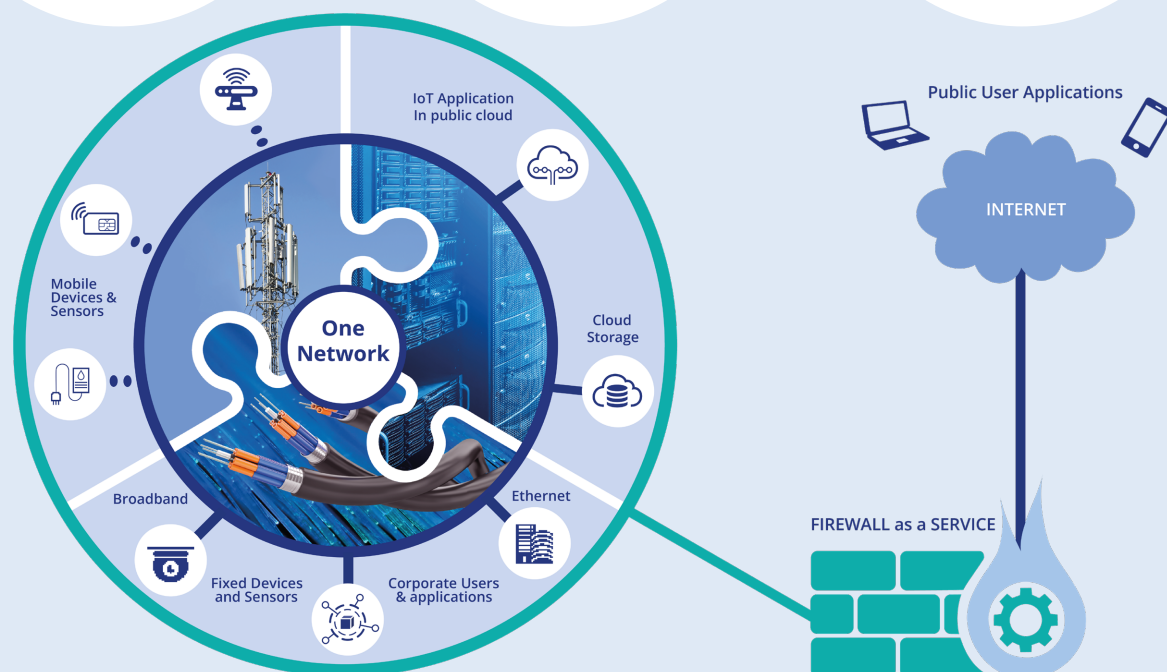
Sensors, devices and SIMs, wherever they may be required, to collect and record raw data.

THE CONNECTIVITY

The link between the hardware devices and the cloud based software applications using intelligent networking and data connectivity.

THE APPLICATION

Smart applications and data analytics which translates raw data into information, alerts and action presented in a management platform.



Let Spitfire simplify the process by offering a secure private MPLS network for your IoT solution, significantly reducing the time spent configuring and securing your data network:

- Highly secure by avoiding public internet traversal
- MPLS / Private APN networks available
- Fixed public and private IP addresses
- Avoid need for encryption
- Single provider for all connectivity
- Flexible pricing plans
- Single bill and point of contact
- Easy to manage and support

One network, one supplier, one bill, one contract, one contact.

Sales 020 7501 3344 • Partner Services 020 7501 3150
Innovative • Flexible • Reliable • Supportive • Cost Effective

www.spitfire.co.uk