Powered By Aeris, LORENTZ Enables Remote Monitoring and Management of Solar–Powered Water Pumps

LORENTZ

"As water pumping is a life-critical application, for people, livestock, and crops, we need real-time data with robust alerting and reporting capabilities, which Aeris can deliver through its carrier-agnostic network."

Stephan Grinzinger,
Global Head of Sales and member of the Managing Board, LORENTZ

Global deployments of solar-powered water pumping solutions require mobile networks that provide consistent worldwide connectivity, enabling remote monitoring and management of devices.

Commercial farmers, water companies, governments, and non-governmental organizations (NGOs) require real-time remote oversight of solar powered irrigation and drinking water systems. Solutions need to be easy to set-up and require reliable global GSM (Global System for Mobile Communications) and CDMA (Code Division Multiple Access) connectivity.

Case in Point: LORENTZ

LORENTZ is a leading provider of solar-powered water pumping solutions. Its pumps provide clean water for people, livestock, and the irrigation of crops in more than 130 countries.

The company's products, purpose-built for off-grid, rural, and often hostile environments, enable its customers to remotely monitor and manage solar-powered irrigation and drinking water systems through its monitoring platform pumpMANAGER.

Because of its remote location implementations, LORENTZ required a reliable global mobile network that provided consistent worldwide connectivity so as to enable effortless real-time monitoring and reporting of its systems. Additionally, LORENTZ products are manufactured without a known final destination and, as such, with certain mobile network providers, a local SIM card would have to be inserted into the device following a sale and then would require local configuration. These added steps cost time and money and hindered the business process.

❈ aeris.

LORENTZ solar-powered
water pumping solution.

Also, current wireless infrastructure deployments fell short on reliability. Critical problems were encountered because of outdated technology, unknown or unreliable third parties, or other variables that make these systems susceptible to market changes.

In order to successfully deploy solutions globally, LORENTZ required a reliable cellular network partner that provided end-to-end oversight with real-time access to data. This solution needed to allow water managers to see, in real time, exactly how the system was operating, make changes to settings, and receive alerts regardless of device location.

Aeris IoT Solution: Global Deployments Made Easy

By utilizing Aeris IoT Services, LORENTZ systems were deployed worldwide on a simple plug-and-play basis without referencing local network settings. All this was delivered by Aeris through its carrier-agnostic network.

Aeris' single global APN provided LORENTZ with the capability of installing the SIM at the point of manufacturer, thereby removing the need for time-consuming local configuration. The entire deployment and data capture process was shortened, operational processes improved, and TCO was lowered.

Customer Benefits

CARRIER-AGNOSTIC AERIS OFFERS GSM, CDMA CONNECTIVITY, INCLUDING 2G, 3G, AND 4G LTE

EASILY DEPLOYED GLOBAL SOLUTION WITH REAL-TIME DATA ACCESS

AERIS IoT SERVICES PLATFORM PROVIDED END-TO-END DEVICE MANAGEMENT

INSTALLING THE SIMS AT THE POINT OF MANUFACTURE REMOVED THE NEED FOR TIME-CONSUMING LOCAL CONFIGURATION

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

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

ABOUT LORENTZ:

LORENTZ is a market leader in solar powered water pumping solutions. Founded in Germany in 1993, the company has pioneered, innovated, and excelled in the engineering and manufacturing of solar powered water pumping. Today LORENTZ is active in more than 120 countries through a dedicated network of professional partners. LORENTZ technology uses the power of the sun to pump water, sustaining and enhancing the life of millions of people, their livestock, and crops.

Visit **www.lorentz.de** or follow them on Twitter **@LORENTZPumps** to see their progress and get in touch with them.

Contact them at
www.lorentz.de/contact
or **+49 4193 8806 700**.

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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