

EMnify

Case Study

Prepared for Telecom Liechtenstein



Telecom Liechtenstein

HQ: Vaduz, Liechtenstein

Employees: 51-100

Industry: Communications
Service Providers



Challenge

Replace existing
infrastructure



Solution

Utilize EMnify technology
to create a fully
virtualized connectivity
management system

● Preparing Telecom Liechtenstein for the IoT Revolution

As a fast-growing telecommunication company, Telecom Lichtenstein is always among the first to embrace new technologies that allow their customers to be at the forefront of industry trends. A collaboration with EMnify enabled the company to participate in the growth of the IoT connectivity market with a comprehensive solution. Today, Telecom Lichtenstein offers ground-breaking IoT technology to its clients and provides cutting-edge connectivity services.

According to a Juniper Research from 2016, in recent years the number of IoT/M2M devices has grown exponentially and is estimated at more than 13 billion devices. This number keeps growing steadily and is expected to exceed 46 billion devices by 2021. While two of the most common M2M communication means are cellular and WiFi, it's no wonder telecommunication companies are always eager to adopt new M2M technologies and offer them to their business clients.

● About Telecom Lichtenstein's Digital Vision

Telecom Liechtenstein serves private and business customers in the Lichtenstein area and provides them with Information and Technology (ITC) services, such as land-line, mobile and Internet, as well as future-oriented IP-based services and cloud and data center solutions with a high level of security. As a telecommunication company, it needs to keep its finger on the pulse when it comes to innovation and to provide its customers with services that help them excel in a competitive market. In fact, the company even referred to itself as a "spearhead in the expansion of Lichtenstein as a digital hub" in a public statement from August 2017. It sees great potential particularly in security products, and in the fiber-optic network, an important element of the 5G, the next generation of mobile technology. M2M technology that enables communication between machines is such a trend that marks the beginning of the IoT era.

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Frank Stoecker, EMnify CEO

● Moving SIM Cards to the EMnify Platform: Opting for Novelty

Before upgrading its Mobile Core Network, Telecom Lichtenstein was using a traditional SIM management system, that was hindered by its limited capabilities. However, the rapid, international growing demand for M2M connectivity required the company to adapt to new technologies to meet customers' demands. The company needed to upgrade its SIM management system's capability to better support the use cases, ranging from supply chain management to asset tracking, smart metering, and other M2M-based features.

Telecom Lichtenstein was aiming for more control and flexibility while reducing its operational costs. It chose to use an MNE (Mobile Network Enabler) to enable real-time M2M IoT technology at an affordable rate. After careful consideration, they decided to partner with EMnify.

The Successful Transition to a Cloud Mobile Network

EMnify is a German-based, deep tech company that set itself a clear goal: to revolutionize technology worldwide as it shifts towards IoT, and to enable efficient and economical connectivity for intelligent devices through a cloud-based Cellular M2M/IoT Connectivity Management Platform. The transition from a traditional SIM management system to a cloud-based, purpose-built mobile core took only two weeks to deploy. The result: a cloud-hosted system that is robust, flexible and benefits from every new M2M feature that EMnify rolls out. “We were very pleased with the system migration process,” says Frank Stoecker, EMnify CEO. “After all, we are speaking about more than 100.000 SIM cards, and we needed to move them without a noticeable downtime. The planning process took quite some time, yet the execution itself took us minutes! What’s even more important are the results: a fully virtualized connectivity management system.”

Mobile Network Core Hosted on AWS Cloud: The Perfect Match for High Performance

By leveraging AWS, EMnify could replace Telecom Lichtenstein’s existing SIM management with a cloud-based mobile network core, and provide it with a scalable, reliable and secure solution that vastly outperforms alternatives in functionality and flexibility.connectivity.”

Through EMnify’s purpose-built core network, Telecom Lichtenstein managed to create a comprehensive IoT connectivity solution that not only offers advanced connectivity capabilities, but also grants customers the benefits of an AWS hosted application like VPC and regional internet breakout.

“It was the right choice to team with with AWS,” adds Stoecker, “Our pay-as-you-go model aligns perfectly with the usage-based AWS pricing. AWS is enabling us to realize the potential of our virtual mobile network core to the fullest. It enables us to offer high availability and scalability “out-of-the-box”. Due to the global availability of the AWS infrastructure we can offer our customer service all around the globe. We and our customers benefit from the stability and reliability, which is the most important aspect of delivering a business-critical service like device connectivity.”

