



Isotrak Empowers Fleets to Deliver With Aeris Connectivity



CASE STUDY

“By leveraging Aeris’ expertise in IoT network solutions, we are able to quickly provide a robust, global solution that goes well beyond just improved connectivity and competitive rate plans to offer customers real-time, useful information at their fingertips to help improve their cost structure.”

Jason Price, Sales and Marketing Director, Isotrak

The demands on delivery fleets are evolving constantly, with a market that is more competitive than ever. The need for real-time intelligence to solve transportation issues before they become costly mistakes already is business critical. Fleet managers require a roaming solution, combined with IoT / M2M analytics, to reduce time-to-market processes, resolve troubleshooting issues, and bring down the total cost of ownership. It is only with real-time business intelligence data that retailers and manufacturers can acquire a total vision of their transportation ecosystem.

Case in Point: Isotrak

With 25% of the world’s top food retailers using its products, Isotrak is the definitive leader in grocery retail and food distribution. Its integrated supply-chain solutions continue to expand around the world, demanding a flexible and reliable data network connectivity

solution for customers, wherever they might be, and for whatever systems they might be using. The company needed to supply its customers with real-time, useful information to help improve their cost structure. It required a reliable mobile network optimized to meet the demands of worldwide fleet management systems, while providing actionable visibility into the IoT / M2M solution – and all of this had to be delivered with speedy onboarding and at a low total cost of ownership.

Aeris IoT Services: Global Cellular Connectivity with Integrated Data Analytics

Expanding the capabilities of its real-time ATMSi fleet management system, Isotrak provided integrated supply-chain solutions that relied on accessing real-time data with robust alerting and reporting capabilities.



Aeris' global support of major cellular technology standards, such as GSM, CDMA, and LTE, enabled Isotrak to offer its customers flexibility and the potential for growth across the globe. In addition, Aeris' flexible pricing models and minimal upfront commitment meant that Isotrak could move to Aeris without having the burden of a large initial financial outlay.

Powered by Aeris' network, Isotrak now can provide an unparalleled solution for telematics and fleet management customers who want to lower data costs and improve operational efficiencies with data analytics. The security built into the Aeris system with a private virtual network gives Isotrak and its customers an additional competitive advantage.

Isotrak supply-chain solutions are expanding around the world

Customer Benefits



AERIS PROVIDED A SIMPLE SET-UP SOLUTION, WITH RELIABLE GLOBAL CONNECTIVITY, WHICH RESOLVED KEY BUSINESS PROCESSES



OPERATIONAL EFFICIENCIES ARE "FUTURE PROVEN", WHICH TAKES INTO ACCOUNT EXPONENTIAL DATA GROWTH, NEW DEVICES, AND CONNECTIVITY ISSUES



SIMS INSTALLED AT THE POINT OF MANUFACTURE, THEREBY REMOVING NEED FOR TIME-CONSUMING LOCAL CONFIGURATION



EASILY DEPLOYED GLOBAL SOLUTION WITH REAL-TIME DATA ACCESS



CARRIER AGNOSTIC WITH GSM, CDMA CONNECTIVITY, INCLUDING 2G, 3G, AND 4G LTE



END-TO-END DEVICE MANAGEMENT WITH IN-DEPTH ALERTING AND REPORTING CAPABILITIES



FLEXIBLE PRICING MODELS AND MINIMAL UPFRONT COMMITMENT

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ABOUT ISOTRAK LIMITED:

Isotrak is the leading provider of fleet management software solutions and systems integration to some of the largest Fortune 500 companies and to six of the top 25 largest food retailers worldwide. With its award-winning transport management system, ATMSi, businesses gain real-time visibility, control, and measurement of fleet performance through vehicle and trailer tracking; job and resource management (including plan vs. actual); electronic proof-of-delivery (ePOD); driver communications; driving style management; and business intelligence reporting.

Visit www.isotrak.com or follow them on Twitter [@Isotrak_UK](https://twitter.com/Isotrak_UK) to see their progress and get in touch with them.

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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](https://twitter.com/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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