

# Aeris Fusion IoT Network™

## Global IoT Connectivity Services

PRODUCT SHEET

The Aeris Fusion IoT Network is an intelligent global solution for connecting IoT devices across 2G, 3G, LTE, LTE-M, and NB-IoT. Leveraging more than a decade of wireless IoT connectivity experience, with more than 14M units under management, the Fusion IoT Network lays the groundwork for a dynamic and flexible connectivity solution that adapts to a rapidly changing environment.

### What Has Changed

Historically, IoT connectivity solutions have been inflexible and rigid, creating lock-in to certain networks and technologies, with barriers to updating device software, as well as global scaling. As IoT programs can last for 10 years or more, this model is no longer tenable as the pace of change has increased with new regulations, frequent wireless technology transitions, and global growth initiatives. The Fusion IoT Network turns the legacy model upside down, breaks the application and connectivity silos, and delivers game-changing advantages to enterprise customers.

### Connectivity Application Services

For many customers, the IoT connectivity selection is considered to be an afterthought—the business case, application, and solution are developed—then a connectivity provider is chosen. This model of operating in silos was sufficient in the past but doesn't deliver the performance and reliability that new IoT programs require. With the Fusion IoT Network, these artificial silos are eliminated.



#### **Over-the-Air (OTA) Updates:**

By making the OTA process aware of the state of connectivity, Aeris customers have achieved a 60% reduction in cost, a 40% improvement in OTA update completion times, and a 30% improvement in battery life. Customers can use either the Aeris connectivity-aware OTA APIs to integrate into their own solution or leverage Aeris' OTA Campaign Manager.



#### **Multi-Level Administration:**

Many IoT solutions are sold through channels where the partner may be responsible for IoT connectivity billing, monitoring, and troubleshooting. With the Fusion IoT Network's powerful account hierarchy, complex distribution models can be handled easily while maintaining strong security between customer accounts.



**Security:** Multi-layered security solutions are essential and yet many IoT deployments are oblivious to network-related information. With the Fusion IoT Network, anomalies at the connectivity layer are detected and exposed, providing critical input into defense-in-depth security strategies.

## Flexibility across Carrier Networks and Technologies

As IoT programs mature from single region deployments to global implementations, the use of multiple networks is preferable as no single wireless carrier can meet global needs. At the same time, enterprises don't want the operational complexity from managing multiple connectivity solutions, but do want the added flexibility of carrier mobility through subscription management, multi-IMSI solutions (Multi-IMSI technology allows a single SIM card to be assigned multiple local numbers, such as a U.S. and UK number), or by pairing the wireless subscription to the personal plan of the end user. All of this is possible with the Fusion IoT Network.

## Control and Visibility

Not only does the Fusion IoT Network leverage the wireless footprint of multiple global wireless operators, it has deep integration into those networks, leveraging proprietary techniques based on more than 50 patents. The result is a network that is unmatched in terms of connectivity control, quality, and visibility. For example:

Most IoT connectivity providers enable feedback on IoT device state and location within 15-30 minutes or longer. The Fusion IoT Network provides it instantly, enabling faster diagnosis of potential issues.

IoT programs are unique in terms of billing models. With a purpose-built IoT billing system, the Fusion IoT Network easily handles non-standard models, including event-based and lifetime pricing, thereby ensuring that the IoT billing model is aligned to the overall business model.

Typically, IoT data traffic is sent to the lowest cost option, as this is the primary criteria for traffic steering. With the Fusion IoT Network, quality of connection is prioritized over cost, leading to vastly improved application performance.

## Aeris: Putting Expertise into Action

For more than a decade, Aeris has powered critical projects for some of the most demanding customers of IoT services. We strive to fundamentally improve businesses by dramatically reducing costs, accelerating time-to-market, and enabling new revenue streams. The Aeris Fusion IoT Network is built from the ground up for IoT and road tested at scale.

So, if you are just starting out on the IoT journey, or find yourself on that road but could use additional insights and cost-saving solutions, contact us today to see how the Aeris Fusion IoT Network can help your company grow and succeed.

## ABOUT AERIS:

Aeris is a pioneer and a leader in the market of the Internet of Things with a proven history of helping companies unlock value through connected technologies. We strive to fundamentally improve business performance by dramatically reducing costs, accelerating time-to-market, and enabling new revenue streams. Built from the ground up for IoT and road tested at scale, the Aeris Fusion IoT Network™ and the Aeris Mobility Platform span the IoT technology stack—from global connectivity to application services. Visit [www.aeris.com](http://www.aeris.com) to learn how we can inspire you to create new business models and to participate in the revolution of the Internet of Things.

Visit [www.aeris.com](http://www.aeris.com) or follow us on Twitter @AerisM2M to learn how we can inspire you to create new business models and to participate in the revolution of the Internet of Things.

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