

Revolutionizing Global Operations with IoT Connectivity



Business Challenges

A global leader operating across energy management and automation offers a comprehensive range of products and solutions, including programmable relays, motion controllers, motor controls, and advanced IT-integrated automation systems designed to enhance efficiency and reduce operational costs. The organization required a unified, reliable, and scalable solution to effectively manage connectivity across its operations and products.

Key challenges included:

- Ensuring continuous data transmission for critical applications such as power management in hospitals and factories.
- Addressing fragmented connectivity across multiple regions, which led to inconsistent service quality and complex billing.
- Managing data costs efficiently across various regions and applications to avoid unexpected overage fees.

Globalgig's multi-carrier eSIM solution enables uninterrupted connectivity for smart infrastructure, helping organizations reduce costs, enhance visibility, and scale across regions.



Globalgig Solution

Despite substantial investment in managed services and The organization partnered with Globalgig to implement a comprehensive IoT connectivity solution designed to address these challenges. The solution provided seamless, reliable, and scalable connectivity across global operations while offering centralized management capabilities, including SIM activation, data plan allocation, and single-currency billing.

Unified Global SIM Deployment

- **Multi-Carrier eSIMs:** Globalgig deployed multi-carrier eSIMs to enable devices to maintain uninterrupted connectivity by automatically switching between network providers.
- **Regional Flexibility:** By leveraging multi-carrier eSIMs, the organization can select the best primary and backup carriers for each region or country, optimizing coverage and cost efficiency based on location needs.
- **Managed Service:** Delivering continuous, proactive monitoring, out-of-band management, and rapid issue resolution to ensure optimal network performance.
- **Single Source of Truth:** A centralized management platform, Orchestra, was introduced for all SIM deployments, simplifying logistics and simplifying administrative tasks.



Tailored Use Cases

Globalgig's tailored IoT connectivity solutions are designed to meet the specific needs of diverse industries, enhancing operational efficiency and sustainability. These solutions have been successfully implemented across sectors such as healthcare, manufacturing, and smart building sectors.

- **Power Management in Healthcare:** Solutions are implemented in hospitals to monitor power usage, detect surges, and manage failover systems, ensuring uninterrupted power supply for critical medical equipment. This approach enhances risk management and operational efficiency in hospitals across the UK.
- **Manufacturing Efficiency:** Solutions monitor power systems in factories, ensuring optimal performance and preventing downtime. This results in improved visibility into energy consumption patterns and increased factory uptime.
- **Smart Building Solutions:** Solutions enable automated smart lighting systems in Volvo showrooms and offices, reducing energy consumption through automated controls. This delivers significant cost savings and enhances sustainability.



Operational Benefits

Implementing Globalgig's IoT connectivity solution delivered significant operational benefits, including enhanced ROI through the consolidation of billing and data management, reduced administrative costs, and optimized data usage. The improved flexibility to dynamically reallocate data across various sites and projects helped avoid overages and ensured efficient resource utilization. Additionally, the organization achieved reliable and fail-safe connectivity for critical applications across diverse environments.

Results

Implementing the Globalgig solution resulted in substantial benefits:

- **Cost Savings:** Unified billing and data management significantly reduced operational costs and eliminated unexpected overage charges.
- **Operational Efficiency:** Streamlined SIM management and reliable connectivity enhanced the efficiency of digital transformation initiatives.
- **Scalability:** The solution's flexibility allowed for effortless scaling of deployments across different regions and applications.

This collaboration with Globalgig has proven transformative, delivering a reliable, cost-effective, and scalable solution for the company's global SIM deployment needs. Integrating multi-carrier eSIM technology has streamlined operations and empowered the business to advance its digital transformation goals with greater efficiency and reliability. As the company looks to the future, it plans to expand the use of Globalgig's IoT connectivity solutions to new projects and regions, further enhancing its ongoing digital transformation journey.

About the Organization

This global leader in industrial technology is dedicated to creating impact by empowering individuals and businesses to maximize energy and resources, bridging progress and sustainability. With a mission to be the trusted partner in sustainability and efficiency, the company brings world-class expertise in electrification, automation, and digitization to smart industries, resilient infrastructure, future-proof data centers, intelligent buildings, and intuitive homes. Its integrated end-to-end AI-enabled Industrial IoT solutions, including connected products, automation, software, and services, drive profitable customer growth.

