# Worldwide Leader in
# Wireless WAN for Business



**Ericsson accelerates 5G for Enterprise with acquisition of Cradlepoint**

**Cradlepoint Delivers Industry's First 5G Enterprise Router for the Wireless WAN Era**
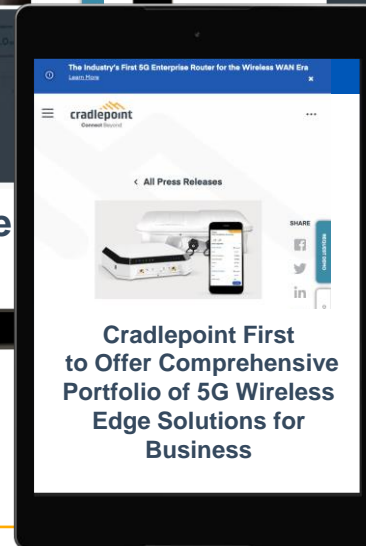
**Cradlepoint First to Offer Comprehensive Portfolio of 5G Wireless Edge Solutions for Business**
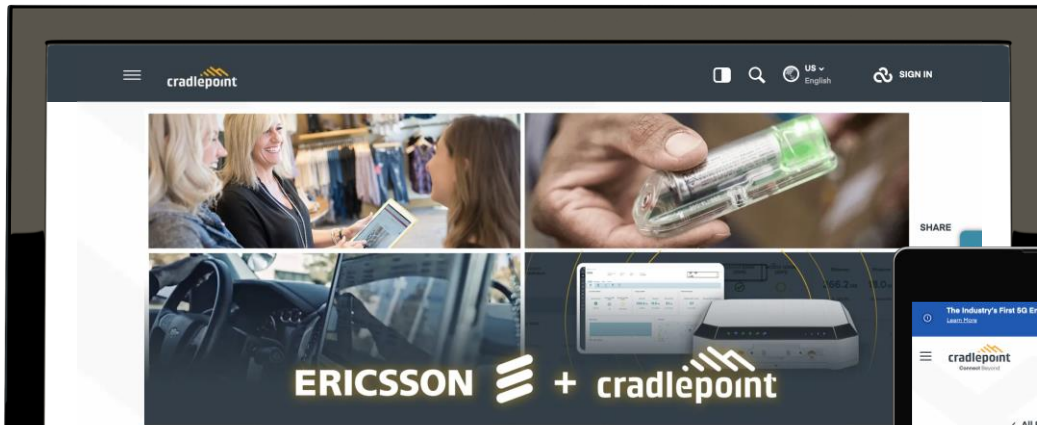
FOUNDED IN 2006
## 28,000+ active
customers in 50+ countries

## 2 million+
routers and adapters under subscription

## First to market
with 5G solutions for business

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# Organizations are **Transforming**

**Greater agility**

**Extended reach**

**A better experience**
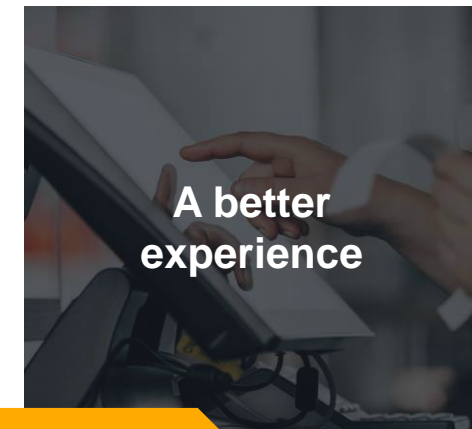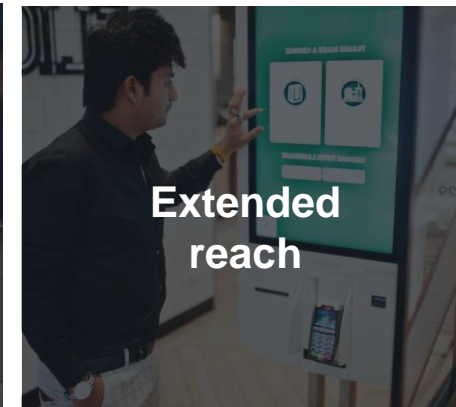
**ORGANIZATIONS ARE SEEKING**

**Improved productivity**

**Excellent service**

**Risk mitigation**
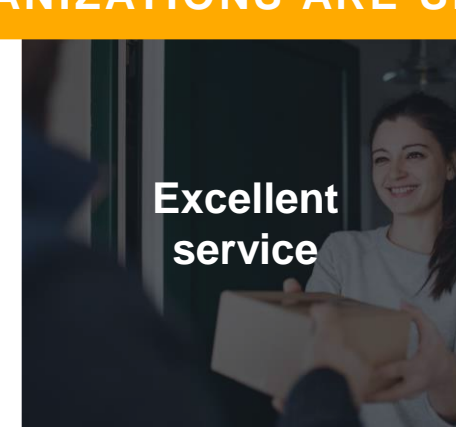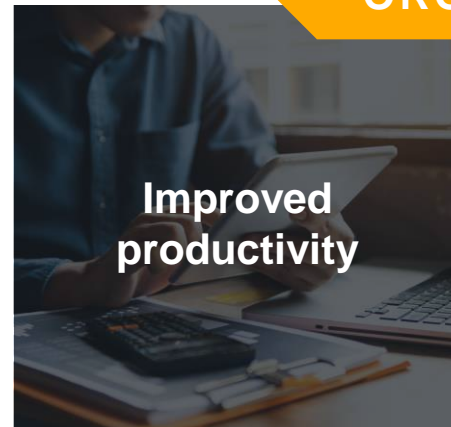
**82%** | Offline organizations accelerated the pace of digital transformation due to the pandemic

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# Transformation is Restricted by Conventional Connectivity

❌ Limited reach to sites / areas

❌ Slow deployment time (35 days average[1])

❌ Homogenous link redundancy (two wired links)

❌ Many situations where wires won't work

❌ Siloed and complex management platforms

**28%** | **Slower wired WAN growth rate compared to 4G/5G[2]**

[1]Nemertes, The Viability of a Wireless WAN for Business 2020; [2]2021 State of the WAN Report, IDG

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# The Reach and Agility of a **Wireless WAN**

**Agile and resilient connectivity**

BRANCH SITES

**Better efficiency and reach**

IOT

**Secure employee flexibility**

WORK FROM HOME

**Increased organizational reach**

VEHICLE

**Carrier-grade wireless experience**

PRIVATE CELLULAR
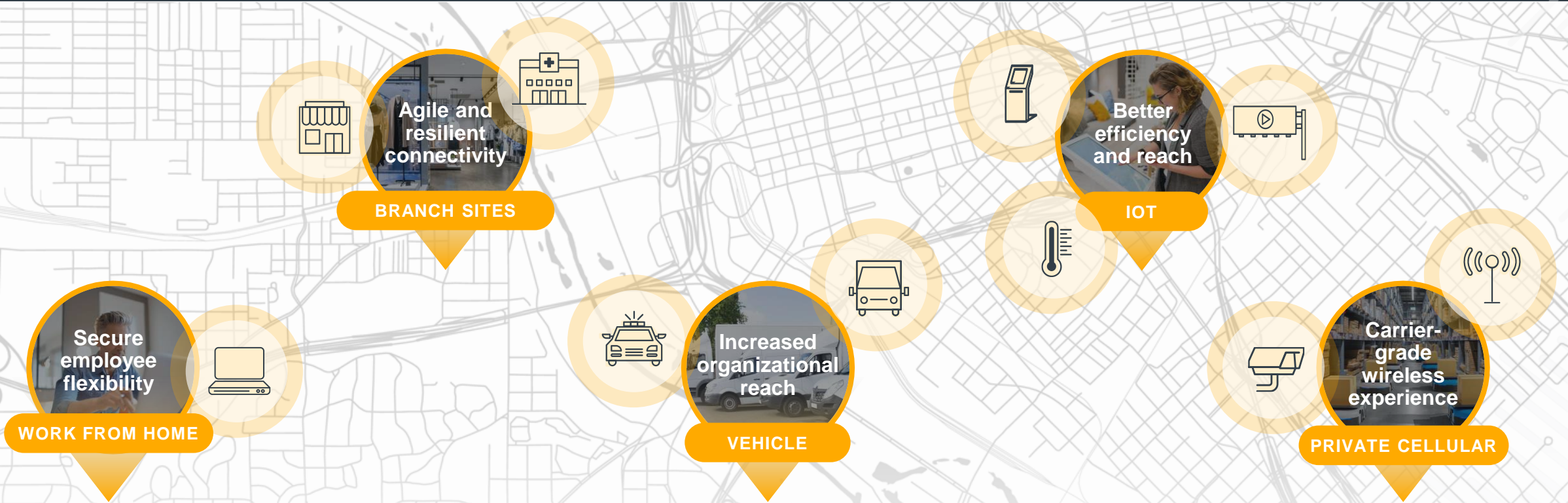
- ✓ Extend customer reach
- ✓ Mitigate downtime
- ✓ Simplify management
- ✓ Gain greater agility
- ✓ Cover the whole WAN edge
- ✓ Increase scalability

**Nachvollziehbarkeit der Arbeitsabläufe**

**GPS Tracking**

- aktueller Standort
- Laufwege der letzten 24 Stunden
- Aufzeichnung mehrerer Arbeitsmaschinen

**Grafisches Dashboard, Warnungen und Benachrichtigungen**

**Cloud Service**

- Darstellung im NetCloud-Cockpit
- Erfassung des Projektfortschritts im ERP-System

**Bewegungs-Sensor**

Zur Sicherung von sensiblen Gütern

Diebstahl-Schutz

**Video Control**

- Anschluss mehrerer Kameras

Diebstahlschutz und Ladekontrolle

§ Dokumentation zur Absicherung bei Bauvorschriften

**360°**

**W-WAN**

**Störungsfreie 4G/5G-WAN-Lösung mit SIM-Karten-Failover**

**Daten-Sicherheit**

- bei Ablauf des Datenvolumens Wechsel auf zweite SIM-Karte
- Wechsel auf zweiten Carrier bei Netzausfall

**Maschinen-Vernetzung**

Zugriff vom Baucontainer aus auf Konstruktionsdateien und Maschinendaten

**Mängel Erkennung**

**Für Baustellen im Freigelände ohne Kabelanschluss**

**Anbindung von Cargo-Trackern**

Sicherung von hochwertigen Gütern

**Telefonie inklusive**

# Unique Requirements of the Wireless WAN Edge

**Zero-time start up and tear-down**
Cloud-based remote management and insight

**High dependability**
Always-On Connectivity (Wireless or Hybrid WAN)

**Single platform**
Routing, Switching, WLAN in a single device

**Hybrid WAN**
Traffic offloading and bandwidth augmentation

**Easy IT assimilation**
Network standard-based and interoperable

**Secure connectivity**
Cellular + Enterprise network security

**Reach where wires won't**
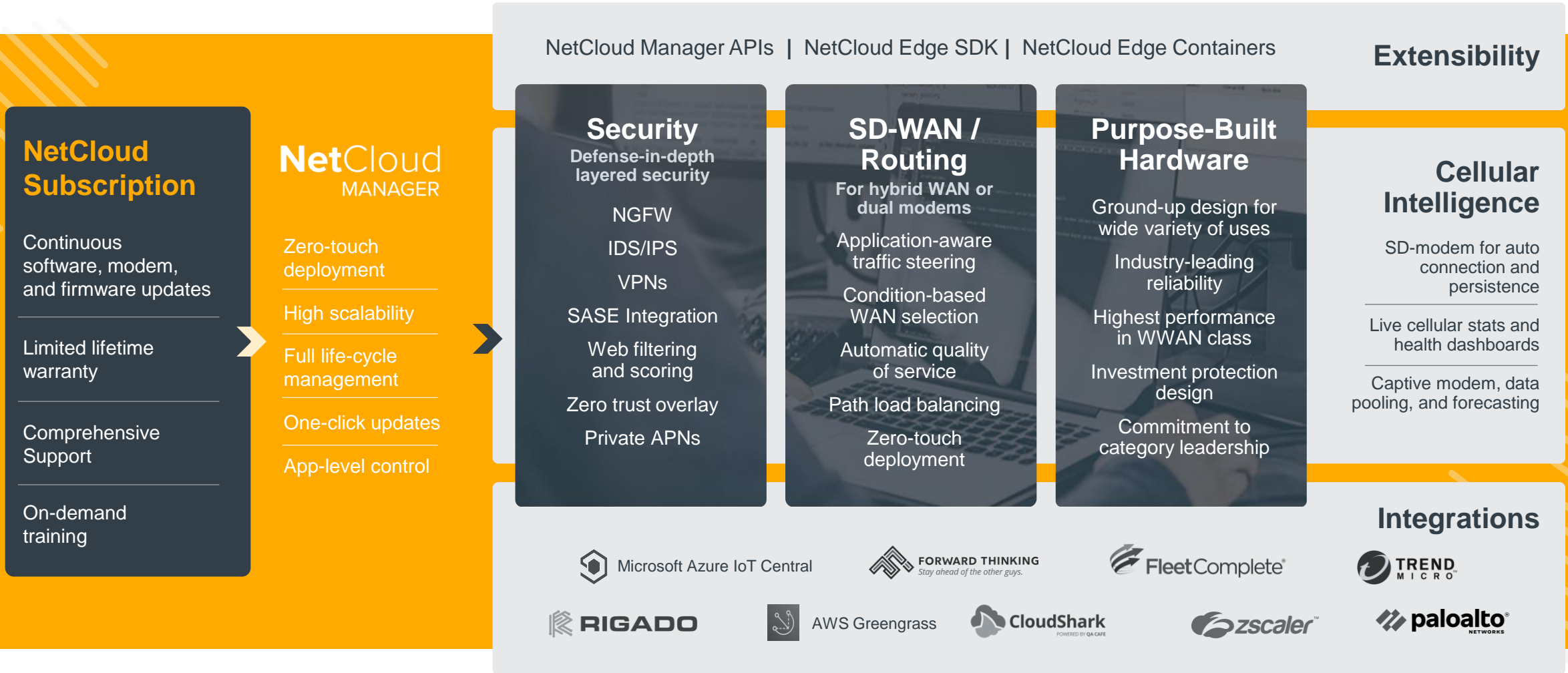Flexible, easy to deploy anywhere and highly scalable

**Enterprise class performance**
Increasing cellular performance – 5G speeds

# The NetCloud Service Architecture

## NetCloud Subscription

- Continuous software, modem, and firmware updates
- Limited lifetime warranty
- Comprehensive Support
- On-demand training

## NetCloud MANAGER

- Zero-touch deployment
- High scalability
- Full life-cycle management
- One-click updates
- App-level control

**NetCloud Manager APIs  |  NetCloud Edge SDK |  NetCloud Edge Containers**

**Extensibility**

### Security
**Defense-in-depth layered security**

- NGFW
- IDS/IPS
- VPNs
- SASE Integration
- Web filtering and scoring
- Zero trust overlay
- Private APNs

### SD-WAN / Routing
**For hybrid WAN or dual modems**

- Application-aware traffic steering
- Condition-based WAN selection
- Automatic quality of service
- Path load balancing
- Zero-touch deployment

### Purpose-Built Hardware

- Ground-up design for wide variety of uses
- Industry-leading reliability
- Highest performance in WWAN class
- Investment protection design
- Commitment to category leadership

### Cellular Intelligence

- SD-modem for auto connection and persistence
- Live cellular stats and health dashboards
- Captive modem, data pooling, and forecasting

**Integrations**

Microsoft Azure IoT Central

FORWARD THINKING
*Stay ahead of the other guys.*

FleetComplete

TREND MICRO

RIGADO

AWS Greengrass

CloudShark
POWERED BY QA CAFE

zscaler

paloalto NETWORKS

# All Cellular Construction Site Routing

## IDEAL FOR

Shifting networking locations

Pop-ups, IoT, day-1 connectivity

IT staff managing availability many of sites

## PROBLEM

Poor wired broadband availability or performance

Wait times for wired connectivity – up to 3 months
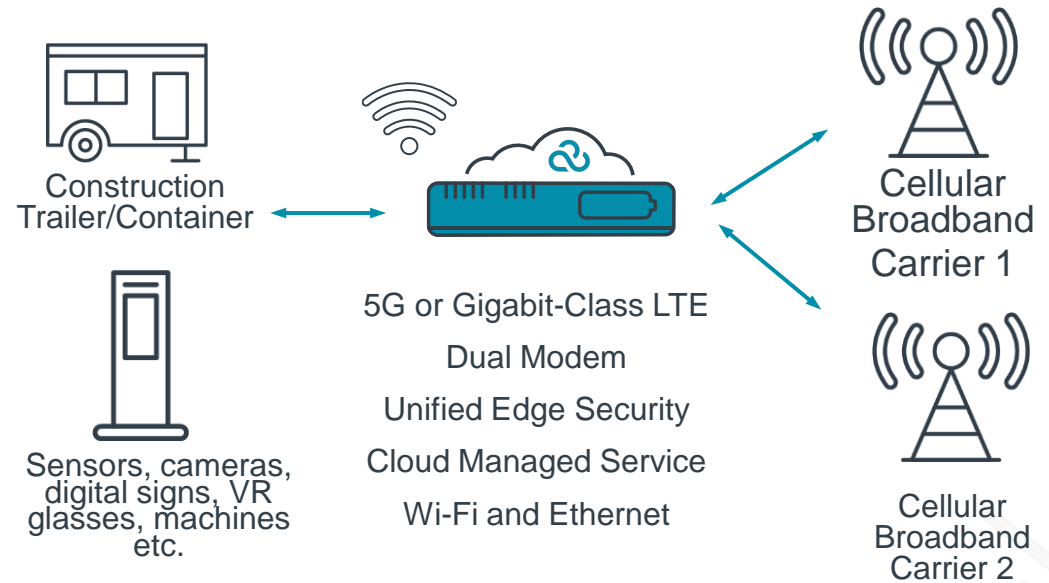
Time-consuming management tasks, no network visibility

## BENEFITS

Enterprise-class networks with redundant carrier reach

Zero-touch deployments can connect within hours

Management, analytics and insights scale staff load

| NETCLOUD FOR BRANCH | E-SERIES ROUTERS | DUAL MODEM |
|---|---|---|

Construction Trailer/Container

Sensors, cameras, digital signs, VR glasses, machines etc.

5G or Gigabit-Class LTE
Dual Modem
Unified Edge Security
Cloud Managed Service
Wi-Fi and Ethernet

Cellular Broadband Carrier 1

Cellular Broadband Carrier 2

**Extend network reach when and where connectivity is needed**

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# Best-in-Class Cellular is in the Details

| Software-Defined Modem | Connection Management | Carrier Selection Management |
|---|---|---|
| Modem Health Management | Data Plan Management | Virtual Remote Modem |

"
Our Cradlepoint solution ensures we always have the best connection, in terms of quality, speed and price — and it all happens in an automated fashion.
"

**ANTHONY STANLEY**
VP OF OPERATIONS AND TECHNOLOGY AT VISIO HEALTH

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# Bauer Spezialtiefbau



Drahtlos > Wireless WAN > WLAN-Infrastruktur für die Baustelle

Bauer Spezialtiefbau setzt auf Wireless-WAN-Lösung von Cradlepoint

## WLAN-Infrastruktur für die Baustelle

Firmen
zum
Thema

03.12.2021 | Von Bernhard Lück

Die Bauer Spezialtiefbau GmbH bindet ihre Baustellen mit der Cradlepoint NetCloud an, die sich vor Ort auf Mobilfunkrouter von Cradlepoint stützt. So entstehe eine Infrastruktur auf WLAN-Basis für Innen- und Außenbereiche, und die Baubüros seien an die IT-Systeme des Unternehmens angebunden.

Stephan Weinbauer, Fachgruppenleiter IT-Netzwerk/Infrastruktur bei Bauer: „Eine Internetanbindung ist auf unseren Baustellen extrem wichtig."

https://www.ip-insider.de/wlan-infrastruktur-fuer-die-baustelle-a-1078666/

# Taylor Construction: 5G in Onsite Trailers

Taylor Construction is rolling out next-gen applications at construction sites in Australia.

- **Challenges:**
  - Inflexibility of wired connectivity
  - Connection performance insufficient for high-bandwidth technologies

- **Solution:**
  - Cradlepoint's NetCloud Service for Branch, primary routers, and 5G adapters

- **Benefits:**
  - Agility and reliability of Wireless WAN at construction sites
  - Exponential performance improvement
  - Scalability for widespread adoption

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"

Our construction sites are rugged and technically demanding. The Cradlepoint 5G solution is just what we need: high-performing and enterprise-grade, top to bottom."

**Christian Neyle**, IT manager, Taylor Construction

# Why Cradlepoint?

## WHY CUSTOMERS CHOOSE CRADLEPOINT

- Always-on connectivity – Wireless or Hybrid WAN
- Flexible, easy to deploy anywhere and highly scalable
- Cellular + Enterprise network security
- Redundant routing for 24/7 uptime
- Network standard-based and interoperable
- Cloud-based remote management and insights
- Increasing cellular performance – 4G/5G speeds
- Traffic offloading and bandwidth augmentation

**Extend operations and customer reach to transform remote locations**

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# Thank You

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