# WHY AERIS?
AN IoT CONNECTIVITY PLATFORM FOR MANAGEMENT AND COST

IoT deployments can mean many things to differing business sectors. At Aeris, we try to make the entire IoT deployment and maintenance process as simple and cost-effective as possible. Staying ahead of the curve, we provide multi-carrier, multi-technology solutions. That means regardless of your chosen carrier, and regardless of the underlying technology, Aeris solutions can connect and provide numerous advantages.

Old-School Issues

The problem, however, is that many of the existing solutions do not employ a one-platform solution for multiple carriers and technologies. The result is that these 'older' solutions do not address today's problems, which can encompass:

Multiple Carriers and Technologies Challenges

◊ Integrating multiple API sets
◊ Inconsistent reporting
◊ Swivel-chair operations (too many carriers, technologies, platforms to synchronize)

Longer Issue Resolution

◊ Multiple support channels needed to diagnose and resolve a single device issue
◊ Different troubleshooting processes for each SIM
◊ Varying platform capabilities prevent streamlined operational processes

Difficulty Identifying Issues

◊ Reporting done on separate platforms
◊ Manual work needed to consolidate usage and billing
◊ Issues difficult to recognize with incomplete reporting and alerting

Per-Deployment Costs Not Optimized

◊ Overage charges are a challenge to track across multiple platforms
◊ Manual processes required to consolidate usage and billing reports
◊ Lack of holistic visibility makes rate plan optimization difficult

The Solution: Aeris Connectivity Platform

Aeris has been leading the global IoT expansion for more than a decade, providing connectivity solutions and insights to global industries regarding their products, their customers, and their business. But as with any successful company, there is so much more.

The Aeris Connectivity Platform (ACP) is purpose-built to provide a better global IoT solution across multiple carriers and multiple technologies. ACP reduces operational complexities while improving coverage and cost optimization by moving deployments away from connectivity silos to multi-channel implementations. And it does so by using a single interface for all carriers, technologies, and deployments. By implementing a Bring Your Own Carrier (BYOC) multicarrier concept, which prevents carrier or technology lock-in, Aeris simplifies next
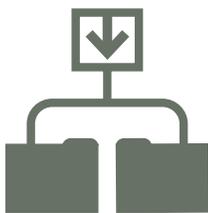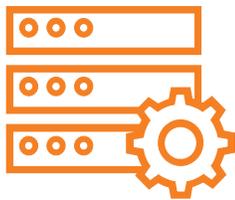
Aeris generation hybrid technologies and gives companies greater control over devices, deployments, usage, and billing.

Visibility and Control

ACP provides complete control over the entire device lifecycle. The platform includes a device management component to provision, activate, and bill devices, bound together with heightened customer support. Device traffic management provides customers with the ability to analyze performance and and cost drivers and, when combined with alerts management, allows for wide range of pre-defined or option-driven system alerts and reports, thereby ensuring optimum performance. Additional ACP functionality provides:

IoT Data Management:
A cloud platform provides time-series data management designed to meet the challenges of scale, speed, and rich analytics. This Platform-as-a-Service (PaaS) allows a cost-effective, pay-as-you-grow model that minimizes up-front expenses without hampering future growth.

IoT Analytics:
By identifying devices with connectivity issues, focusing on devices that are outliers or behaving abnormally, and by analyzing usage activity, it's possible to improve business operations and reduce equipment outages and downtime, all of which result in decreased business expenditures. IoT Analytics applies business rules, actions, and analysis to data stored in the cloud to find insights.

IoT Asset Management:
The IoT Asset Management solution provides analytics and IoT connectivity management for assets, people, and operations. Service providers can offer this enterprise-level solution to customers, including OEMs, fleet rental, leasing, and finance organizations.

IoT Billing:
Supporting diverse rollover and pooling policies, IoT Billing is designed specifically to meet the multi-tiered account requirements of device lifecycle billing management during activation and suspension, while at the same time supporting diverse rollover and pooling policies.

Aeris understands that there must be additional functionality behind any product or platform that is deployed. There needs to be an entire company backing up the promise of a better solution. To that end, here we highlight three additional elements that differentiate Aeris solutions from the marketplace.

Services:

Providing exceptional solutions starts with the ability to provide superior creation velocity while delivering product flexibility. Micro-services architecture enables plug-and-play agility with the fastest time to market. The modular design enables easy customization. Or, if ready to go, then our off-the-shelf solutions provide a ready-to-launch service.

Operations:

The Aeris solution has a scalable and flexible global architecture providing regional autonomy (think regional rules, currency, compliance) to deployments. Aeris' capsule-based architecture enables seamless migration, expansion, and risk mitigation. It was designed to enable the rapid deployment, modification, or removal of applications while maintaining security and overall functionality.

Customer Experience:

A company can enamor itself to customers simply by providing a world-class business experience. This is initiated with best-in-class service responsiveness. Add to this a rules-based policy with smart data compression to optimize performance and cost. Then add native network-level data segregation for improved security and the end experience becomes an easy-to-deploy and easy-to-maintain IoT business solution.

Aeris is a dynamic and growing company committed to building and supporting reliable IoT networks. We will work closely with your IT team to identify the type of network that best fits your needs, as well as identifying the specific technologies needed for your project. We care about creating network solutions that customers can rely on.

Ready to set up your IoT network?

MULTI-CARRIER MULTI-TECHNOLOGY DEPLOYMENTS

COST
Reduced rate plans / better offers over time / cost-effective technologies.

COVERAGE
Ability to use multiple carriers / multiple technologies provides complete nationwide / global coverage. With more than 480 partners across 190 countries, Aeris provides unmatched global coverage.

SERVICE AVAILABILITY
Aeris solutions are future-proven for a wide-range of next-gen networks, including LTE-M, 5G, NB-IoT, Wi-Fi, LoRa, and more. Carrier mobility across networks provides an elevated level of control, especially with global deployments.

SUPPORT
Poor / inconsistent support deteriorates relationship. Aeris support is fast, efficient, and geared for a focused response.
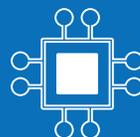
TECHNOLOGY EVOLUTION
We have seen technologies come and go (the sunset of 2G technologies and soon CDMA). To offsetthis, Aeris is ready and able to incorporate new technologies that hit the market (NB-IoT, low power wide area networks, etc.).

QUALITY of SERVICE
Aeris connectivity options provide a technology- and carrier-agnostic solution that minimizes outages and inconsistent performances.

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.

United States Contact:
info@aeris.net
or **+1 408 557 1993**

Europe Contact:
eu_info@aeris.net
or **+44 118 315 0614**

India Contact:
india_info@aeris.net
or **+91 01206156100**