



Aeris IoT Services: Delivering Unparalleled Service and Reliability to Trucking Fleets



CASE STUDY

“Aeris and PeopleNet are great partners because we both focus on the same thing—quality of service. Aeris is not just a carrier, but a true partner that enhances our offering.”

John Binder,
Director of Wireless
Operations, PeopleNet

Long-haul fleet management providers require onboard computing and carrier fleet communications to deliver better business outcomes. On-board solutions require highly reliable, real-time, always-on cellular network connectivity, which might require multiple carriers, to meet the needs of fleet customers throughout the U.S. and Canada.

Case in Point: PeopleNet

PeopleNet has been delivering innovative fleet management products and services to the trucking industry for nearly 20 years, providing the highest value solutions in the market. In the years prior to partnering with Aeris, the company struggled when working with traditional cellular carriers to get the flexibility and optimization necessary to maintain its industry-leading quality of service and network reliability. For example, PeopleNet wanted to make sure that all of its customers' trucks were in constant communication with its application. At the start of

the day, a driver's electronic log must be complete and ready to go. When loads are dropped off at a warehouse, the electronic invoicing and shipping documents need to be reported immediately. And when a truck is diverted for any reason, the interaction between driver and company also must be instantaneous.

Aeris IoT Solution: PeopleNet

Since Aeris develops, owns, and operates its own network infrastructure, it was able to optimize the performance of the customer application. In the case of PeopleNet, the Aeris IoT Services platform provided always-on connectivity, thereby nearly eliminating coverage gaps. Today, PeopleNet-powered trucks always are connected. Aeris provided a cost-effective methodology for data transmission called shoulder tapping, which is another term for an inter-processor interrupt on a multiprocessor system. And Aeris developed a unique



implementation of a solution that segmented PeopleNet's customers with a low-latency, always-on data session.

Since starting its work with Aeris to create a higher performing solution, PeopleNet has grown its business and significantly increased the number of device units deployed. This growth is a direct result of Aeris enhancements, which have increased PeopleNet's reliability, reduced the latency of its vehicles, and provided an always on solution.

With Aeris, PeopleNet-powered trucks always are connected

Customer Benefits



GREATER
SERVICE
RELIABILITY



ALWAYS ON
CONNECTIVITY



COST-EFFECTIVE
SOLUTION FOR DATA
TRANSMISSION



REDUCED LATENCY



MULTIPLE CARRIERS,
ONE SOLUTION

ABOUT PEOPLENET:

Founded in 1994, PeopleNet is an onboard computing and carrier fleet communications provider—and one of the industry's leading innovators. Headquartered in Minnesota, PeopleNet serves the needs of carrier fleets throughout North America with an open system, robust applications, and the best customized solutions to meet the needs of its long-haul fleet customers. PeopleNet is part of Trimble (NASDAQ: TRMB) International's Transportation and Logistics division.

Visit www.peoplenetonline.com or follow them on Twitter @PeopleNetOnline to see their progress and get in touch with them.

Contact them at
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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 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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