

IoT

## Managed Service Providers

Maximising and preserving the potential in your customer base by working with IoT.



### Fully engage with IoT by partnering with Spitfire and build your revenue in the process

You're already responsible for securing and maximising the benefit of IT and Cloud services for your customer base, now you're being asked what is IoT and can you support it for us? With Spitfire IoT the answer will be, yes I can!

### How Spitfire helps MSPs flourish in the World of IoT



#### How important is IoT to MSPs?

IoT adoption is expected to explode across multiple vertical markets over the next few years. In many cases, existing and new network infrastructure will be used to support these solutions. This presents an opportunity to expand your MSP business into an exciting and lucrative new technology market.



#### How will Spitfire help?

Spitfire are experts in designing WAN solutions after decades of providing fixed line and mobile services. More recently, express route and cloud firewall products with a MPLS solution as the mode of delivery. Read more about Spitfire One Network solution: [www.spitfire.co.uk/ournetwork-mvno/](http://www.spitfire.co.uk/ournetwork-mvno/)



#### What Benefit can be gained from getting involved with IoT?

When businesses begin to see the benefits of IoT, change will happen quickly. Solutions include platforms, software, devices & connectivity. All of which will need to be sourced and supported. MSPs who are early adopters will grow their businesses rapidly by building IoT into their portfolio of services.



#### How do I get involved?

When you contact Spitfire you will be assigned a dedicated IoT Specialist who will be able to inform you of our products which include fixed line and mobile services all using our own network, we will design bespoke networks which will secure revenue from existing and new customers.

## IoT Solution

### Build Revenue & Access new customers by engaging with IoT

Here are the 3 key elements:

#### THE HARDWARE

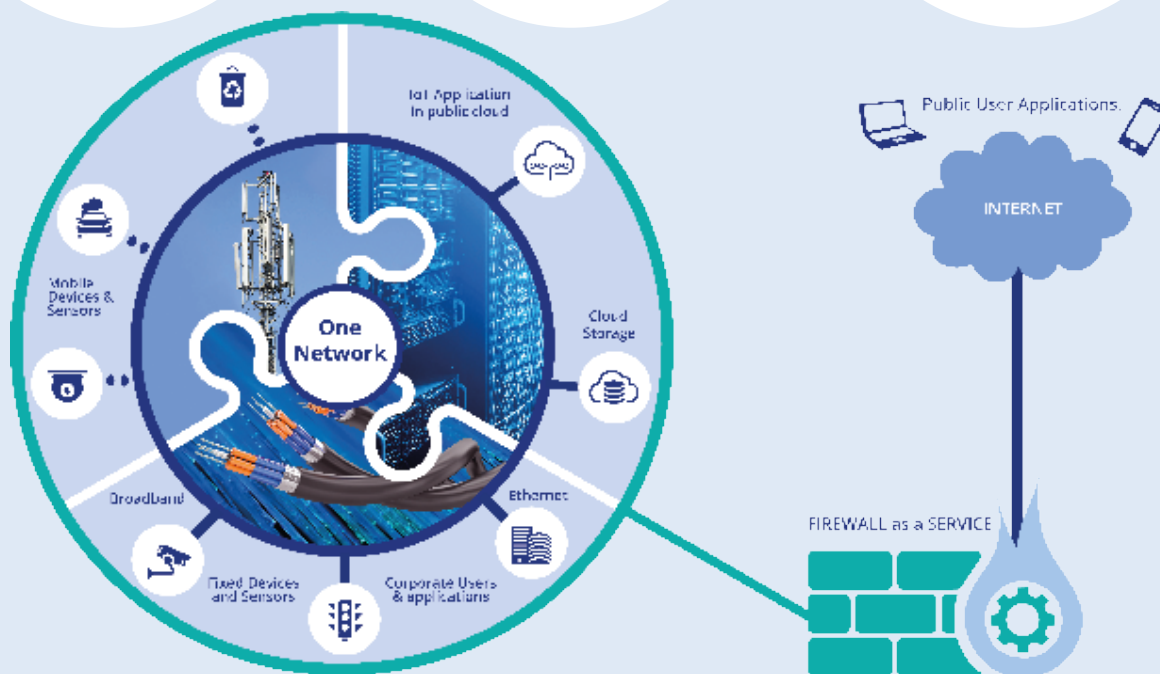
Sensors, devices and SIMs, wherever they may be required, to collect and record raw data.

#### 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](http://www.spitfire.co.uk)