



Secure Cellular Connectivity Empowers BlueNRGY's Global Reach



CASE STUDY

With a rapid and growing base of international players with numerous assets in different countries, BlueNRGY now can provide better customer support and service from within the Aeris platform.

IoT / M2M connectivity enables energy provider networks to overcome critical issues, such as interrupted services, security breaches, and high implementation and maintenance costs.

Energy Provider Overview

Distributed energy providers face familiar issues of increased demand from customers for a streamlined, reliable, and cost-effective cellular communication solution. Accessing and managing large line deployments, spread across wide-ranging jurisdictions and countries, presents mounting problems in the areas of cost, customer support, and services.

Overarching these initial concerns is the need for heightened data security in the IoT space. The lack of VPN connectivity, vulnerability of publicly dialed numbers, and difficulty pushing out firmware updates over the air greatly increase the attack surface.

And finally, because of the number of assets deployed, companies want and need the ability to rapidly, and proactively, address common troubleshooting activities, such as pinging a device, clearing the device registration, and observing the time frames of recent data sessions.

Case in Point: BlueNRGY

BlueNRGY is a global leader in data acquisition, monitoring, and control solutions for optimized performance of distributed power generation. Its data collection and management solutions, provided by its Draker Corp. subsidiary, are deployed worldwide and are relied upon by system owners, financial institutions, utilities, governments, and component manufacturers to deliver mission-critical information.



Aeris IoT Solution:

The Aeris IoT solution provided BlueNRGY with cellular connectivity in 190 countries and with more than 550 carriers. This enabled them to have multiple countries within a private and secure VPN connection, thereby allowing the company to extend its market reach globally. With Aeris, troubleshooting capabilities were designed into the BlueNRGY IoT / M2M solution so as to avoid major cost issues after deployment. The company now has a greater ability to rapidly address trouble spots wherever they occur, overcoming issues involving non-dialable numbers and providing easy accommodation for over-the-air firmware updates.

BlueNRGY and Draker use the Aeris IoT Services solution to provide cellular connectivity to more than 550 carriers.

The Draker V7 and the Draker DAS base stations (Core and Pro), coupled with the Aeris IoT / M2M solution stack offering, helped BlueNRGY with its global reach. Enterprise-grade security, along with numerous features, gave the company confidence. Customization of data plans allowed BlueNRGY to obtain and pay only for its specific needs, thereby avoiding the pitfalls of one size fits all solutions. Additionally, efficient management and operation of its solar PV sites, real-time actionable reporting, and streamlined troubleshooting activities, such as pinging a device, clearing the device registration, or observing the time frames of recent data sessions, helped BlueNRGY reduce its total cost of ownership.

Aeris Provides a 360-Degree Approach to IoT Security



DETECT

- ANOMALY DETECTION
- RECOGNIZE COMPROMISED DEVICES THROUGH DATA TRANSMISSION PATTERNS
- EARLY BREACH DETECTION DELIVERS FASTER RESOLUTION



PREVENT

- NETWORK "WHITELISTING"
- CONTROL DEVICE AND SYSTEMS ACCESS
- TRAFFIC SEGREGATION
- PREVENT UNAUTHORIZED COMMUNICATION



RESPOND

- RAPID BREACHED DEVICE BLOCKING
- MINIMIZE THE IMPACT OF BREACHED DEVICES ON OTHER APPLICATIONS
- VERIFY WITH OVER-THE-AIR UPDATES
- ALLOW ONLY AUTHORIZED UPDATES TO FIX SECURITY ISSUES

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ABOUT BlueNRGY:

BlueNRGY Group, operating in Australia, Asia, North America, and Europe, with regional headquarters in Sydney, Fort Lauderdale, and London, is a global provider of engineered systems and solutions for distributed power generation, climate control, and energy efficiency. The company is positioned as the leading independent provider of monitoring and data management services serving the global renewable energy sector.



ABOUT DRAKER:

Acquired by BlueNRGY in 2015, Draker's data analytics are deployed worldwide and are relied upon by system owners, investment portfolio managers, utilities, government bodies, and component manufacturers to deliver mission-critical information. The company is the leading independent provider of monitoring and data management services to the U.S. solar industry. Additionally, it receives and compiles operating performance and other pertinent data at more than 2,000 solar installations in the Americas, Japan, and Europe.



ABOUT AERIS:

Aeris is a technology partner with a proven history of helping companies unlock value through IoT. For more than a decade, we've powered critical projects for some of the most demanding customers of IoT services today. We strive to fundamentally improve their businesses 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, Aeris IoT Services are based on the broadest technology stack in the industry, spanning connectivity up to vertical solutions. As veterans of the industry, we know that implementing an IoT solution can be complex, and we pride ourselves on making it simpler.

Visit 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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