

4G

4G Routers /
Mobile Data Only

Airespring
AT&T
BCN
Broad Sky
CBTS
CenturyLink
Comcast Business
Coeo
Expereo
Granite
Hypercore
MetTel
NetFortris
NHC
Nitel
Sierra Wireless
SpectrolTel
Spectrum
RTech Solutions**
T-Mobile
TPx
Verizon
Windstream



IoT

AT&T
Broad Sky
Expereo
MetTel
NTT
RTech Solutions**
Sierra Wireless
Telstra
Verizon



Cell service w/ Data

AT&T
Granite
MetTel
RTech Solutions**
T-Mobile
Verizon



Enterprise Mobility
Management (EMM)/
Mobile Device
Management (MDM)

Advantix
AT&T
Granite
MetTel
Mobile Solutions
Sirius
Verizon*
Telegistics



Wireless Expense
Management

Advantix
Granite
MetTel
Mobile Solutions
Renodis
Telegistics



International

Airtel
AT&T
China Telecom
Expereo
RTech Solutions**
Telstra
Verizon



Satellite

Broad Sky
Expereo
Viasat



Single SIM

Advantix
MetTel



Line of Sight Wireless

Rise Broadband
Skywire
Towerstream



**MOBILITY
BREAKDOWN**



*Doesn't pay
** Coming soon



MOBILITY DISCOVERY QUESTIONS



DISCOVERY: Mix and match these questions as a starting point to help uncover wireless opportunities with customers today



General Discovery

We're talking landline (or we've done XYZ together), but did you know that we can help with wireless inside and outside of the office?

Everything we do is wireless now too, what do your needs look like there?

How many remote employees do you have?

How many offices do you have?

*helps to uncover 4G failover opportunities and determine how many wireless access points they have



EMM/MDM

Do you have a BYOD policy in place? Tell me a little bit about the policy itself.

What are you leveraging to secure and encrypt data on employee devices?

Is staying compliant on mobile on your organizations radar?

How would productivity increase if your in-house resources could focus on strategic projects rather than setting up and managing employee's cell phones?

Do you have 2+ wireless providers?

Who optimizes and keeps your mobile network secure?



Managed WiFi

Do you currently offer free WiFi to customers at your stores?

Are you pushing mobile notifications to customers while they're on site?

What are you currently doing to engage in-store customers via mobile?



IoT

Does your company have an IoT adoption plan?

When it comes to your wireless profile, do you have a fleet or factory focus?

What are you doing with the IoT data you collect?
*helps to uncover adjacent data center opportunities