4G Routers / Mobile Data Only

Airespring
AT&T
BCN
Broad Sky
CBTS
CenturyLink
Coeo
Comcast Business
Expereo
Granite
Hypercore
MetTel
Mobilsense
NetFortris
NHC
Nitel
RTech Solutions
Senslynx
Sierra Wireless
SpectroTel
Spectrum
T-Mobile
TPx
Verizon
Windstream

IoT

AT&T
Broad Sky
Expereo
GoExceed
MetTel
NTT
RTech Solutions
Senslynx
Sierra Wireless
Telstra
Verizon

Cell service w/ Data

AT&T
Granite
MetTel
Mobilsense
RTech Solutions
T-Mobile
Verizon

Enterprise Mobility Management (EMM)/ Mobile Device Management (MDM)

Advantix
AT&T
Granite
MetTel
Mobile Solutions
Mobilsense
Ovation
Sirius
Telegistics
Verizon*
Wireless Watchdogs

Wireless Expense Management

Advantix
GoExceed
Granite
MetTel
Mobile Solutions
Mobilsense
Ovation
Renodis
Telegistics
Wireless Watchdogs

International

Airtel
AT&T
China Mobile
China Telecom
Expereo
RTech Solutions
Telstra
Verizon

Satellite

Broad Sky
Expereo
Viasat

Single SIM

Advantix
MetTel

Line of Sight Wireless

Rise Broadband
Skywire
Towerstream

MOBILITY BREAKDOWN

TBI™

*Doesn't pay

MOBILITY DISCOVERY QUESTIONS

DISCOVERY: Mix and match these questions as a starting point to help uncover wireless opportunities with customers today

General Discovery

We're talking landline (or we've done XYZ together), but did you know that we can help with wireless inside and outside of the office?

Everything we do is wireless now too, what do your needs look like there?

How many remote employees do you have?

How many offices do you have?
*helps to uncover 4G failover opportunities and determine how many wireless access points they have

Managed WiFi

Do you currently offer free WiFi to customers at your stores?

Are you pushing mobile notifications to customers while they're on site?

What are you currently doing to engage in-store customers via mobile?

EMM/MDM

Do you have a BYOD policy in place? Tell me a little bit about the policy itself.

What are you leveraging to secure and encrypt data on employee devices?

Is staying compliant on mobile on your organizations radar?

How would productivity increase if your in-house resources could focus on strategic projects rather than setting up and managing employee's cell phones?

Do you have 2+ wireless providers?

Who optimizes and keeps your mobile network secure?

IoT

Does your company have an IoT adoption plan?

When it comes to your wireless profile, do you have a fleet or factory focus?

What are you doing with the IoT data you collect?
*helps to uncover adjacent data center opportunities