



Leica Delivers Superlative Support to Farmers with Always-On Service to Tractor Equipment



CASE STUDY

“Aeris is a vital part of our business. Their solution has put us in the forefront, at the cutting edge of the whole cellular technology, with the ability for data transfer. Everyone else is catching up to us, but with the help of Aeris, we’ve been in the forefront for at least the last five years.”

Harlan Little,
NAFTA Agriculture
Business Manager

Traditional cellular service generally does not meet the demands of rural area farmers. For example, when a farmer needs to plant seeds or harvest crops, his tractors need to receive guidance and steering information at all times in order to be as productive as possible. To be maximally productive, farmers need “always-on” service for their tractors or other farming machinery. To that end, they need a cellular network dedicated to machine-to-machine communications.

Case in Point: Leica Geosystems

Leica Geosystems, a measurement and positioning company, needed a secure and reliable farming solution for auto-steering and precision agriculture

in even the most remote parts of the United States. The company has been pioneering solutions to measure the world in various industries for close to 200 years and are best known for its broad array of products that capture accurate spatial information with ease and efficiency. To achieve its goals, Leica needed a cellular solution that would work anywhere, anytime. And with so many customers in rural areas of the country, Leica also needed a solution that would allow for troubleshooting of any and all devices without having to manually inspect each one at its location. And bottom line to farmers, Leica wanted to guarantee that all tractor equipment would be connected continuously to its GPS applications.

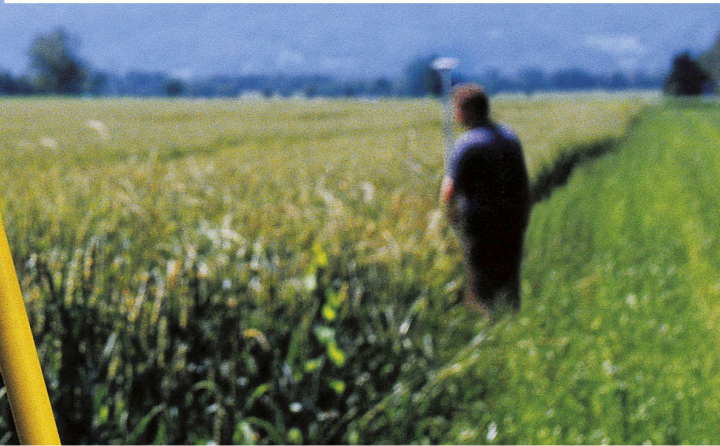


Aeris IoT Solution:

Leica chose the Aeris IoT Services platform because it was “Made for Machines,” which means that its “always on” network is more reliable and reaches much further than any single carrier. Aeris was able to provide predictable and reliable connectivity for Leica’s GPS applications with its large carrier footprint and a network dedicated to machines. With the Aeris solution, there is no consumer handset traffic on the network interfering with the service of Leica’s farm equipment. Aeris’ management portal provided

Leica with 24/7 access to the network and all its devices. The company now can identify the location and cause of problems immediately and apply many device fixes from a distance. This eliminated the need for Leica to visit each customer to install hardware.

According to Leica, using the Aeris IoT Services platform enabled them to improve customer service and the overall level of efficiency. And equally important, farmers were more productive in their endeavors.



Leica has been pioneering solutions to measure the world for close to 200 years.

Customer Benefits



IMPROVED ITS
OVERALL CUSTOMER
SATISFACTION LEVELS



RESOLVED PROBLEMS
FASTER, WITH MINIMAL
SUPPORT STAFF,
REDUCING OVERALL
BUSINESS COSTS



INCREASED THE LEVEL
OF OPERATIONAL
EFFICIENCY



IMPROVED SUPPORT,
GAINED GREATER
CUSTOMER SATISFACTION

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ABOUT LEICA GEOSYSTEMS:

With close to 200 years of pioneering solutions to measure the world, Leica Geosystems' products and services are trusted by professionals worldwide to help them capture, analyze, and present spatial information. The company is best known for its broad array of products that capture accurately, model quickly, analyze easily, and visualize and present spatial information. Based in Heerbrugg, Switzerland, Leica Geosystems is a global company with tens of thousands of customers supported by more than 3,500 employees in 28 countries and hundreds of partners located in more than 120 countries around the globe. Leica Geosystems is part of the Hexagon Group, Sweden.

Visit www.leica-geosystems.us or follow them on Twitter @GTXCorp to see their progress and get in touch with them.

Contact them at
www.leica-geosystems.us/en/105222.htm
or 978 692 8500.



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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