

IoT

## Solutions Architect

IoT solutions require many elements to make them work well and keep the customer happy. Finding suppliers that can assist with this can be a challenge.



### Sourcing Network Infrastructure to Support IoT Solutions

You know your customer and what they are hoping to achieve from investing in an IoT solution, now you need to fulfill the requirement. We take a holistic approach to solution design and keep security and performance at the top of our priority list. We use our own network to deploy fixed line and mobile data services complimented by MPLS, FWaaS & Cloud Connect to make your IoT solution sing!

### How Partnering with Spitfire will make Solution Design easier, more secure and higher performing



#### What is different about Spitfire as an IoT service provider?

Not only is Spitfire a full MVNO, but we are also experts in network infrastructure solution design, it's our bread and butter.

With this where security and performance are crucial to customer success you need only speak to Spitfire.



#### How much support will my customers get?

Ongoing support is standard, all elements Spitfire provide can be supported either via your company or directly with the customer if that is your preference. Our services are all backed with performance and support SLAs. Your IoT Specialist will also be available to help with any pre/post sales queries.



#### How easy is it to engage with us?

From the first call, Spitfire will assign you a dedicated IoT Specialist, who will introduce you to our product portfolio and provide consultation on our solutions, whether it's for IoT SIMs or a full network infrastructure solution designed to fit your customer's needs.



#### What products do you supply?

Fixed Line & Mobile Connectivity, MPLS Networks, Cloud Connect to Azure & AWS and 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.

### Partner with Spitfire for your IoT Solutions

#### THE HARDWARE

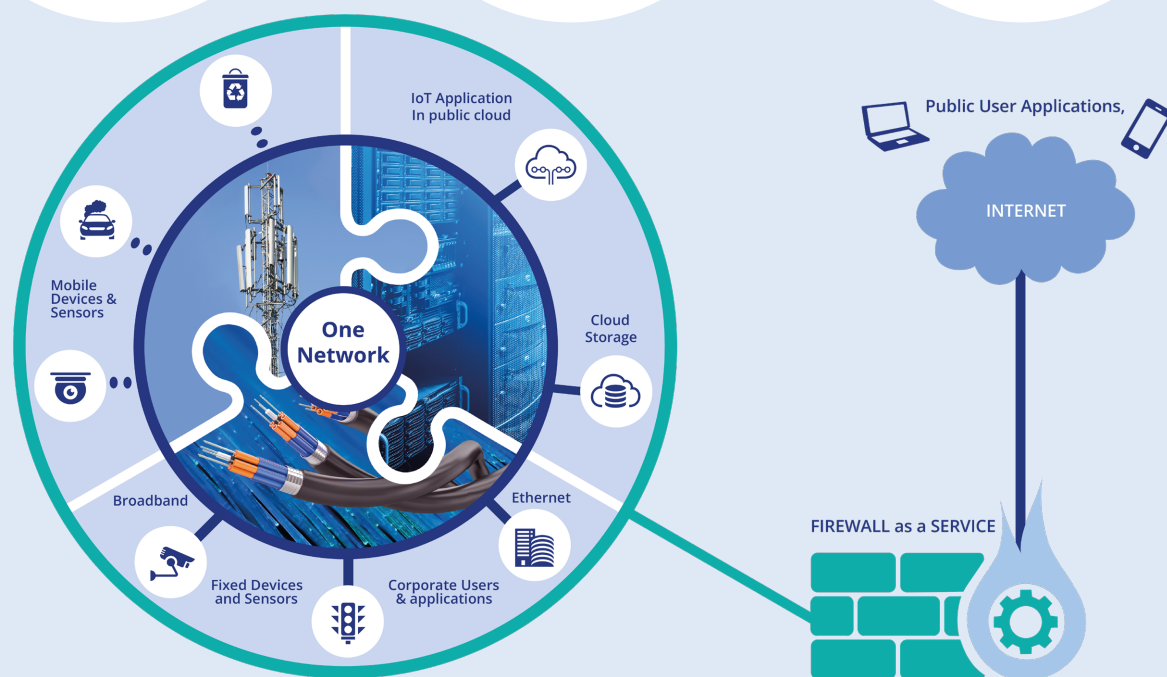
Sensors, devices and SIMs installed, wherever they may be required, collect and record raw data.

#### 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**