IoT Connectivity Providers Comparison

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Selecting an IoT services provider can be lengthy, difficult and expensive.
Here is a quick guide that explains various options available.

IOT CONNECTIVITY PROVIDERS COMPARISON			
	NEO	**MNO[1]**	**MVNO[2]**
Wireless Services Options	Data, SMS	Data, SMS, Voice	Data, SMS, Voice
How Connectivity is Ordered	Online - 24/7	Through sales representative	Through sales representative
Pricing	Transparent pricing. Check here.	Custom (based on deployment size)	Custom (based on deployment size)
Minimum Volume Commitment	None	Minimum number of connected units required (Typically >1,000 units)	Minimum number of connected units required (Typically >500 units)
Contract Process & Amount of Time Required	Online: Quick (in minutes)	To be negotiated with sales representative; Can be lengthy	To be negotiated with sales representative; Can be lengthy
Information in Connectivity Management Portal	In real-time	In real-time	Not in real-time (typically hourly updates)
Time-to-order and Set-up Connection	1 to 2 days	Weeks-to-months	Weeks-to-months
Support	Fast, easy, and free with online documentation and via a support community	Inflexible, expensive, optimized for smartphone business	Does not own its own network so will refer you to its carrier partner
Total Cost of Ownership	Low	Higher	Higher

1. MNO – Mobile Network Operator, also known as cellular company, mobile network carrier, wireless service provider, or wireless carrier. It is a provider of wireless communications services that owns and controls all the elements of the cellular network, including the radio access network (the antennas spread across the country). In the US, MNOs include Verizon, Sprint, AT&T, or T-Mobile. (source: Wikipedia)

2. MVNO – Mobile Virtual Network Operator. It provides the same wireless communications services as an MNO, but doesn't own or control the wireless network infrastructure. Rather, it has a business agreement with an MNO to obtain bulk access to network services at wholesale rates (source: Wikipedia).

ABOUT NEO

Neo enables any company to easily develop, launch, and manage innovative M2M and IoT solutions that require cellular connectivity while dramatically reducing the time, cost, and hassle of obtaining and operating connectivity through traditional channels. Neo is powered by Aeris.

Get in touch

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