

IoT

Software Developers

Take a holistic approach to customer success by partnering with Spitfire



How IoT software developers can create a great customer experience by Partnering with Spitfire

Your software works like a dream, and customers are bought into the benefits of IoT solutions to their business, they have a concern. What if they can't access the data from the software. Spitfire will design a bespoke WAN solution including fixed line and mobile services for secure, resilient and high-performance access to your software hosting platform.

Why Partnering with Spitfire for IoT infrastructure solutions is the right way to create satisfaction in your customer base.



How can Spitfire help our solutions improve for the customer?

Our bespoke network infrastructure means a better customer experience with your Software to add to your strong reputation of delivering customer success. This in turn will encourage more customers to use their platform.



Do I need to be involved with implementation?

Again, not if you don't want to, Spitfire will manage pre and post sales and project manage the implementation phase to ensure success within your software timeframes.



Will I need to learn about Networking?

Not if you don't want to! Spitfire will provide you with a dedicated account manager who will either work with you and the customer to design a solution, or can consult directly with the customer to help the customer enjoy benefits of your software as it was meant to be.



What do you supply?

Fixed Line & Mobile Connectivity, MPLS Networks, Cloud Connect to Azure & AWS, Firewall-as-a-service based on Fortigate firewalls. Any routers or core network infrastructure will be provided and supported by Spitfire. Any IoT software, platform or devices will not be provided.

What is a Software Provider IoT Solution?

Here are the 3 key elements:

THE HARDWARE

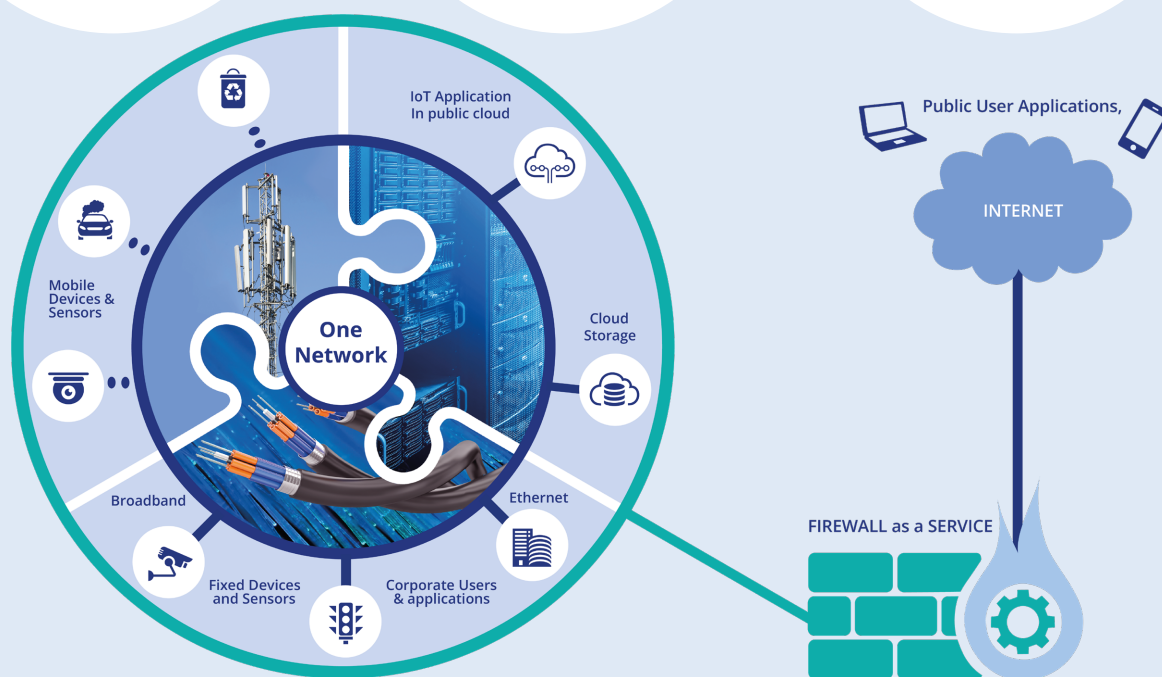
Sensors, devices and SIMs installed around the city to collect and record raw data.

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