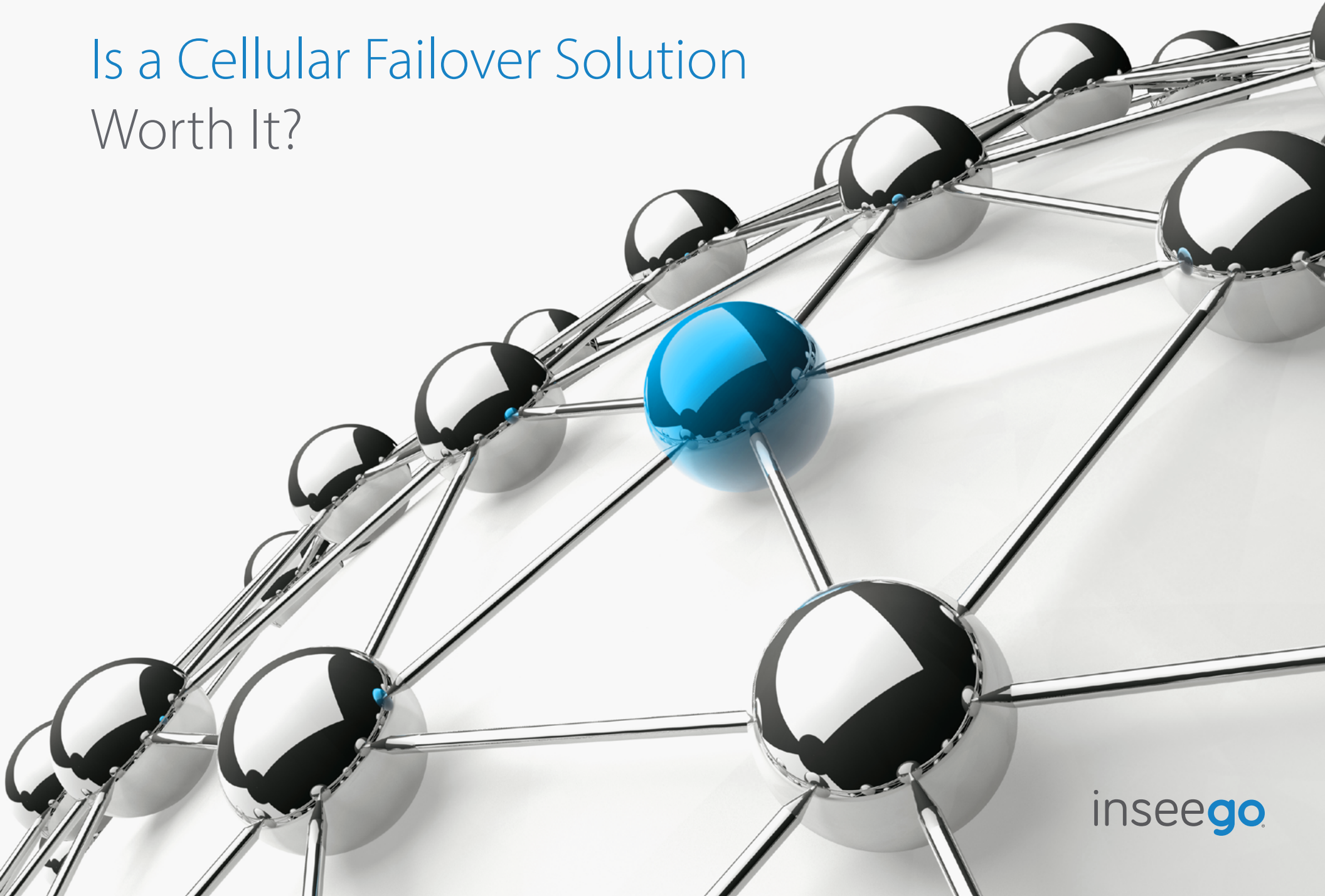# Is a Cellular Failover Solution Worth It?

Common Use Case Scenarios

Inseego's devices are used in many common scenarios for direct access to the internet or as a failover device in case the primary internet connection is lost.

Emergency / Police Vehicle

Remote Construction Site

Shopping & Infomation Kiosks

Point of Sale System

Connected Metering

Food Truck / Concession Stands

Temporary Job Site

Security Systems

Connected Manufacturing

Field Services

Internet Failure and Business Continuity

When the internet connection is lost, that means significant loss of income for businesses. Gartner puts the cost of unplanned IT downtime across all industries at **$5,600 per minute**, which extrapolates to well over **$300,000 per hour**.

Source: https://blogs.gartner.com/andrew-lerner/2014/07/16/the-cost-of-downtime/

LOSS OF **INCOME**
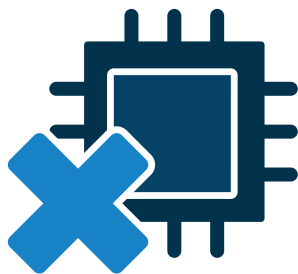**$300K**
PER HOUR

$5,600
PER MINUTE

Real Impact on Businesses With No Failover Plan for Internet and Data Protection

Data loss has affected nearly one in three healthcare organizations this past year, costing on average **$807,571 per incident.** The biggest culprits of data loss:
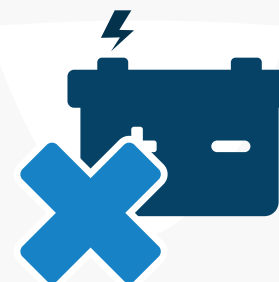
Source: https://www.healthcareitnews.com/news/healthcares-slack-security-costs-16b

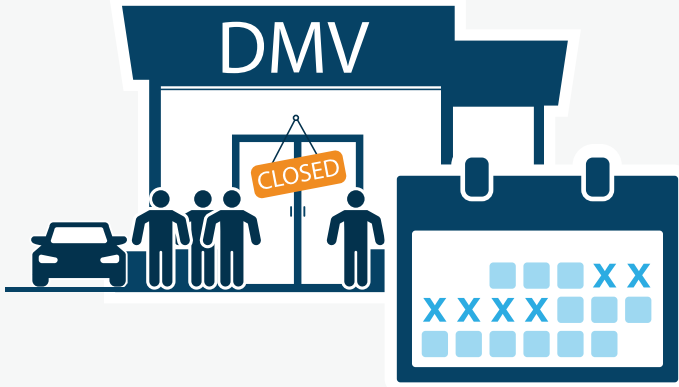Hardware Failure

51%

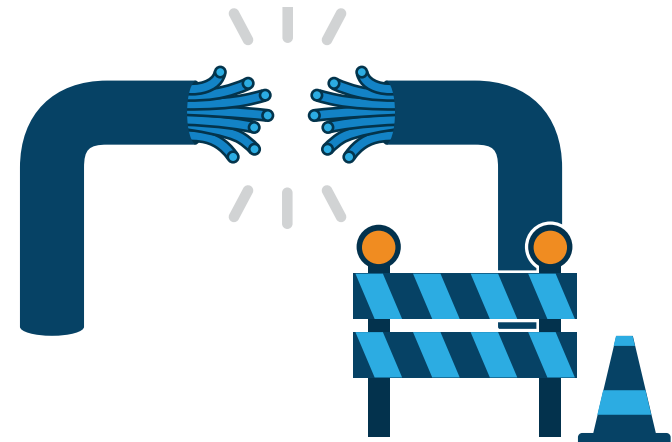Loss of Power

49%

Loss of Backup Power

27%

6 DMV offices in southern Colorado shut down for 6 days due to **internet outage with no back up plan**

Source: https://www.krdo.com/news/top-stories/internet-outage-affecting-dmv-services-in-southern-colorado/617993944

Damage to a fiber-optic network due to construction, **knocked out power for a day over a widespread area** of San Louis Obispo County in California in May 2018

Source: http://www.ksby.com/story/38209352/northern-slo-county-experiences-widespread-internet-outage

Security breaches cost U.S. hospitals an estimated

$1.6 billion each year

Source: https://www.healthcareitnews.com/news/healthcares-slack-security-costs-16b

The average European company suffers at least **14 hours** of **IT downtime per year**. What could two days of unscheduled downtime do to your business?

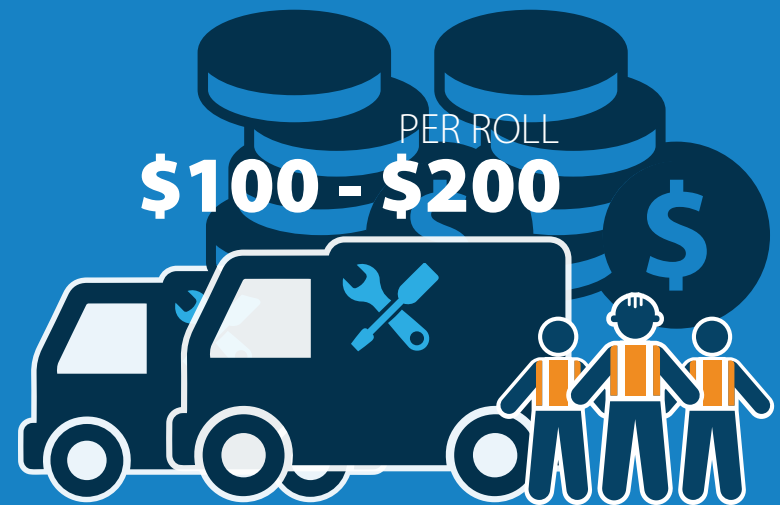*Source: https://www.excellgroup.com/challenges/what-is-the-impact-downtime-to-your-business/*

By 2030 as much as **80% of routine work could be done by smart machines**, which require connectivity, failover, and analytics.
Source: https://www.gartner.com/smarterwithgartner/smart-machines-to-take-over-most-routine-ppm-work/

The Real Cost of a Truck Roll

Every time you send out a truck to investigate an issue, that costs a set fee plus the worker's hourly wage to investigate. These "truck rolls" typically cost companies between $100 and $200 per roll, adding up to **many millions of dollars annually.**

Source: https://www.datameer.com/wp-content/uploads/2018/02/optimize-service-truck-roll.pdf

PER ROLL
$100 - $200

Stay Connected and Optimize Your Performance with IoT

Quickly and remotely monitor your inventory, check a device's online status

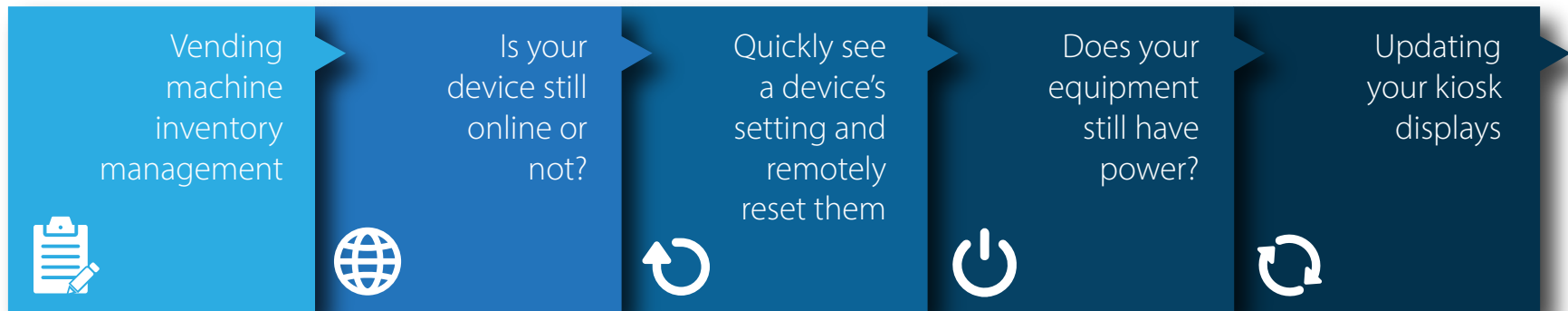Any remote devices or equipment that need monitoring

Protect your inventory and systems with remote monitoring
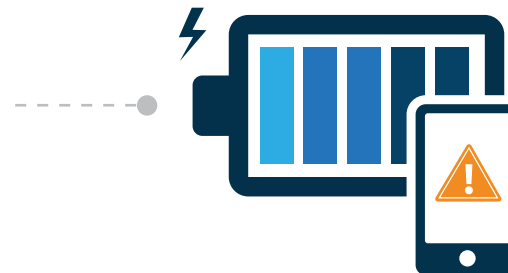
Get alerts if someone is **accessing your network**

Immediately know if your **cold storage truck or facility still has power**

Avoid truck rolls or hiring contractors in these and many other scenarios:

| Vending machine inventory management | Is your device still online or not? | Quickly see a device's setting and remotely reset them | Does your equipment still have power? | Updating your kiosk displays |

Skyus 100 Series

is the only product-line in this market with a backup battery. No other system can alert you that you're on backup power.
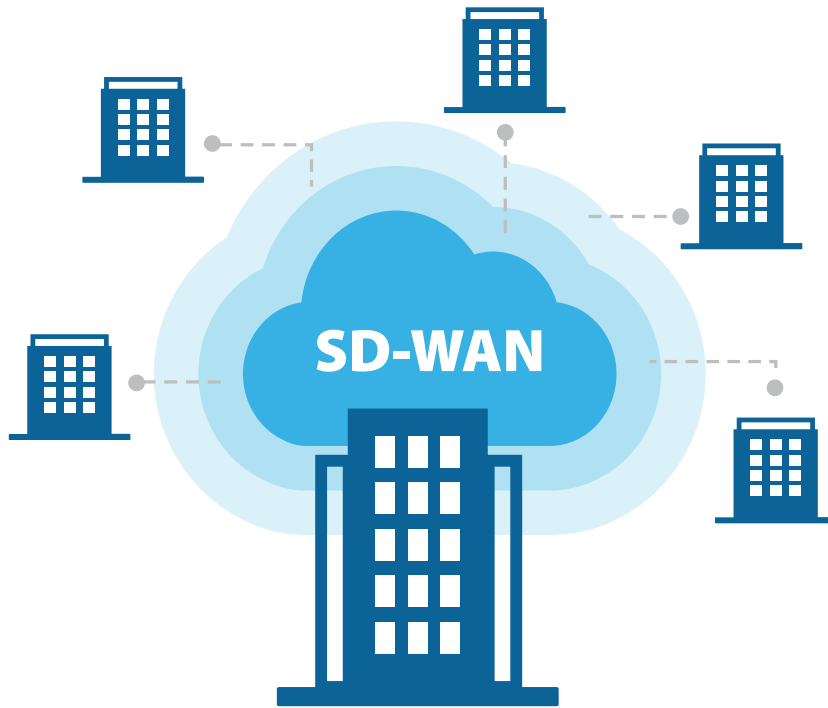
Avoid Cyber-Security Issues

Open source code is vulnerable to exploits. With IoT Connect, quickly and remotely send out firmware updates to keep your system protected.

You're **always protected** with Inseego IoT Connect.

SD-WAN

70% of businesses will have **SD-WAN by 2020**

Of those opportunities, **50%** will connect via cellular.

SD-WAN – Cost and performance are a problem for traditional WANs. SD-WANs prevent connectivity loss and dramatically simplifies management, configuration, and orchestration of WANs for branch companies.

- **SD-WAN** reduces bandwidth costs

- **SD-WAN** supports multiple connection types: MPLS, broadband, Internet, LTE Wireless etc.

- **SD-WAN** improves security standards of WAN connections through built-in encryption and precise control of access.

- **SD-WAN** rapidly provisions new branches

Inseego's Skyus Uptime Rating is High. Really High.
The difference a 9 makes

There's a significant difference between **99%, 99.9% and 99.99% uptime.**

99% = **3.65**DAYS
OF DOWNTIME PER YEAR

99.99% = **50**MINS
OF DOWNTIME PER YEAR

Optimize Your Profits

Never lose money because your equipment or devices are down.

Remotely monitor and manage:

Predictive Maintenance

Battery Life and Power Source

Unauthorized Access of Your WiFi

Inventory Management

Sending Commands to Your Devices
(Power On or Off)

Pushing Updates for New Content

Diagnostics

Accessing Error and Activity Log Files

Sending Security Updates for Firmware

inseego

Cold Chain / Cold Storage

Immediately know if your temperature-controlled truck or storage unit loses power. Monitor your power through a smart sensor.

Get an instant notification if you lose power in any of these situations and more:

Delis / Grocery Stores / Convenience Markets

Medical Transport

Food and Beverage Manufacturing

Pharmaceutical Storage

Food Trucks

Photographic Film

Vaccine Manufacturing and Transport

Buffets and Catering

Heat Sensitive Chemicals

Industrial IoT

Monitor your equipment through a smart sensor.

Get instant notifications of activity, location, or loss of power in any of these situations and more:

- Automated CNC Machines
- Automated Material Handling
- Connected Metering
- Automated Lighting
- Street Light Power Usage
- Opening and Closing Gates Remotely
- Performance Optimization

- Operational Visibility
- Energy Grid Monitoring
- Equipment Predictive Maintenance
- Freight, Goods, Transportation Monitoring
- Smart Agricultural Monitoring
- Monitoring of Safety and Health Conditions
- Remote Maintenance

Can't afford service interruption?
Get in touch with Inseego today.

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For more information on Inseego Products, visit us at www.inseego.com

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