

Mobile Workers Find Efficiencies with Constant Network Connectivity for Vehicles



Cradlepoint In-Vehicle Solutions & NetCloud Service Enable Workers on the Move

Solution: NetCloud Service for Mobile ■ **Industry:** Public & Private Sectors ■ **Use Case:** Fleet



Many LTE use cases now center on the needs of mobile customers and staff. Mobile offices, such as those found in police patrol cars and ambulances, currently rank as the most popular application of LTE. That's because LTE routers that are ruggedized and purpose-built for fleets can provide secure, reliable wireless connectivity.

IDG

Summary

The last thing any busy sales executive can afford is wasted time and money, but that's exactly what's at stake when businesses send their professionals into the field without the ability to stay connected to the network. With in-vehicle WiFi businesses can increase uptime and decrease staff time spent driving to and from the office.

The reliability of Cradlepoint NetCloud Service for mobile, which includes purpose-built routers featuring embedded LTE and NetCloud Manager, Cradlepoint's network management service, offers always-on LTE connectivity to keep staff securely connected wherever their customers take them.

Background

In a world where traditional tethers to the central office have all but vanished, enterprises that operate vehicle fleets require constant and dependable mobile Internet connectivity to keep up. Businesses, organisations, and public agencies find productivity gains and improved fleet management by deploying dependable mobile connectivity in vehicles helping drive centralised efficiency of time, money, and resources.

An “on-the-road” executive should be able to access all the necessary data, information and systems they need to successfully fulfill their role anytime and from anywhere.

Enterprise Needs

Mobile workforces present unique connectivity challenges when compared to a traditional office environment. Travelling along bumpy roads, traversing service areas, and powering devices using a vehicle battery are factors requiring special considerations and planning. A total solution should take into account all aspects of virtual and physical layouts, as well as anticipated usage. You’ll find that you’re not simply choosing hardware and a data plan, but rather looking holistically at how to optimise a comprehensive solution for reliable, stable connectivity on the road.

Decision makers should move strategically when incorporating mobile connectivity in conveyances, anticipating challenges, following industry best practices, and choosing a solution that can be planned, deployed, managed, and scaled with “zero-touch” configuration.

Solution

To meet the mobile office needs of field-based staff, enterprise grade LTE wireless routers provide secure, reliable, and super-fast connectivity over a choice of mobile networks, enabling extended features and capabilities. With Cradlepoint NetCloud Service for mobile networks, including WAN link termination and traffic management, a firewall, and cloud configuration and troubleshooting, all delivered via a purpose-built

router with embedded LTE, 24x7 support, and a limited lifetime warranty, staff can access mobile Internet from anywhere with phones, laptops, and tablets.

With an integrated LTE modem, the NetCloud Service for mobile can replace other USB-based products. Also, the ability to use external antennas gives mobile staff the consistent connectivity they need transforming their vehicles into mobile hotspots.

Organisations can leverage Internet connections to offer customers on-site payments and input data, while ensuring secure communication between devices. To protect customers and keep sensitive information secure, software with encrypted communication protocols safeguards against “eavesdropping” and other interventions.

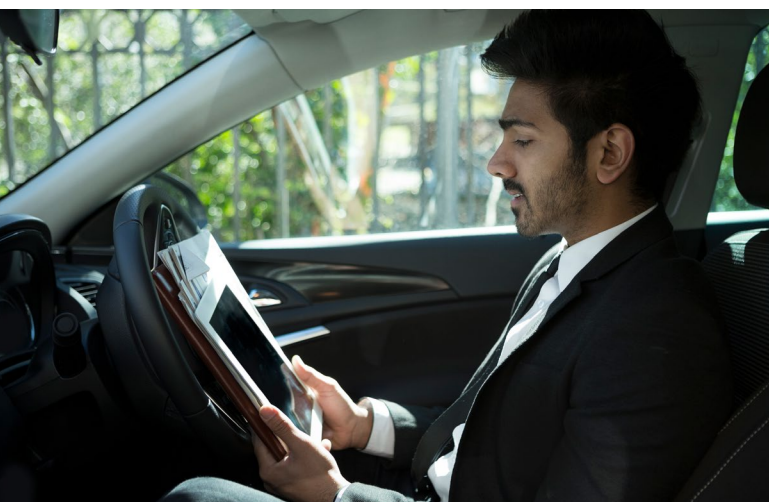
Additionally, Cradlepoint’s solutions can give mobile workers the ability to handle administrative tasks that are often difficult to manage out of the office like accessing and updating CRM databases, logging mileage and expenses, printing invoices, making Internet calls, video conferencing, and downloading and sharing data remotely. Having consistent, reliable access to central office networks allows field-based staff to make the most efficient use of their time between appointments.

To help manage the network with much more ease and efficiency, organisations and fleet managers can use NetCloud Manager for remote troubleshooting and instant response once challenges arise. Choosing a sturdier, more robust WAN solution that provides four-nines uptime, WiFi capabilities, external antenna options, and the ability to be remotely managed will keep staff connected and boost productivity yielding substantial ROI.

Benefits

Consistent Network Access from the Field

With four-nines connectivity, sales teams can confidently record and save key information to business CRM and ERP systems from their vehicles to the office network. In turn, their co-workers can view and respond to this information right away to ensure that urgent decisions can be made with accuracy, saving valuable time for everyone involved.





WiFi in & Around the Vehicle

The Cradlepoint's dual-band, dual-concurrent 802.11 WiFi turns mobile offices into rolling hotspots, providing cost-effective connectivity for all devices in and surrounding the vehicles, including mobile phones, tablets, computers, and printers. The antenna connection can be positioned externally for optimised coverage.

Remote Enterprise-grade Video Conferencing or VoIP

The ability to stream enterprise-grade video from in-vehicle WiFi allows field-staff to use online conferencing facilities away from the office and make cost-effective International calls over the Internet.

Ruggedized

Cradlepoint's devices are ruggedised for vibration, shock, dust, splash, and humidity. They are also designed to continue operating at temperatures ranging from -30 degrees C to 85 degrees C.

Compact Form Factor

Cradlepoint's compact device is small enough to easily fit in all types of vehicles. It's easy to access yet small enough to not hinder users' day-to-day operations and can be easily integrated with other in-vehicle technologies.

Extended Power Options

Cradlepoint's devices allow direct installation into a vehicles electrical system and are designed with built-in transient and reverse polarity voltage protection.

Multi-carrier Support

Multi-carrier routers prevent organisations from being “locked in” to a particular carrier which provides “future proofing” in fleet management.

Cloud Management

Cloud Management means you can easily monitor your entire fleet, configure multiple routers at one time, and deploy updates within seconds. Cloud management also provides access to reporting, analytics, diagnostics, security applications, and alerting. This can be used to monitor data usage and avoid overages.

Lower Cost of Ownership

The ability to remotely manage and configure mobile routers through cloud management reduces total cost of ownership by decreasing technician time required in the field.

Cradlepoint’s NetCloud Manager provides a fast speed to deployment with “zero-touch” configuration.

Secure Connectivity

Mobile routers offer enterprise-grade security with advanced security, VPN, and stateful firewalls to protect sensitive data. They are also designed for PCI compliant network architectures.

Cradlepoint’s NetCloud Service for mobile has become a “go to” solution for in-vehicle connectivity Internet. Providing instant and reliable LTE connections for a multitude of applications, Cradlepoint’s solutions are unlike any other wireless router in the market. Large deployments of these devices can be managed using Cradlepoint’s NetCloud Manager to monitor, configure, and upgrade geographically-dispersed systems without requiring on-site technical resources.

As the first to pioneer and fully enable high-speed LTE in our solutions, Cradlepoint maximises the potential of the cloud for businesses worldwide.

[Learn more at cradlepoint.com](http://www.cradlepoint.com)

