VOICEPLUS

MOBILE ROUTER IS VIABLE ALTERNATIVE TO FIXED LINE SERVICE

Typical Use Cases

- Retail outlets with poor ADSL connectivity e.g. in shopping malls
- Transient sites such as road and rail works
- Events: Sporting stadiums, concerts
- Pop-Up Stores, short term retail outlets
- Construction sites
- Remote: Mining and Defence industries
- Offshore sites such as oil rigs
- Alternative to data service nbn migration

Executive Summary

The 4GX Managed Router solution delivers reliable internet connectivity as a viable alternative to poorly performing fixed line services. The solution comprises a Sierra Wireless MP70 router configured, deployed and implemented onsite by VoicePlus. A managed service allows proactive monitoring of connectivity, usage alerts, remote management of updates, and a priority replacement service.

Solution Equipment

VoicePlus has deployed the MP70 router across wide-ranging industry verticals and varying Use Cases. Originally conceived as an in-vehicle device, it has proven to be a robust and agile mobile connectivity device achieving speeds which meet business requirements.

	Sierra Wireless MP70 With dual-band Gigabit Wi-Fi and Gigabit Ethernet, the AirLink MP70 offers up to 300 Mbps downlink speeds over LTE-Advanced and up to 1.3 Gbps over 802.11ac Wi-Fi (with 3x3 MIMO) and Gigabit 4-port Ethernet. The AirLink MP70 can host up to 128 simultaneous Wi-Fi clients and has multiple SSIDs to support public and private network connections, in addition to managed Wi-Fi services for content filtering. It concurrently connects many mission critical applications including laptops, DVRs and tablets, in addition to providing live video streaming, and rapid and secure access to remote databases, such as record management systems. The AirLink MP70 supports 21 LTE frequency bands, enabling superior coverage on LTE networks worldwide. With automatic configuration of the radio based on the SIM. RRP$1395
	Panorama Starfish MiMo Portable 4G Antenna The DMM antenna provides an innovative and future proof solution for 2G/3G and 4G networks. Incorporating two separately fed ultra-wide-band elements in a single housing the DMM is equipped to provide portable MiMo and diversity support for the networks of today and tomorrow. The DMM is highly portable and features desk mount feet which fold out for use, and flatten for transport. A handy suction window mount (DMM-7- 27-2SP Variant) enables users to optimise their signal in multiple locations, for instant installation and easy removal. The product is supplied with up to 2 metres of cable and a variety of adaptors are available. RRP $110

CASE STUDY

Since 2012, VoicePlus has supplied and deployed preconfigured managed routers to Downer Group for reliable and agile internet connectivity at temporary sites and sites awaiting Telstra infrastructure, mainly across the rail, road and mining industries.

VoicePlus provides Downer with its Managed 4GX Router solution to

- Provide agile connectivity for worksites requiring regular relocation
- Deliver reliable connectivity and enhance productivity for business-critical tasks
- Provide technical support for end-users in the field
- Reduce costs by retrieving and reusing rapid router hardware, and eliminating upfront capital outlay for the units
- Provide an Asset Register with each router accounted for by location, cost centre and ownership

CASE STUDY

VoicePlus has managed the deployment of managed routers to 900 SFG retail stores across Australia, providing a WAN wireless store environment.

VoicePlus was responsible for solution design, router configuration, deployment management through a custom web portal, and production of training manuals.

The outcomes of moving from a fixed line to the Rapid Router Connectivity wireless environment were:

- a 40% saving on the ICT connection costs per store
- a data pool shared across the stores eliminating charges for excess data use
- a more reliable and faster internet connection
- a failsafe response to keep the stores online if WiFi is compromised
- use of Jasper SIMS for increased security of devices and intellectual property content
- flexibility and speed of commissioning and decommissioning stores

Managed Service: protect your connectivity

VoicePlus MP70 Managed Service provides peace of mind that your business-critical connectivity is being diligently monitored and proactively protected.

Our Priority Replacement Program also manages the rapid replacement of a damaged device, and our HelpDesk is a reliable human point of contact providing Level 1 and 2 technical support.

Service Level	
Help Desk Support: 8am-6pm Mon-Fri	✔
Help Desk Support: – Level 1 or 2	✔
Equipment & Software Fault resolution	✔
Coverage & Network Resolution	✔
Remote Device Reprogramming	✔
Firmware updates: Security patches	✔
Priority Advance Replacement Program	✔
Repair of Devices	✔
24/7 Monitoring of device via Online Service • Signal Strength & Alerts with proactive resolution • Data usage alerts with proactive notification and agree process flow on action • Device up or down alerts with proactive resolution	✔
Monthly Review & Reporting • Adds, moves & changes • Support ticket summary & actions • Usage Reports	✔

For a discussion about a Sierra Wireless MP70 managed router as a connectivity solution for your business contact:

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Pricing

There are three main costs:

1. **Equipment**: Router, Antenna
2. **Service**: Telstra Mobile Plan
3. **VoicePlus**: Project Fee to configure and deploy equipment + optional monthly Managed Service Fee

Indicative pricing for a site (0-50 sites) might look like:
• Sierra Wireless MP70 RRP$1395
• Starfish Antenna RRP$110
• Set-up Fee: Speak to VoicePlus about configuration and deployment costs dependent on location
• Mobile Plan Monthly Fee: dependent on data required
• VoicePlus Monthly Managed Service Fee (optional): Varies dependent on number of devices.

CASE STUDY

ESTĒE LAUDER

The existing ADSL lines into Estee Lauder's 30 Australian retail stores were experiencing compatibility issues with the Point of Sale devices, resulting in dropouts and downtime, and an inability to collect reliable sales data.

The first step was to audit each store's infrastructure. VoicePlus project managed the gathering of existing ADSL line information on-site, photographed existing equipment set-ups, and tested mobile coverage instore.

As an alternative to the expensive, inflexible and unreliable ADSL lines, VoicePlus deployed a Sierra Wireless MP70 router to each store. The router was pre-configured, tested, labelled, deployed and installed in each Estee Lauder store location. The routers are monitored and managed by VoicePlus to protect productivity.

The outcomes:

• Consistent internet connectivity has resulted in sales data being reliably collected and fed back from PoS units informing agile business decision-making.
• ADSL lines were decommissioned with significant cost savings.
• The upfront cost of the routers was recompensed from the ADSL line and service cost savings within 18 months.