

EMnify

# Case Study

Enhancing Telecom Liechtenstein's offer for the IoT connectivity market



## Telecom Liechtenstein

**HQ:** Vaduz, Liechtenstein

**Employees:** 51-100

**Industry:** Communications  
Service Providers



## Challenge

Replace legacy infrastructure with a cloud-based solution



## Solution

Utilize EMnify technology to create a fully virtualized connectivity management system

## ● Preparing Telecom Liechtenstein for the IoT Revolution

With a heritage of being a premier telecommunications provider of fixed line, mobile communications services, Internet and TV, Telecom Liechtenstein has always been an early adopter of new technologies. The potential of the global IoT market is huge, with the number of devices expected to exceed 50 billion by 2022 (Juniper Research). Recognizing this potential, Telecom Liechtenstein launched IoT connectivity for the enterprise market to continue to keep their clients at the forefront of new technologies.

The collaboration with EMnify enabled the company to replace their legacy infrastructure with a cloud-based solution and fully capitalize on the growth of the IoT connectivity market. Today, Telecom Liechtenstein offers groundbreaking IoT technology to its clients through a scalable and flexible connectivity solution based in the cloud.

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## ● Bringing a Digital Vision to Life

Telecom Liechtenstein provides private and business customers in the Liechtenstein area with landline, mobile and Internet services, as well as secure, reliable cloud and data center solutions. As a market leader and innovator, one of its main priorities is to stay ahead of the curve and provide customers with services that help them excel in a competitive market, particularly in the area of digital transformation.

The company decided to move its IoT infrastructure to the cloud in order to improve scalability and flexibility and cut costs.

“The execution itself took us minutes!  
What’s even more important  
are the results: a fully virtualized  
connectivity management system.”

**Frank Stoecker, EMnify CEO**

## ● Moving to the Cloud: Futureproofing the IoT offering

Telecom Liechtenstein had been using a traditional SIM management system with limited capabilities for its IoT offering. However, fast-growing demand for M2M connectivity meant the company needed to adapt to new technologies that scaled faster to meet customers’ demands. The company also needed to modernize its SIM management capabilities to better support connected services in different verticals.

Telecom Liechtenstein was seeking a platform that could be monetized easily and provided control and flexibility while reducing total cost of ownership. It chose to use an MNE (Mobile Network Enabler) to help it launch real-time M2M / IoT services. After careful consideration, Telecom Liechtenstein decided to partner with EMnify.

## Successful Migration to a Cloud Mobile Network

EMnify is a SaaS company based in Germany that specializes in providing choice and flexibility for enterprise and CSP connectivity needs. With EMnify, Telecom Liechtenstein's migration from a legacy SIM management system to a cloud-based, purpose-built mobile core took only two weeks.

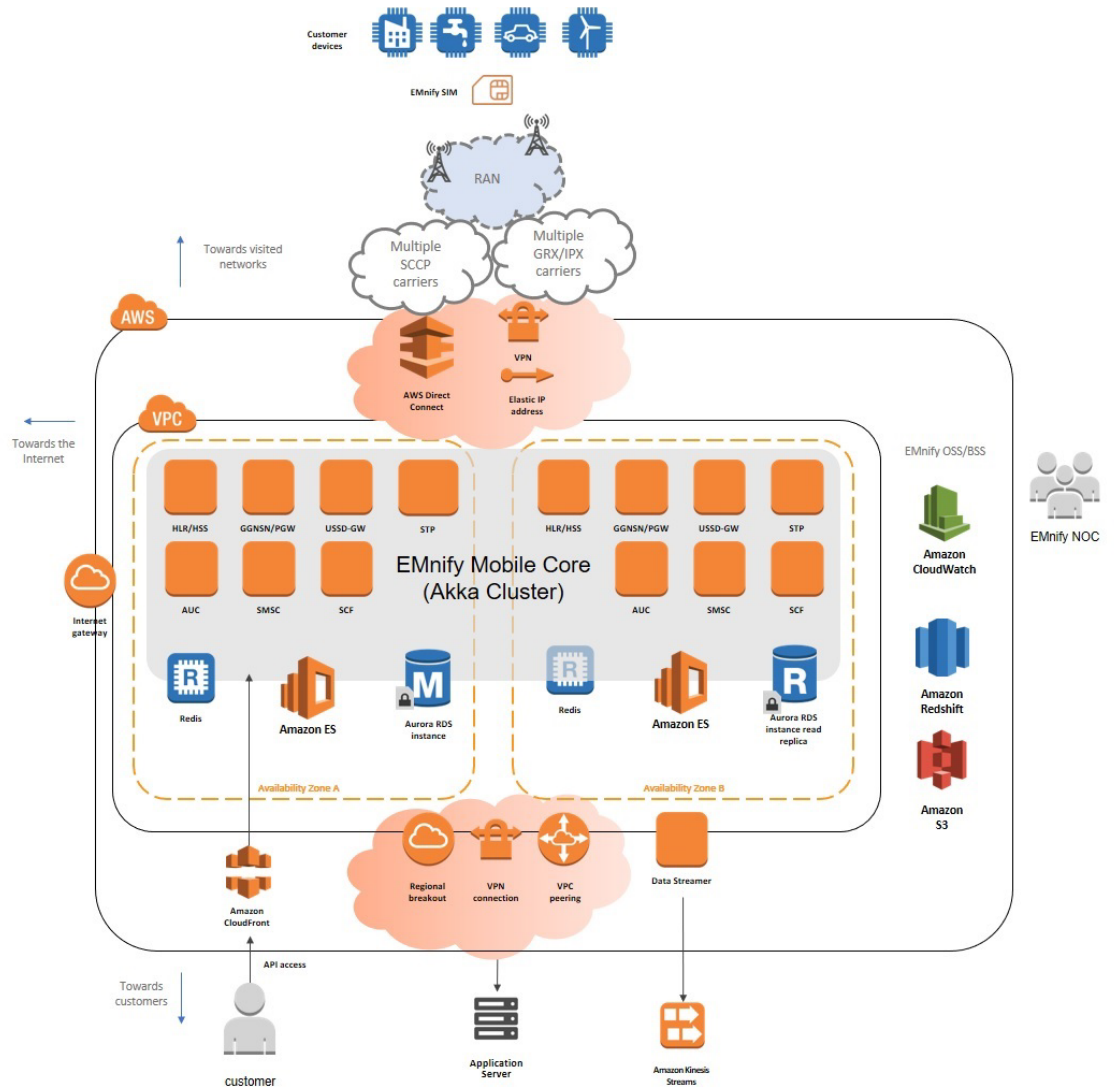
"We were very pleased with the system migration process," says Frank Stoecker, EMnify CEO. "After all, we are speaking about a huge number of SIM cards, and we needed to move them without noticeable downtime. The planning process was extensive, yet execution only took us minutes! What's even more important is the result: a fully virtualized connectivity management system."

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

EMnify replaced Telecom Liechtenstein's existing SIM management with a cloud-based mobile network core hosted on the AWS Cloud, providing it with a scalable, reliable and secure solution that vastly outperforms alternatives in functionality and flexibility.

Through EMnify's purpose-built core network, Telecom Liechtenstein created a comprehensive IoT connectivity solution that not only offers advanced connectivity capabilities, but also grants customers the benefits of AWS-hosted applications and regional internet breakout.

"EMnify's pay-as-you-go model aligns perfectly with the usage-based AWS pricing," adds Stoecker. "AWS enables us to make the most of our virtual mobile network core to offer high availability and scalability 'out-of-the-box'. Due to the global availability of AWS infrastructure we can offer high levels of customer service around the globe. Our customers benefit from stability and reliability, which is the most important aspect of delivering a business-critical service like device connectivity."



## About EMnify:

EMnify is a Software-as-a-Service (SaaS) company, revolutionizing cellular Internet of Things (IoT). Our connectivity management service provides mobile network operators, enterprises, and developers globally with technology connecting 'things'. The first to provide a mobile core infrastructure as a cloud service, EMnify enables secure, reliable and scalable connectivity, in ways previously impossible. EMnify leads the way towards a future without communication barriers. For more information, visit [www.emnify.com](http://www.emnify.com)