



TD SYNnex

**ConnectSolv
5G Solutions Playbook**

What is ConnectSolv?

Profits With Activations

Significantly increase profitability with commissions from major wireless and wired line service providers.

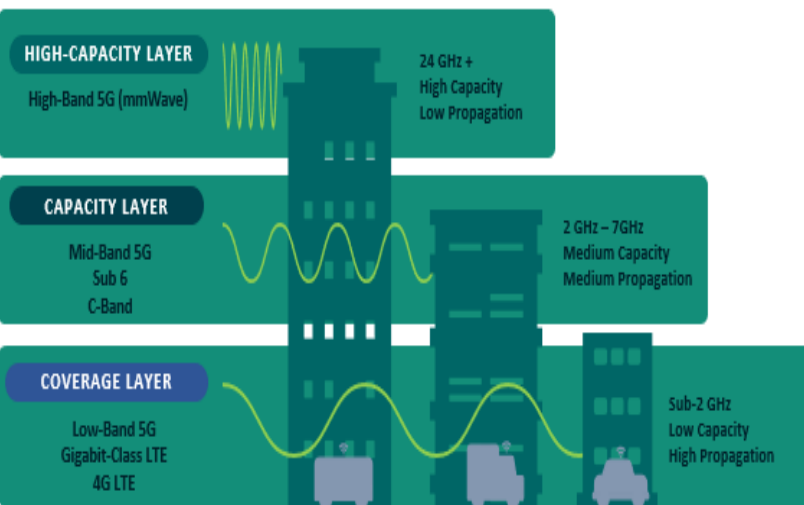
TD SYNEX has paid our partners over **\$45 million** in carrier commissions in the last two years!

IoT Platforms

Confidently build and manage fleets of vehicles, sensors and cameras on our customizable IoT platforms. From tracking assets to cold storage management, our IoT platforms give you full visibility and control of your business's daily operations.

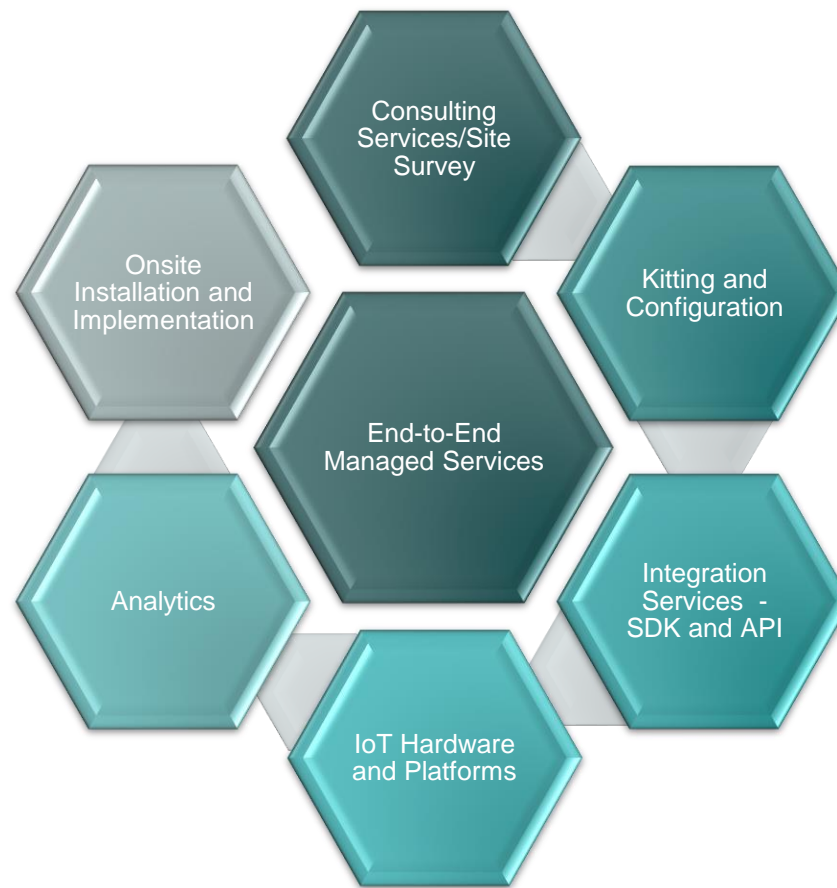
3 Questions to Determine the Cellular Spectrum:

- 1) How much data are you sending?
- 2) How far does it need to travel?
- 3) How fast does it need to get there?



The TD SYNEX **ConnectSolv** team utilizes multi-vendor relationships to provide complete connectivity solutions from design to deployment. 5G is ushering in a new era of connectivity by providing faster speeds that can send a greater capacity of data with less latency. These 5G network characteristics will allow new applications to enter the market using AI and AR/VR in remote situations with no need for a hardwired infrastructure. From the tower to the endpoint, the ConnectSolv team enables enterprise class connectivity so your business can transact when and where it needs to transact.

Services-Rich Environment— Design, Integrate, Install and Manage



It's All About Communications Continuity!

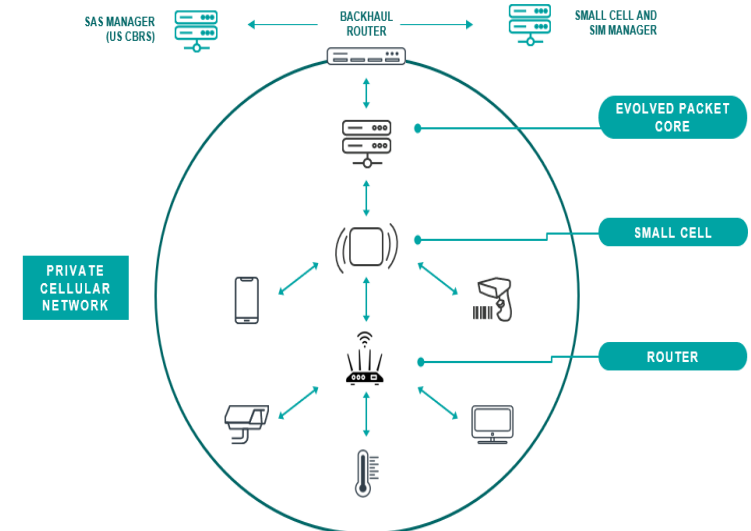
By combining connectivity technologies, the ConnectSolv team helps ensure your business stays secure and always connected. The continuity of your network is our prime goal.

How About a Second SIM?

Stay in the game of continuity with a second carrier SIM. Ensure that your cellular routers always stay connected wherever they go by having two carrier SIMs in every modem.

Private Cellular Networking

Become your own cellular provider. No overages or throttling as you easily extend the reach of your connectivity on your very own private 4G or 5G cellular network.



Outcome Alliance Partners

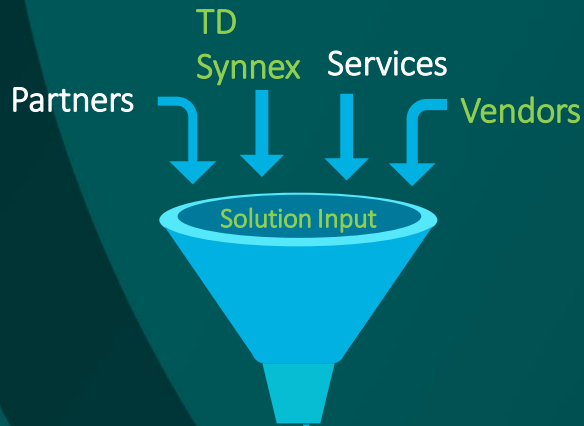
TD SYNnex is your dedicated solutions aggregator for all connected outcomes. Our business experts have some of the strongest relationships with top channel partners including, carriers, mobile device vendors and business-to-business (B2B) teams – all so we can help you build and optimize the right solutions for your customers desired outcomes.



<p>Connectivity</p> <p>5G Carriers Verizon T-Mobile AT&T/FirstNet US Cellular Spectrum Comcast</p> <p>Managed Connectivity Kore Convergia DataXoom MetTel Nitel AireSpring Granite</p> <p>PCN Nokia Cradlepoint CommScope Celona Ciena</p>	<p>Connected Hardware</p> <p>Routers Cradlepoint Inseego Digi Sierra Wireless MultiTech Advantech</p> <p>Endpoints Apple Samsung Microsoft Surface Lenovo HP Acer Google</p> <p>Antennas Mobile Mark TaoGlas Parsec Panorama Airgain</p>	<p>IoT Platforms and Devices</p> <p>Platforms and Sensors Cisco Intel IBM Sensor-Works Tracking for Less (TFL) Rigado Monnit Bretford</p> <p>Cameras and Remote Power Gridless Power ChargeTech Axis Cameras Vorp Energy Bosch Hikvision APC D-Link</p>	<p>Security, SD-WAN and SASE</p> <p>Security Trend Micros SonicWall Zscaler Check Point Fortinet WatchGuard</p> <p>SD-WAN and SASE Cradlepoint Palo Alto Juniper Aruba Extreme VMware Broadcom</p>	<p>Cloud</p> <p>Platforms Azure AWS Google IBM</p> <p>5G O-Ran Microsoft Supermicro Cisco HPE Red Hat</p>	<p>Edge</p> <p>Analytics Cisco Alteryx AxxonSoft</p> <p>Compute Intel Oracle Lenovo Nvidia Amazon SageMaker</p> <p>ISVs Pentaho Cloudera NVIDIA Microsoft - Lobe AI</p>
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White Label Solutions Aggregation: Design, Integrate, Install, Manage

Our Solutions Catalog is the output of our comprehensive vetting and aggregation of complete solution outcomes. Utilize our services and integration arm to design white-label, custom connected solutions, in-house configurations and onsite installations. The TD SYNnex Services team is certified and available nationwide to handle every IT need your organization requires.



Solution Factory

The Solution Factory is a start to finish methodology that allows even our smallest customers access to a comprehensive set of services that starts at the concept level, defines a solution with multiple vendor technologies and ensures the outcome by completing the entire project under one roof. All solutions go through a reference architecture and rigorous testing. Only when a solution has been fully vetted can it be included in the Solutions Catalog.



Select Your Customer Scenario

Choose a scenario below based on your customer's technology and service needs to be taken to a sales battlecard that can help you build out their desired solutions!

Healthcare

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Education

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Fleet Tracking

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Healthcare

Medical Workflow

Power – Sync – Provision – Connect

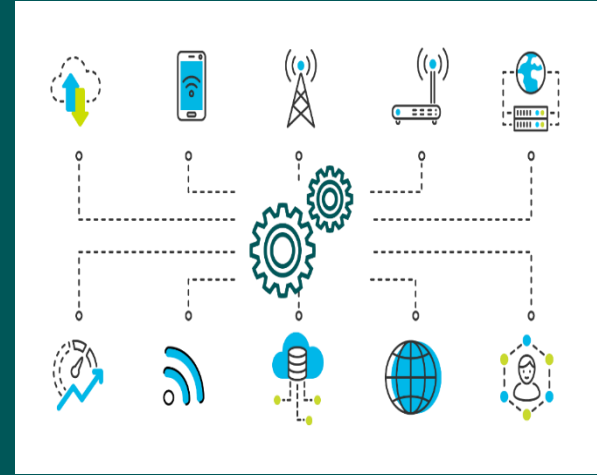


Solution Overview

Medical Workflow solutions allow healthcare workers to stay charged, connected and synched continuously while working. PowerSync Pro Trays provide a framework for a hands-free IT solution for mobile devices to be charged, synced and provisioned with integrated support from the Apple Provisioning Utility (APU). By connecting to a cellular router and a carrier partner, medical personnel can use the PowerSync Pro Tray to have a portable, self-contained provisioning solution with remote admin capabilities to troubleshoot IT issues. By deploying PowerSync Pro Trays in conjunction with Apple APU, mobile devices are refreshed back to their original state with many low-level issues automatically repaired, reducing the number of IT tickets and lowering support costs.

Solution Benefits

- HIPAA-compliant
- Cloud managed remote admin access to third-party devices
- Day-one connectivity
- Secure workflow continuity
- Remote/pop-up LTE cellular



Target Audience

Business stakeholders:

Mobile and field employees and healthcare executives, hoteling and hot desking

IT stakeholders:

IT employees, CIO, VP/Director of IT, CTO, CSO



Customer Challenges

- Limited resources
- Multiple staff stations spread out
- IT department physically syncing and provisioning mobile devices
- Remote connectivity
- Worker downtime due to device IT issues



Key Words To Listen For

- Medical workers
- Secure connectivity
- Remote location Wi-Fi
- Connectivity on demand
- Work from anywhere
- Device charging
- Data sync and provisioning



Conversation Starters

- How do you plan on providing Internet in remote facilities and pop-up locations?
- What pain points does your IT team have when providing connectivity to temporary or remote facilities?
- Would a solution that could charge, sync and provision data be useful to your medical staff?
- How long does it take for your healthcare employees to connect to IT-enabled services?

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Remote Patient Monitoring and Telehealth

Solution Overview

Remote health and wellness monitoring is transforming healthcare through the power of edge computing and the Internet of Things (IoT). Recent policy changes during the COVID-19 pandemic have reduced barriers to telehealth and remote patient monitoring (RPM) and have promoted the use of telehealth as a way to deliver acute, chronic, primary and specialty care. Leveraging the medical data collected from medical devices, sensors, implant devices and wearables allows for a patient's well being to be monitored in real-time between home, hospital and beyond.

Solution Benefits

- Real-time delivery of refrigeration data
- Remote monitoring of refrigerators without manual use of handheld devices
- Regulatory requirements for proper refrigeration of laboratory reagents and other materials confirmed in real-time
- Immediate notification of loss of power to a refrigeration unit that puts chilled lab content at risk
- Predictive analytics detect failing units prior to incidents, reducing downtime and spoiled products



Target Audience

Business stakeholders:

CEO/President, Vice President/Chief Medical Officer, Chief Experience Officer, Director of Telemedicine, Chief Nursing Officer

IT stakeholders: CIO, CMIO, CISO, VP/Director of IT, CTO



Customer Challenges

- Fall prevention and improving patient experience and satisfaction
- One-to-one sitter costs
- Nursing and staff shortages
- No quick and easy way to customize care flows
- Bridging the gap between patient and caregiver
- Generating new revenue streams for caregivers



Key Words To Listen For

- Live vital signs, video conferencing
- Virtual doctor, patient monitoring
- Reduce exposure to air born infections
- Wearables, medical devices
- Rural patients, underserved areas
- Home health, elderly care, chronic patients, psychiatry



Conversation Starters

- What is your current strategy for monitoring chronic patients look like today?
- How are you using telehealth today?
- What's your current strategy for monitoring chronic patients look like today?

LTE Patient Tracker and 2-Way Communicator



Solution Overview

Customers can always maintain safety and awareness of their patients, nursing home residents and at-home patients with an LTE Patient Tracker and 2-Way Communicator. The patient tracker solution is perfect for families and caretakers to keep track of vulnerable patients while they are not in the vicinity. Geofencing alerts also provide knowledge of when a patient may be going out of a caretaker's reach or if they are in danger. This advanced personal tracker comes equipped with two-way voice communication, SOS Button, Bluetooth, fall detection and high-capacity battery.

Solution Benefits

- Cloud-based tracking
- Patient safety
- Emergency GPS locator and panic button
- 4G LTE Cat 4 capabilities
- Three-axis accelerometer for motion sensing and fall detection



Target Audience

Business stakeholders:

Healthcare employees, patient caretakers, patients, patient family members

IT stakeholders:

IT employees, CIO, VP/Director of IT, CTO



Customer Challenges

- Patient safety
- Caretaker awareness and safety
- Time-consuming, manual patient tracking
- Fallen patients, wandering patients, impaired patients and other adverse patient events



Key Words To Listen For

- Patient safety
- Healthcare worker safety
- Caretaker management
- Remote worker tracking
- Remote patient tracking
- Dangerous environments
- Adverse patient events



Conversation Starters

- Does your state have worker safety mandates?
- How do you effectively manage large numbers of remote caretakers?
- What are your facilities' patient safety policies?
- Would knowing where your caretakers, healthcare employees and vulnerable patients are in real time be helpful?
- Have you ever considered LTE connectivity to track and manage your employees?

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Laboratory Cold Storage Monitoring

Solution Overview

Medical labs require the use of refrigeration to keep specimens, vaccines, and other sensitive materials at a certain temperature, as changes can destroy these items. Many states have laws in place requiring temperature monitoring in medical facilities so there is a data log for reference. Remote refrigeration monitoring provides real-time visibility to temperature and performance of refrigeration systems. This monitoring reduces the risk of damage to important biological medical items, while predictive analytics detect failing refrigeration units prior to major incidents. Logging temperature data also helps detect peak time activity of users opening doors too often and too long, which can also put sensitive products at risk.

Solution Benefits

- Real-time delivery of refrigeration data
- Remote monitoring of refrigerators without manual use of handheld devices
- Regulatory requirements for proper refrigeration of laboratory reagents and other materials confirmed in real time
- Immediate notification of loss of power to a refrigeration unit that puts chilled lab content at risk
- Predictive analytics detect failing units prior to incidents, reducing downtime and spoiled products



Target Audience

Business stakeholders:

CEO/President, Vice President/COO, Chief Strategy Officer, Chief Innovation Officer, healthcare employees, facility patients

IT stakeholders:

IT employees, CIO, VP/Director of IT, CTO



Customer Challenges

- Loss of profit due to spoiled samples and chemicals
- Failed refrigeration or loss of power
- Increasing regulation around control and storage of lab product
- Manual or infrequent temperature monitoring
- No alerts when a refrigeration unit is faulty or has lost power



Key Words To Listen For

- State compliance
- CDC compliancy
- Lab sample degradation
- No awareness of failed refrigeration units
- Insufficient temperature monitoring processes



Conversation Starters

- Are you bringing patients back due to sample degradation?
- Do you currently monitor refrigeration temperature, and are you able to log temperature consistency?
- How do you respond to faulty refrigeration units or power failures to avoid loss of product/samples?

Smart Industry

Smart Farm

LTE Crop Monitoring



Solution Overview

Smart Farms place the power of control in the farmer's hands. Real-time analytics provide updates on soil temperature, moisture and humidity, which allows farmers to optimize their crops to be more fruitful. By combining a cloud solution with a cellular router and a mobile carrier partner, agriculture customers gain remote access to water and light systems as well as sensor technology that can help detect impurities that might negatively affect harvest yields. Plus, enhanced LTE networks allow the ability to pinpoint the sweet spot of any crop to help it grow larger and healthier food sources to feed nations abroad.

Solution Benefits

- Real-time monitoring alerts, alarms and analytics
- Cloud-controlled LTE sensor network
- Remote access control to environmental systems
- Automated crop management



Target Audience

Business stakeholders:

Farmers, field workers, food and produce distributors

IT stakeholders:

IT employees, CIO, VP/Director of IT, CTO



Customer Challenges

- Farms with need for automation
- Remote connectivity
- Need to control multiple locations from one device
- Environmental conditions control
- Time-consuming, manual crop maintenance



Key Words To Listen For

- Wireless connectivity
- Agriculture
- Environmental controls
- Remote connectivity
- Crop management
- Wireless sensors
- Process automation



Conversation Starters

- What kind of analytics do you currently have in place on the farm?
- Would it be beneficial to have real-time updates on environmental conditions?
- Would you like to water your crops with the push of a button?
- Would you like to monitor your crop locations and statuses from a single device?

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Intelligent Building Design

Solution Overview

An efficient workplace can not only improve efficiencies and facilitate cost savings, but it can also improve employee wellbeing and productivity. Smart Building solutions leverage IoT platforms, sensors and other devices to provide an edge interface for Building Management, HVAC and Lighting Control Systems.

Securely manage door entry protocols and provide a variety of energy harvesting sensors for Occupancy, Air Quality, Light Level and Temperature/Humidity Sensors, and actuators to switch and control physical assets.

Solution Benefits

- Simple cable free deployment of battery free wireless sensors.
- Secure Door Entry Protocols
- Allows Building Managers to enhance comfort and productivity through intelligent environmental control.
- Compatible with a variety of building automation protocols (BACnet, KNX, LON and Others).
- Flexible Room Configuration



Target Audience

Business stakeholders: Building Automation Systems Engineers, Facility Manager, Building or Property Manager

IT stakeholders: Chief Information Officer (CIO), Director of IT, Network Administrator



Customer Challenges

- Inability to building environment inline with tenant productivity
- Reactive approaches to building maintenance which can be costly
- Lack of visibility of the overall building environment
- Inability to effectively monitor building usage
- Reduce energy consumption and costs
- Improve workplace utilization
- Monitor air quality
- Monitor building, room or desk occupancy



Key Words To Listen For

- Smart buildings
- Remote monitoring
- Energy costs
- Building Management System (BMS)
- Lighting control
- Heating, Ventilation and Air Conditioning (HVAC)



Conversation Starters

- Are you interested in solutions that save energy, improve tenant satisfaction and have a payback?
- How do you ensure you are using your space efficiently?
- Would you like a way to monitor your buildings environment and or critical areas?
- Would you like a way to manage your facilities remotely?

Smart Wind Farm Management

Solution Overview

Customer demands are driving changes in the way wind farm operators manage their turbine fleets. New wind turbines generate massive amounts of data daily. With different generations of turbines or multiple turbine vendors, it can be difficult to reach a centralized view of the entire fleet. This limited visibility makes it even more difficult to rein in operations and maintenance costs—which account for about one third of total turbine fleet ownership costs on average.

Using edge computing, Software AG's Cumulocity IoT windfarm management solution collects data at each site, where it can be acted on locally, filtered, and sent to a central instance of Cumulocity IoT to give operators performance data and insights across their entire fleet

Solution Benefits

- Improve real-time monitoring for generation and equipment performance
- Filter massive amounts of data locally for real-time insights • Gain predictive maintenance insights
- Consolidate monitoring for an entire fleet across multiple sites
- Customize reports and views
- Integrate easily with other enterprise systems



Target Audience

Business stakeholders:

Plant Supervisor, Director of Engineering, Operations Manager

IT stakeholders:

Chief Information Officer (CIO), Director of IT



Customer Challenges

- Operation and maintenance costs are high (generally about one-third of overall TCO)
- Managing turbines from multiple vendors creates a fractured view of the fleet
- Different generations of turbines have different monitoring capabilities
- Turbine monitoring platforms do not integrate with other enterprise systems



Key Words To Listen For

- Operation and maintenance costs
- Disparate tools and systems
- Lack of visibility and/or insights



Conversation Starters

- Do you have turbines from different vendors in your fleet?
- Do you have a single view of your entire fleet?
- Can you customize dashboards and monitoring interfaces?
- Do you want to get a better handle on operation and maintenance costs?

Utility Substation Monitoring

Solution Overview

Electrical and water utility systems balance safety, reliability and affordability to deliver the essentials to modern society. Problems in the utility distribution network can result in loss of power or water to customers and financial penalties to utility companies. Substations are critical to the distribution system, and utilities to monitor and detect problems before they turn into outages. Monitoring these geographically distributed substations is a costly, time-intensive task. Utilizing cellular technologies to monitor these substations will lower the TCO and give better visibility into the utility distribution systems.

Solution Benefits

- Eliminate the time and labor costs associated with dispatching crews for simple diagnostic inspections
- Anticipate equipment failures using a variety of sensors and measurements
- Maintain substation and electrical distribution system productivity
- Improve system average interruption duration index (SAIDI) and customer average interruption duration index (CAIDI)



Target Audience

Business stakeholders:

Vice President of Substation Operations,
Director of Engineering, Manager Substation
Engineering, Director of Asset Management,
Director of Distribution Systems

IT stakeholders:

Chief Information Officer, Chief
Security Officer, Director of IT



Customer Challenges

- Aging utility infrastructure is leading to substation failures
- Equipment currently needs to be monitored physically
- Physical inspections of geographically dispersed infrastructure is time-intensive and costly
- Utility companies do not have enough information about what's happening at substations



Key Words To Listen For

- Outages
- Staff shortages
- Utility monitoring
- System average interruption duration index (SAIDI)
- Customer average interruption duration index (CAIDI)



Conversation Starters

- Are customer service interruptions a problem?
- Do you want to improve your ability to anticipate substation equipment failures?
- What kind of remote monitoring do your substations have in place? What readings can you see?
- Would you like your staff to spend less time driving and more time maintaining?
- How old is your substation equipment?

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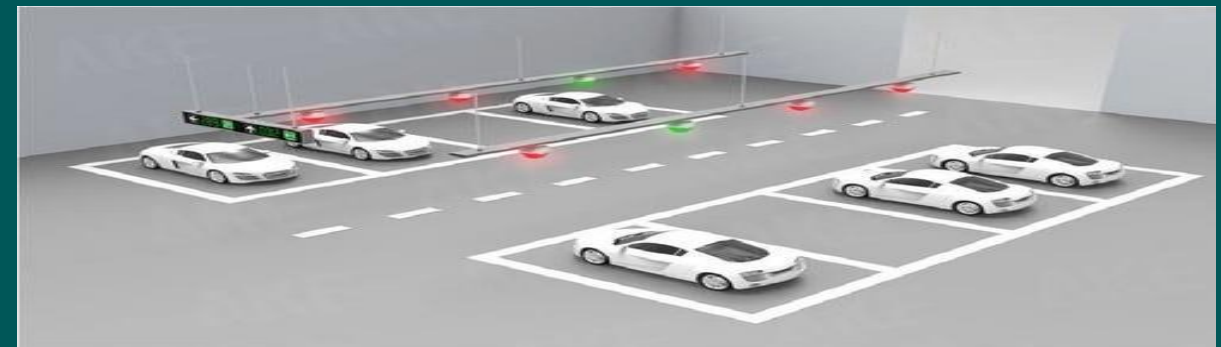
Intelligent Parking

Solution Overview

Enhance transportation operations with vehicle counting, traffic analysis, parking space detection and license plate recognition features with intelligent parking solutions. This smart parking solution helps smart cities reduce traffic congestion and carbon emissions while improving road users experience by providing real-time parking information availability thanks to smart parking camera deployment. This solution features smart cameras and video management software, which provides real-time updates that allow cities to manage their parking more efficiently.

Solution Benefits

- Reduce local congestion and pollution
- Assist drivers in finding free parking
- Improve parking monetization mechanisms
- Improved parking visibility and management
- Real-time visibility of parking consumption
- Improved driver experience



Target Audience

Business stakeholders: Mayor, County Supervisor and other elected officials, Director of DoT and/or Transit Authorities, Director of City Planning, Director of Public Works, Director City Maintenance

IT stakeholders: CIO, VP/Director of IT, CTO



Customer Challenges

- Maintaining parking arrangements for
- Employees or patrons; unable to use traffic
- Monitoring in logistic planning for additional parking
- No cameras with real-time analytics that can send instant alerts
- No optimization for parking areas
- Traffic due to patrons driving around increasing safety risks due to distractions



Key Words To Listen For

- Parking congestion
- Outdated cameras
- Vehicle counting
- Traffic monitoring
- Carbon emissions
- Customer wait time



Conversation Starters

- Is parking lot congestion getting out of control?
- Do you have adequate parking in congested areas that don't have public transportation?
- Is there a rise in illegal parking in areas that are heavily congested?
- Are your current cameras able to give you real-time monitoring of available parking spaces and time in parking spaces?

Smart Factory

Solution Overview

Unforeseen manufacturing equipment failure, high maintenance costs and a lack of data integration due to disparate systems are all detrimental to operational efficiency. Analytics and IoT solutions that offer centralized monitoring, predictive maintenance and connected logistics help combat these challenges. Leveraging the power of data along with process automation, analytics and IoT solutions help advance the manufacturing industry into the next generation.

Solution Benefits

- Equipment Health Monitoring
- Predictive Maintenance and Optimization
- Smart Material Handling
- Worker Safety Analytics
- Inventory Management
- Robotic Process Automation



Target Audience

Business stakeholders: Building Automation Systems Engineer, Facility Manager, Building or Property Manager

IT stakeholders: Chief Information Officer, Director of IT, Network Administrator



Customer Challenges

- Inability to building environment inline with tenant productivity
- Reactive approaches to building maintenance which can be costly
- Lack of visibility of the overall building environment
- Inability to effectively monitor building usage
- Reduce energy consumption and costs
- Improve workplace utilization
- Monitor air quality
- Monitor building, room or desk occupancy



Key Words To Listen For

- Smart buildings
- Remote monitoring
- Energy costs
- Building Management System (BMS)
- Lighting control
- Heating, Ventilation, and Air Conditioning (HVAC)



Conversation Starters

- Are you interested in solutions that save energy, improve tenant satisfaction and have a payback?
- How do you ensure you are using your space efficiently?
- Would you like a way to monitor your buildings environment and or critical areas?
- Would you like a way to manage your facilities remotely?

Retail

Retail Workflow

Power – Sync – Provision

Solution Overview

Combining the Bretford PowerSync Pro Tray with a cellular router and a mobile carrier partner allows retail businesses to keep staff with charged devices that are data synched and provisioned. Powered by an internal Mac Mini and the Apple APU, businesses can keep a fleet of iPads up to date by simply plugging them into the dock. Pair all this with your company’s point of sale (PoS) system and/or applications and you have a successful workflow solution!

Solution Benefits

- Secure, PCI compliant LTE connectivity on demand
- Cloud managed remote admin access to third-party devices
- Day-one connectivity
- 360-degree video surveillance with analytics
- Subscription op-ex model with Tech-as-a-Service (TaaS)



Target Audience

Business stakeholders:

Retail employees, customer service representatives, managers and executives, retail customers

IT stakeholders:

IT workers, CIO, VP/Director of IT, CTO



Customer Challenges

- Connecting remote locations with PCI compliant connectivity
- Secure and manageable Wi-Fi
- Need to provide multi-location IT support
- Easy day-one connectivity
- Capital expenses
- No op-ex model
- Syncing and provisioning data



Key Words To Listen For

- Point of sale (PoS)
- Secure connectivity
- Remote Wi-Fi
- Connectivity on demand
- Work from anywhere
- Device charging
- Data sync and provisioning



Conversation Starters

- How do you plan on providing internet in remote locations?
- Would a solution that could charge, sync and provision data be useful to your business?
- What pain points do you have in providing connectivity to temporary or remote locations?
- Would you like to help customers purchase items faster while in-store?

4G/5G Digital Signage and Content Management



Solution Overview

The ability to develop and manage digital content for your signage solutions allows retail businesses to save time and money as they don't have to visit individual sites and manually change content. Manage all devices from one pane of glass to deliver up-to-date marketing content on demand — with no need to run wires for connectivity. Changing marketing info on the go makes companies more versatile and able to keep up with the ever-changing trends in the market.

Solution Benefits

- Secure LTE connectivity
- Cloud managed remote admin access
- Eliminates need for running wires for connectivity
- Day-one connectivity
- Designed to create and deliver high-quality content on demand
- Subscription op-ex model with TaaS



Target Audience

Business stakeholders:

Retail employees, customer service representatives, managers and executives, retail customers

IT stakeholders:

IT workers, CIO, VP/Director of IT, CTO



Customer Challenges

- Providing connectivity without running wires
- Need for secure connectivity
- Need to control multiple locations from one device
- Easy day-one connectivity
- Capital expenses/no op-ex model



Key Words To Listen For

- Video content
- Wireless connectivity
- Secure connectivity
- Workforce management
- Portable productivity
- Work from anywhere



Conversation Starters

- How is your company uploading digital content today?
- How long does it take for your store(s) to update branding and informational signage?
- What pain points do you have when it comes to updating and delivering multi-media content?
- Have you ever considered LTE connectivity to manage your digital content?

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Intelligent Security Surveillance



Solution Overview

Intelligent surveillance systems leverage high-definition video streaming and on-board video analytics for a wide range of applications, from 24/7 surveillance of storefronts, to self-checkout monitoring and object recognition for asset tracking. Plus, alert systems with facial recognition can be put in place to ensure retail customers and unauthorized employees do not go into restricted areas. Designed to be portable and remote with solar powered capabilities, retail workers can connect and control their operations over a secure network. This solution is ideal for ensuring not only the safety and security of employees but can also provide detailed analytics about the patrons to a retail store or depot as well.



Solution Benefits

- Cost-effective
- Low power requirements
- Portable package, easy to deploy
- Intrusion detection
- Intelligent video analytics
- On-board storage
- Solar capable for remote placement

Retail Use Cases

- Video surveillance and site monitoring
- Foot-traffic monitoring
- Event security
- Integration with automated devices
- Asset tracking
- Remote surveillance of critical production areas
- Depots and warehouses



Target Audience

Business stakeholders:

Food service employees, managers, Supply chain ops, store operations, stock management, finance

IT stakeholders:

IT employees, CIO, VP/Director of IT, CTO



Customer Challenges

- Stolen or missing products
- 24/7 surveillance of retail outlets
- Video bandwidth and storage issues
- Need a proactive approach to video surveillance
- Easy day-one connectivity
- Networking in remote locations



Key Words To Listen For

- Video analytics
- Remote wireless connectivity
- Workforce management
- Disaster continuity plans
- Portable productivity
- Work from anywhere



Conversation Starters

- Does your store have 24-hour surveillance?
- How are security tapes saved and stored at your business?
- Does your store struggle with missing or stolen products?
- Would your business benefit from video analytics like foot traffic numbers and sales conversion rates?
- Would you like to know in real time what products engage your customers the most?

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Remote Refrigeration Monitoring

Solution Overview

This IoT platform for refrigeration monitoring powers applications, which provide real-time visibility of the health and performance of refrigeration systems, helps you track the temperature of fresh and frozen produce to improve quality, increase energy efficiency and reduce food waste and cost. Wireless sensors are used to monitor goods in a wide range of temperature-controlled environments throughout the supply chain, from manufacturer to consumer. Temperature control also helps prevent foodborne illnesses or contamination such as salmonella along the supply chain.

Solution Benefits

- Alerts when temperatures are not at optimal levels
- Best-in-class accuracy, with factory or field calibration
- Wide range of temperature probes available
- Identify and improve optimal equipment configurations
- Real-time delivery of data



Target Audience

Business stakeholders:

Food service employees, managers, supply chain operations, store operations, stock management, finance, restaurant/food service customers

IT stakeholders:

IT employees, CIO, VP/Director of IT, CTO



Customer Challenges

- Loss of profit due to spoiled goods
- Failed refrigeration or loss of power
- Increasing regulation around control and storage of chilled goods
- Manual or infrequent temperature monitoring
- No alerts when a refrigeration unit is faulty or has lost power, especially after business hours



Key Words To Listen For

- Writing off too much stock
- Installing new refrigeration units
- No awareness of failed refrigeration units
- Insufficient temperature monitoring process



Conversation Starters

- Do you know how much food goods you're writing off due to spoilage from unmanaged refrigeration?
- How many man hours on average is it costing you a month to manually monitor refrigeration temperature and are you confident the process is being followed correctly?
- How do you respond to a faulty refrigeration unit or power failure to avoid loss of product?

Remote Worker

Portable Communications Platform



Solution Overview

This portable communications platform is designed to provide pop-up communications networks on demand. Powered by 5G routers, an internal battery system and power over ethernet (PoE) capabilities, this system can be configured to meet the needs of your clients. Whether it's for a remote medical testing tent or a fleet of disaster recovery agents, you now can not only connect your wireless devices, but also utilize the LTE-based phone system to keep your business transacting and connected during times of emergency.

Solution Benefits

- Secure LTE connectivity on demand
- Cloud-managed remote admin access
- PoE-capable
- Internal battery with solar charging capabilities
- Business class voice over LTE
- Emergency communications continuity



Target Audience

Business stakeholders:

Employees, Field Managers, Executives

IT stakeholders:

IT workers, CIO, VP/Director of IT, CTO



Customer Challenges

- Need portable communications
- Remote communications access
- Disaster continuity
- Easy day-one connectivity
- Networking in remote locations
- Rugged conditions and extreme temperatures



Key Words To Listen For

- Emergency communications
- Remote wireless connectivity
- Workforce management
- Disaster continuity plans
- Portable productivity
- Work from anywhere



Conversation Starters

- How do your employees communicate and connect in remote locations?
- Would it be beneficial to be able to easily connect video, laptops, phones and testing equipment without having to run wires?
- Does your business require portable or emergency communications?
- What is your business continuity plan in times of emergency?
- Does your business have a disaster recovery plan in place?

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No Contact Device Deployment

Solution Overview

Remote device deployment provides a simple solution to exchange damaged devices or deploy new ones 24/7 with no need for onsite technicians. By connecting the lockers through a 4G/5G gateway, you can easily place the solution anywhere to provide access to a cloud-based management platform to easily assign a locker bay to remotely repair, distribute or exchange electronic devices. No contact device deployment is perfect for schools, first responders and airlines to exchange defective machines for new equipment on demand, allowing for uninterrupted workflow for their organization.

Solution Benefits

- 24/7 unmanned device exchange
- Secure, PCI compliant LTE connectivity on demand
- Cloud-managed remote admin access to third-party device
- 360-degree video surveillance with analytics
- Subscription op-ex model with Tech-as-a-Service (TaaS)



Target Audience

Business stakeholders:

Teachers, faculty, students

IT stakeholders:

IT workers, Director of IT



Customer Challenges

- After-hours device exchange
- Secure and manageable Wi-Fi
- Need to provide multi-location IT support
- Easy day-one connectivity
- Capital expenses/no operations expenses model
- Sync and provisioning data



Key Words To Listen For

- Point of Sale (PoS)
- Secure connectivity
- Remote Wi-Fi
- Connectivity on demand
- Work from anywhere
- Device charging
- Data sync and provisioning



Conversation Starters

- How do you plan on providing internet in remote locations?
- Would a solution that could charge, sync and provision data be useful to your school?
- What pain points do you have in providing connectivity to temporary or remote locations?

Off-Grid Intelligent Surveillance System



Solution Overview

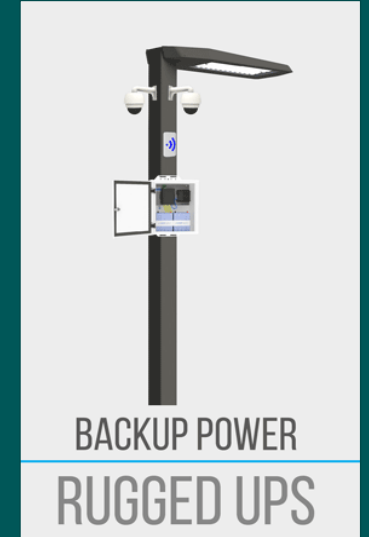
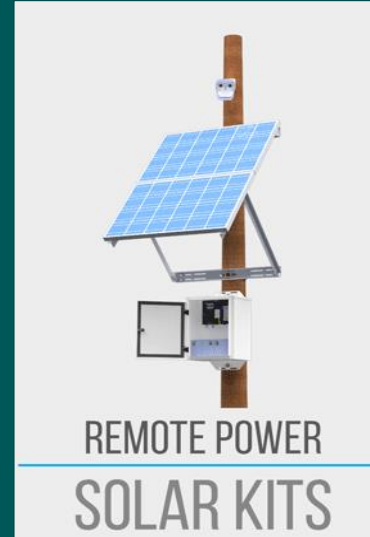
Remote surveillance systems leverage high-definition video streaming and on-board video analytics for a wide range of applications that include security and surveillance, object detection, analysis and identification, pattern recognition and facial recognition. Designed to be portable and remote with solar powered capabilities, connect any IP camera, LPR, GSD or other wireless sensor to the system for full control over a secure network.

Solution Benefits

- Cost-effective
- Low power requirements
- Portable package, easy to deploy
- Intrusion detection
- Intelligent video analytics
- On-board storage
- Solar and battery for remote placement

Use Cases

- Crime Prevention and Public Safety
- Traffic Cameras
- Electric Utility Security
- Water Treatment
- Flood Monitoring
- Illegal Dumping



Target Audience

Business stakeholders:

Public Sector, law enforcement, first responders, town residents, construction sites, military bases, large events

IT stakeholders:

IT workers, CIO, VP/Director of IT, CTO



Customer Challenges

- Getting networking and internet to remote locations
- Bandwidth and storage issues
- Need a proactive approach to video surveillance
- Easy day-one connectivity
- Surveillance of adverse environments within a city
- Remote surveillance and incident reporting



Key Words To Listen For

- Video analytics
- Remote wireless connectivity
- Security management
- Disaster continuity
- Communications continuity
- Public safety
- Event monitoring
- Asset and utility monitoring
- Work from anywhere
- Construction site connectivity and security



Conversation Starters

- How do you communicate and connect in remote locations?
- Would it be beneficial if you could connect video, laptops, phones and other equipment without having to run wires?
- How does the company maintain connectivity, security and visibility to the worksite?
- Does your network have enough bandwidth for 24/7 surveillance?

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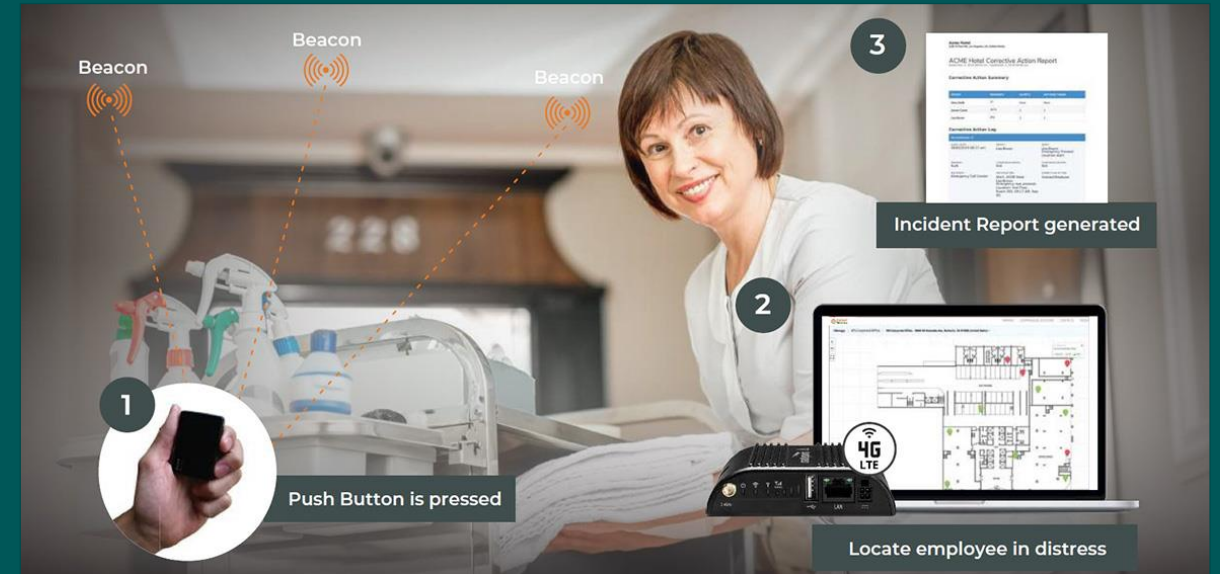
Worker Safety Tracker

Solution Overview

Business customers can always maintain safety and awareness of employees with the Push Button Worker Safety Solution. With minimal IT support and installation, businesses can maintain watch of all their employees and get geofence alerts when workers travel outside of approved areas or panic alerts if they are in distress. With states now mandating worker safety compliance, your customers can rest assured that they're maintaining compliance and keeping their staff safe with this on-call solution.

Solution Benefits

- Easy, wire-free install
- Meets state mandates
- Room-level accuracy
- Staff locator
- Panic button
- Indoor/outdoor tracking



Target Audience

Business stakeholders:

Employees, Field Managers, Executives

IT stakeholders:

IT workers, CIO, VP/Director of IT, CTO



Customer Challenges

- Worker safety
- Need for alert system and incident management reporting
- Employee management and tracking
- Compliance with state mandates
- Difficult installations and electrical renovations
- Dangerous work environments



Key Words To Listen For

- Worker safety
- Employee management
- Staff tracking
- Vertical accurate locator



Conversation Starters

- Does your state have worker safety mandates?
- How do you effectively manage large numbers of employees?
- Would knowing where your employees are in real time be helpful?
- Have you ever considered LTE connectivity to track and manage your employees?
- Do your employees work in adverse or dangerous environments?

Remote Worker LTE Safety Tracker



Solution Overview

Always maintain safety and awareness of your employees with the LTE Push Button Remote Worker Safety Tracker. This team tracker solution is perfect if you have employees in the field doing dangerous work or if you need to increase the security and safety of large events. This advanced personal tracker comes equipped with two-way voice communication, SOS Button, Bluetooth, fall detection and high-capacity battery to always keep your workers safe and in communication.

Solution Benefits

- Cloud-based tracking
- Worker safety
- Emergency GPS locator
- 4G LTE Cat 4
- Panic button
- Built-in three-axis accelerometer for motion sensing and fall detection



Target Audience

Business stakeholders:

Employees, Field Managers, Executives

IT stakeholders:

CIO, VP/Director of IT, CTO, IT workers



Customer Challenges

- Worker safety
- Need for alert system
- Employee management and tracking
- Remote worker accident detection
- Difficult installations and electrical renovations



Key Words To Listen For

- Worker safety
- Employee management
- Remote worker tracking
- Dangerous work environments
- Monitoring for large events



Conversation Starters

- Does your state have worker safety mandates?
- How do you effectively manage large numbers of remote employees?
- Would knowing where your employees are in real time be helpful?
- Have you ever considered LTE connectivity to track and manage your employees?

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Work From Home Solutions

Solution Overview

Work From Home (WFH) solutions are tailored to fit the needs of your workforce. Combining multiple vendors with LTE cellular connectivity ensures your employees always stay connected and productive. Effectively use remote admin capabilities for IT workers to remotely manage third-party devices to reduce service ticket times. Adhere to HIPPA and CIPA compliances for content filtering that will keep staff away from unsafe websites. A wide variety of endpoints are also available to design the perfect WFH solutions that allows your staff to be mobile or stationary with secure and reliable connectivity.

Solution Benefits

- Secure LTE connectivity – PCI compliant
- Cloud managed remote admin access allows ease of troubleshooting
- Monitoring : content filtering, VPN, data controls and application visibility
- Day-one connectivity with no IT setup required
- Designed to fit the need of the employee



Target Audience

Business stakeholders:

Employees, Field Managers, Executives

IT stakeholders:

IT workers, CIO, VP/Director of IT, CTO



Customer Challenges

- Need for secure connectivity
- Need for monitoring WFH staff
- IT support for WFH employees
- Multiple employees with different IT needs
- Easy day-one connectivity
- Capital expenses/no op-ex model



Key Words To Listen For

- Connectivity for employees
- Need for protected video data
- Remote worker
- Modern office
- Secure connectivity
- Workforce management
- Portable productivity
- Work from anywhere
- WFH



Conversation Starters

- How is your company dealing with the WFH era?
- How is your staff maintaining a secure connection while they WFH?
- Do your employees have all the tools they need to be successful while WFH?
- Have you ever considered LTE connectivity to connect and manage your workforce?

Education

LTE Wi-Fi on School Buses

Solution Overview

School bus LTE Wi-Fi is designed to provide students with internet access while traveling to and from school or sporting events. Easily connect up to 100 devices on an LTE Wi-Fi network that can be managed from the home office of your IT managers. Integrated and portable options are available to fit the needs of the school districts. Video analytics can be added for 360-degree visual surveillance that can be accessed in real time. Remote admin allows access to third-party devices for lowered IT costs while providing state of the art content filtering adhering to CIPA compliancy for content filtering.

Solution Benefits

- Secure LTE connectivity
- Cloud managed remote admin access
- CIPA compliant content filter
- Day-one connectivity
- 360-degree video surveillance with analytics
- RFID student tracking



Target Audience

Business stakeholders:

Teachers, Faculty, Bus Drivers, Students

IT stakeholders:

IT workers, Director of IT



Customer Challenges

- Providing internet to low-income students
- Secure and manageable connectivity
- Need to control multiple locations from one device
- Easy day-one connectivity
- Capital expenses/no op-ex model
- Content filtering
- Students getting on the wrong bus



Key Words To Listen For

- Wireless connectivity
- Secure connectivity
- Student Wi-Fi/internet
- Connectivity on demand
- Work from anywhere



Conversation Starters

- How are the students staying connected and completing assignments?
- Are you looking for a one-to-one or a one-to-many option to provide students with internet?
- What pain points do you have when providing connections for the students?
- Is there a process in place for when students get on the wrong bus to or from school?

Student Safety Tracing

Solution Overview

Ensure the safety of students being transported to and from school with our RFID, Bluetooth and LoRa solutions. Not only can we be assured students are getting on the correct school bus, but vehicle locations can also be tracked real-time. Extend the solution into the school to always know where every student is at all times. Easy to deploy with height-level accuracy, our student tracing offerings will help keep our future generations safe and protected wherever they go.

Solution Benefits

- Secure LTE connectivity
- Cloud-managed remote admin access
- CIPA compliant content filter
- 360-degree video surveillance with analytics
- RFID student tracking



Target Audience

Business stakeholders:

Teachers, Faculty, Bus Drivers, Students

IT stakeholders:

IT workers, Director of IT



Customer Challenges

- Students getting on the wrong bus
- Student safety



Key Words To Listen For

- Student safety
- Student tracking



Conversation Starters

- How do you track student movement?
- Would visibility of student movements be helpful?
- Would you like sightline into the transport of children to and from school?
- Are students getting on their assigned buses?

Safer Schools Solutions

Solution Overview

Traditional school security measures fail to keep pace with today's physical and digital threats, leaving educators, parents and students anxious about the safety of their schools. Cisco offers a complete set of surveillance, access control and collaboration solutions that help you create a safe and secure environment, to protect what's most valuable. Cisco's secured network capability ensures both devices and networks are tamper-proof, protected against attacks even when running remotely.

- **Before an event:** Provide prevention capability to identify potential issues or threats. Keep watch on campus activity behavior with ongoing protection such as campus access controls and monitoring systems to keep watch on campus activity and behavior.
- **During an event:** Provide contextual, relevant information to first responders and key personnel to minimize response times, ensuring the most appropriate course of action is implemented.
- **After an event:** Enable real-time information to facilitate communication with the broader community.

Solution Benefits

- Advanced solutions for surveillance, notification and access control
- Critical connectivity to student, parent and emergency personnel
- Real-time, automated video monitoring/analytics
- Enhanced security and lower operational costs
- Protection of network infrastructure and student and data



Target Audience

Business stakeholders:

Teachers, Faculty, Bus Drivers, Students

IT stakeholders:

IT workers, Director of IT



Customer Challenges

- Students getting on the wrong bus
- Student safety



Key Words To Listen For

- Student safety
- Student tracking



Conversation Starters

- How do you track student movement?
- Would visibility of student movements be helpful?
- Would you like sightline into the transport of children to and from school?
- Are students getting on their assigned buses?

Remote Student Learning

Solution Overview

Manage and support 4G LTE connectivity for remote student learning with CIPA compliant content filtering. School districts can now manage and deliver instantaneous IT assistance to third-party devices with remote admin access that will help adhere to social distancing measures and drastically cut the cost of technical support. Custom paired endpoint vendors are combined with our carrier partners to provide all-in-one solutions that meet and exceed the needs of school districts today. The ability to seamlessly transfer from in-class to in-home learning is now available in multiple varieties with a combination of your preferred hardware vendors and cellular carriers.

Solution Benefits

- CIPA compliant content filtering with SSL decryption
- Cloud-managed remote admin access to third-party devices
- Day-one connectivity with no IT setup required
- Intel processor
- Custom configuration available
- Special education-based pricing on hardware and rate plans



Target Audience

Business stakeholders:

Teachers, faculty, students, parents of students

IT stakeholders:

IT workers, Director of IT



Customer Challenges

- CIPA compliant content filter
- Secure and manageable LTE-WAN
- IT support for WFH employees
- Multiple employees with varied IT needs
- Easy day-one connectivity
- Capital expenses/no op-ex model



Key Words To Listen For

- Connectivity for students/employees
- Need for protected video data
- Remote worker
- Modern school
- Secure connectivity
- Workforce management
- Portable productivity
- Work from anywhere



Conversation Starters

- How is your school dealing with the WFH era?
- How is your staff maintaining a secure connection while they WFH?
- Do your students and employees have all the tools they need to be successful while working from home?
- Have you ever considered LTE connectivity to connect and manage your workforce?

Fleet and Asset Tracking



LTE Fleet Tracking and Telematics



Solution Overview

Fleet tracking and telematics solutions give the ability to manage entire fleets of vehicles and assets from one pane of glass. Real-time GPS with geofencing capabilities combined with vehicle/driver telematics and live stream video surveillance keeps fleet managers aware of any and every situation that may arise. Connected by cellular routers, and our carrier partners, you can rest assured that your clients' companies will maintain situational awareness of each and every vehicle and load of assets that they have on the road.

Solution Benefits

- Real-time GPS tracking
- Geofencing
- Vehicle and driver telematics
- Manage entire fleet from one pane of glass
- Internal and external video options
- Asset tracking
- Electronic logging device (ELD)



Continuous Connectivity



Guaranteed Performance



Controlled Costs



Fully Managed Service



Business Applications



Target Audience

Business stakeholders:

Truck drivers, supply chain operations, store operations, stock management, finance

IT stakeholders:

CIO, VP/director of IT, CTO



Customer Challenges

- Wi-Fi and content filtering
- GPS monitoring
- Inventory management
- Logging hours worked/traveled
- Asset tracking



Key Words To Listen For

- Connectivity for employees
- Need for protected video data
- Traveling employees
- Modern logistics
- Asset tracking
- Secure connectivity
- Work from anywhere
- Enhanced communication



Conversation Starters

- How is your company connecting with employees on the road and maintaining situational awareness?
- Is your logistics center challenged by tracking goods in transit?
- Have you ever considered using LTE connectivity to track and manage your assets?
- Have you ever considered using LTE connectivity to manage your workforce?

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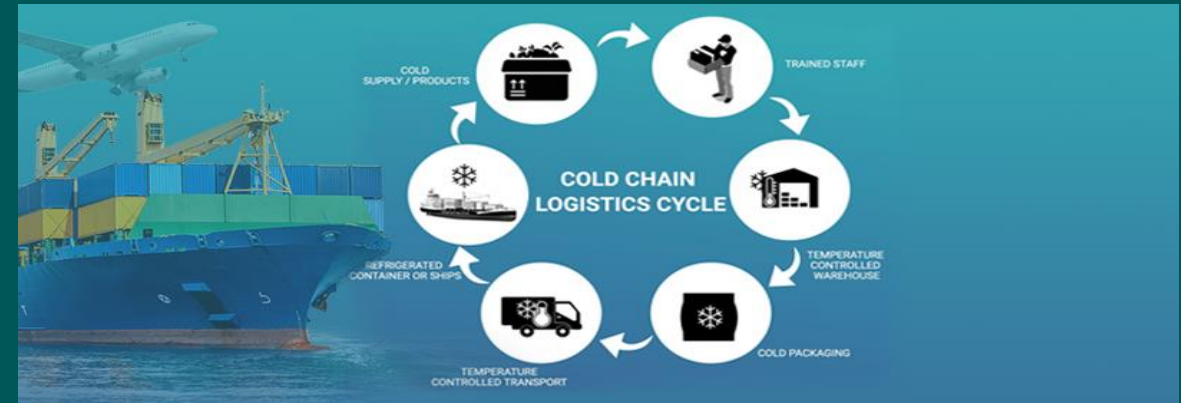
Cold Chain Monitoring and Logistics

Solution Overview

This IoT platform for refrigeration monitoring powers applications, which provide real-time visibility of the health and performance of refrigeration systems to track the temperature of fresh and frozen produce to improve quality, increase energy efficiency and reduce food waste and cost. Wireless sensors are used to monitor goods in a wide range of temperature-controlled environments throughout the supply chain, from manufacturer to consumer. Temperature control also helps prevent foodborne illnesses or contamination such as salmonella along the supply chain.

Solution Benefits

- Alerts when temperatures are not at optimal levels
- Best-in-class accuracy, with factory or field calibration
- Wide range of temperature probes available
- Identify and improve optimal equipment configurations
- Real-time delivery of data



Target Audience

Business stakeholders:

Food service employees, managers, supply chain operations, store operations, stock management, finance, restaurant/food service customers

IT stakeholders:

IT employees, CIO, VP/Director of IT, CTO



Customer Challenges

- Loss of profit due to spoiled goods
- Failed refrigeration or loss of power
- Increasing regulation around control and storage of chilled goods
- Manual or infrequent temperature monitoring
- No alerts when a refrigeration unit is faulty or has lost power, especially after business hours



Key Words To Listen For

- Writing off too much stock
- Installing new refrigeration units
- No awareness of failed refrigeration units
- Insufficient temperature monitoring process



Conversation Starters

- Do you know how much food goods you're writing off due to spoilage from unmanaged refrigeration?
- How many man hours, on average, is it costing you a month to manually monitor refrigeration temperature and are you confident the process is being followed correctly?
- How do you respond to a faulty refrigeration unit or power failure to avoid loss of product?

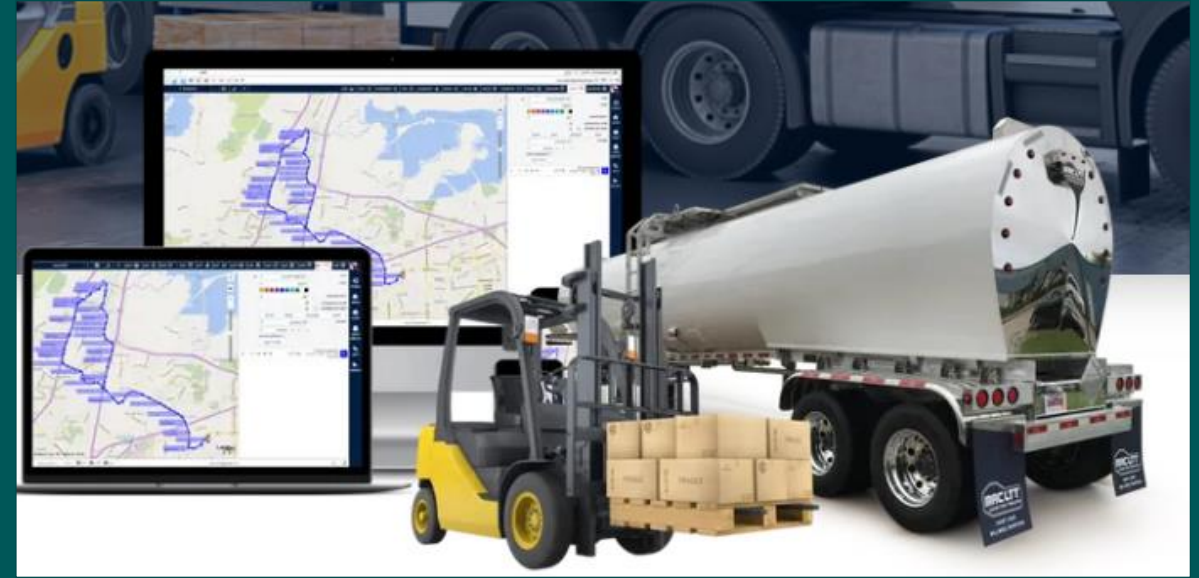
Asset Tracking

Solution Overview

Asset tracking allows you to track the movements of all your merchandise and equipment to ensure that no product is lost in the factory or in transit. Never have misplaced or stolen inventory or machinery again by activating geofencing and movement locator alerts. Stop writing off lost assets by combining 4G and 5G gateways, geotrackers and a cloud-based network to effectively manage thousands of assets from one pane of glass.

Solution Benefits

- Real-time GPS tracking
- Geofencing
- Indoor/outdoor tracking
- Movement locator
- Asset tracking and management



Target Audience

Business stakeholders:

Truck drivers, supply chain operations, store operations, stock management, finance

IT stakeholders:

CIO, VP/Director of IT, CTO



Customer Challenges

- Loss of profit due to spoiled goods, failed refrigeration or loss of power
- Increasing regulation around control and storage of chilled goods
- Uncontrolled/minimally controlled temperatures while product is in transit



Key Words To Listen For

- Equipment management
- Asset tracking
- Equipment or inventory theft
- GPS
- Inventory tracking



Conversation Starters

- How is your company tracking at-rest and in-transit inventory?
- How do you maintain situational awareness of your equipment and inventory while it's mobile?
- Would managing all your assets in real time from one pane of glass be helpful?
- Have you ever considered using LTE connectivity to track and manage your assets?

Public Sector

Smart Cities

Solution Overview

In a Smart City, everything is connected. From the buildings, to transportation and emergency vehicles, all the way down to the traffic lights and parking meters. Our Smart City solutions enable all IoT devices to communicate together to build a database of city information that can be accessed through a single pane of glass by city officials to both optimize and streamline daily processes within its borders.

Solution Benefits

- Anytime, anywhere connectivity
- Real-time alerts to maintenance needs
- City data aggregation
- Public Wi-Fi
- Surveillance and site management



Fixed Wireless

USE CASES

- Wireline/fiber bypass
- Failover
- Satellite offices
- Pop-up sites
- Public Wi-Fi
- SD-WAN
- Edge security
- Wi-Fi
- OOB management

IoT

USE CASES

- Traffic signals
- Digital signage
- Surveillance
- Automated parking
- Self-service kiosks
- IoT security
- Device management
- Edge computing
- Asset tracking

Mobile

USE CASES

- First responders
- Public transit
- Utility services
- Temporary sites
- Fleet management
- Multi-carrier cellular
- In-vehicle Wi-Fi
- Telematics

Intelligent WatchGuard Surveillance System



Solution Overview

Intelligent surveillance systems leverage the high-definition video streaming and on-board video analytics for a wide range of applications that include security and surveillance, object detection, analysis and identification, pattern recognition and facial recognition. Designed to be portable and remote with solar powered capabilities, connect any IP camera, LPR, GSD or any other wireless sensor to the system for full control over a secure network.



Solution Benefits

- Cost-effective
- Low power requirements
- Portable package, easy to deploy
- Intrusion detection
- Intelligent video analytics
- On-board storage
- Solar capable for remote placement

Use Cases

- Crime Prevention and Public Safety
- Traffic Cameras
- Electric Utility Security
- Water Treatment
- Flood Monitoring
- Illegal Dumping



Target Audience

Business stakeholders:

Public Sector employees and officials, communications departments, town residents and visitors

IT stakeholders:

IT workers, CIO, VP/Director of IT, CTO



Customer Challenges

- Getting networking and internet to remote locations
- Bandwidth and storage issues
- Need a proactive approach to video surveillance
- Easy day-one connectivity
- Surveillance of adverse environments within a city
- Remote surveillance and incident reporting



Key Words To Listen For

- Video analytics
- Remote wireless connectivity
- Security management
- Disaster continuity
- Communications continuity
- Public safety
- Asset and utility monitoring
- Work from anywhere



Conversation Starters

- How do your public sector officials communicate and connect in remote locations?
- Would it be beneficial if you could connect video, laptops, phones and other equipment without having to run wires?
- Do your public sector officials or first responders need communications continuity?
- Does your public sector network have enough bandwidth for 24/7 surveillance?

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Digital Signage and Wayfinding

Solution Overview

The ability to develop and manage digital content for your signage solutions allows public sector departments to communicate more effectively with residents and communities. Utilize our Wayfinding technology to safely guide people through the city or to your transaction areas. Manage all devices from one pane of glass to deliver up-to-date information on demand, with no need to run wires for connectivity. Digital signage is also an ideal way to communicate emergency messaging, as it is quick and easy to update and does not require civic employees to physically visit each site.

Solution Benefits

- Secure LTE connectivity
- Cloud-managed remote admin access
- Eliminates need for running wires for connectivity
- Day-one connectivity
- Designed to create and deliver high-quality content on demand
- Subscription op-ex model with Tech-as-a-Service (TaaS)



Target Audience

Business stakeholders:

Public Sector employees and officials, communications departments, town residents and visitors

IT stakeholders:

IT workers, CIO, VP/Director of IT, CTO



Customer Challenges

- Providing connectivity without running wires
- Providing timely public information updates and transparency
- Need for secure connectivity
- Need to control multiple locations from one device
- Easy day-one connectivity
- Capital expenses/no op-ex model



Key Words To Listen For

- Video content
- Public service announcements (PSAs)
- Information transparency
- Secure wireless connectivity
- Workforce management
- Town/city management
- Portable productivity
- Work from anywhere



Conversation Starters

- How does your department distribute important information?
- How long does it take to change content at all your official locations?
- How quickly can your town or city get a message out to residents and visitors?
- What pain points do you have with regards to updating and delivering multimedia content?
- Have you ever considered LTE connectivity to connect and manage your digital content?

First Responder Vehicles

Law Enforcement



Solution Overview

Law enforcement vehicles have evolved over the years to incorporate many wireless devices including laptops, tablets, cameras, antennas and sensors. This solution not only connects all these edge devices but can also have sensors to alert when a weapon has been pulled out of the vehicle's cradle, which would then trigger an alert to HQ that there is an incident. Officials at HQ could then tap into the camera system of the police cruiser to provide live visualization into the officer's situation and initiate the support that is needed.

Solution Benefits

- Real-time internal/external video
- Body camera options
- Equipment tracking options
- Real-time GPS tracking
- Geofencing
- Vehicle and driver telematics
- Manage entire fleet from one pane of glass



Target Audience

Business stakeholders:

State and local employees and officials, law enforcement, first responders, town residents and visitors

IT stakeholders:

IT employees, CIO, VP/Director of IT, CTO



Customer Challenges

- Need to connect multiple edge devices
- Real-time awareness of live incidents
- Tracking entire fleet in real-time
- Maintenance scheduling
- Vehicle telematics capture
- Equipment loss
- Training officers and other officials using real-life scenarios



Key Words To Listen For

- First responders
- State and local government
- Mobile command center
- Police cruisers
- Vehicle sensors and video
- GPS
- Vehicle telematics
- Body cameras
- Safety protocols



Conversation Starters

- How are the police cruisers connected today?
- How do you maintain situational awareness of your police fleet while it is mobile?
- Would real-time video feeds provide better support for your officers in the field?
- Would having a sensor network that would provide automatic alerts in the time of engagement be helpful?
- Does your police force need body cameras or other methods of video monitoring to ensure protocols are followed?

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First Responder Vehicles

Emergency Vehicles



Solution Overview

First responder vehicles have evolved over the years into Mobile Command Centers and now have a multitude of wireless devices that need to stay connected as well as equipment that needs to be always tracked and accounted for. Emergency Vehicle solutions utilize Bluetooth and LoRa WAN sensors connected with a 5G Router to connect all the edge devices with a geofenced asset tracking system to make sure no equipment is left behind.

Solution Benefits

- Carrier to carrier failover
- Real time video internal/external
- Geofenced gear trackers
- Real time GPS tracking
- Vehicle and driver telematics
- Manage entire fleet from one pane of glass



Target Audience

Business stakeholders:

State and local employees and officials, emergency services, first responders, town residents and visitors

IT stakeholders:

IT employees, CIO, VP/Director of IT, CTO



Customer Challenges

- Need to connect multiple edge devices
- Real-time awareness
- Tracking entire fleet in real time
- Maintenance scheduling
- Vehicle telematics capture
- Equipment loss



Key Words To Listen For

- First responders
- State and local government
- Mobile command center
- Fire trucks and ambulances
- Vehicle sensors
- Vehicle video
- GPS/cloud-managed fleet
- Vehicle telematics



Conversation Starters

- How are your emergency vehicles connected today?
- How do you maintain situational awareness of your fleet while it is mobile?
- Would real time video feeds provide better support for your workers in the field?
- Would having a sensor to track all the gear on the rig be helpful?
- How much money is wasted on lost or misplaced gear?

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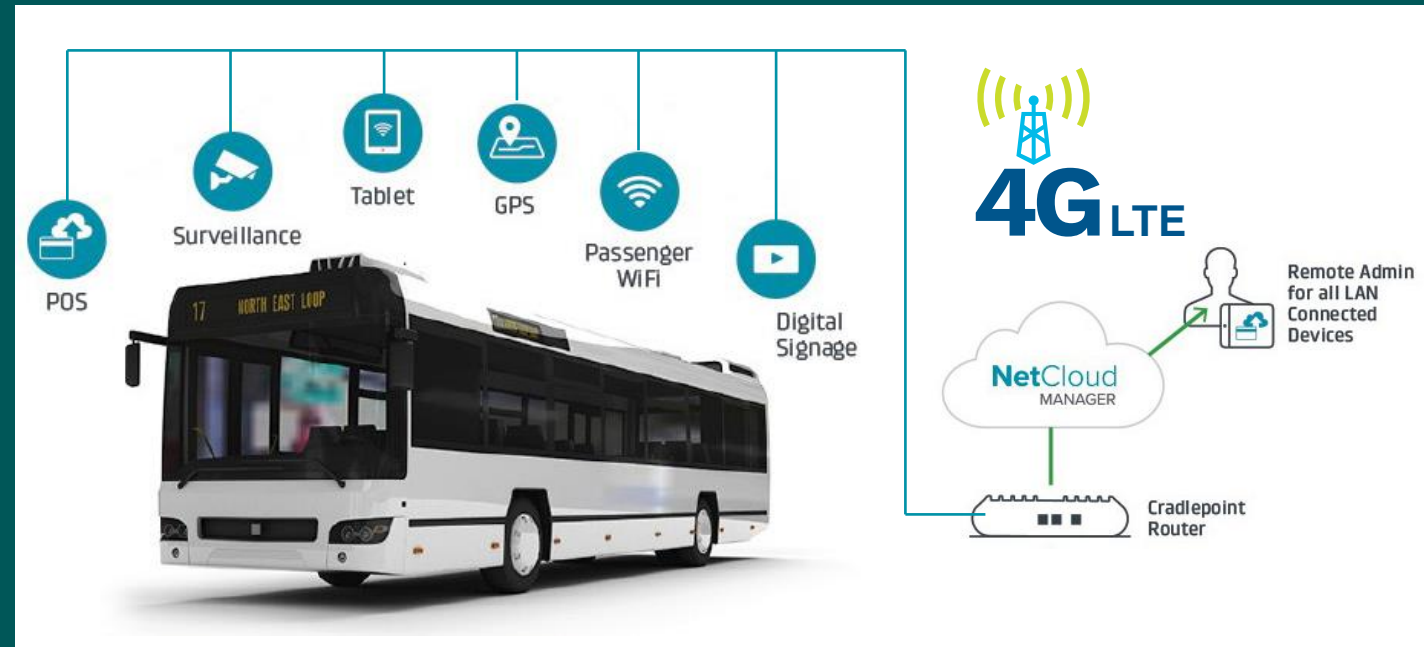
Public Transportation LTE/Wi-Fi

Solution Overview

Manage public transportation operations for your fleet of citizen transport vehicles from one pane of glass. Maintain point of sale (PoS) and security operations with remote admin access for in-field IT support. Get alerts on vehicle and driver telematics with geofencing alerts if normal routes are altered. Plus, internal and external video surveillance analytics maintains safety and awareness of environments and potential threats.

Solution Benefits

- Real-time GPS tracking
- Geofencing
- Vehicle and driver telematics
- Manage entire fleet from one pane of glass
- Internal and external video options
- PoS ticket purchases
- Passenger Wi-Fi
- Digital signage



Target Audience

Business stakeholders:

State and local employees and officials, emergency services, first responders, town residents and visitors

IT stakeholders:

IT employees, CIO, VP/Director of IT, CTO



Customer Challenges

- Need to connect multiple edge devices
- Real-time awareness
- Tracking entire fleet in real time
- Maintenance scheduling
- Vehicle telematics capture
- Equipment loss



Key Words To Listen For

- First responders
- State and local government
- Mobile command center
- Fire trucks and ambulances
- Vehicle sensors
- Vehicle video
- GPS/cloud-managed fleet
- Vehicle telematics

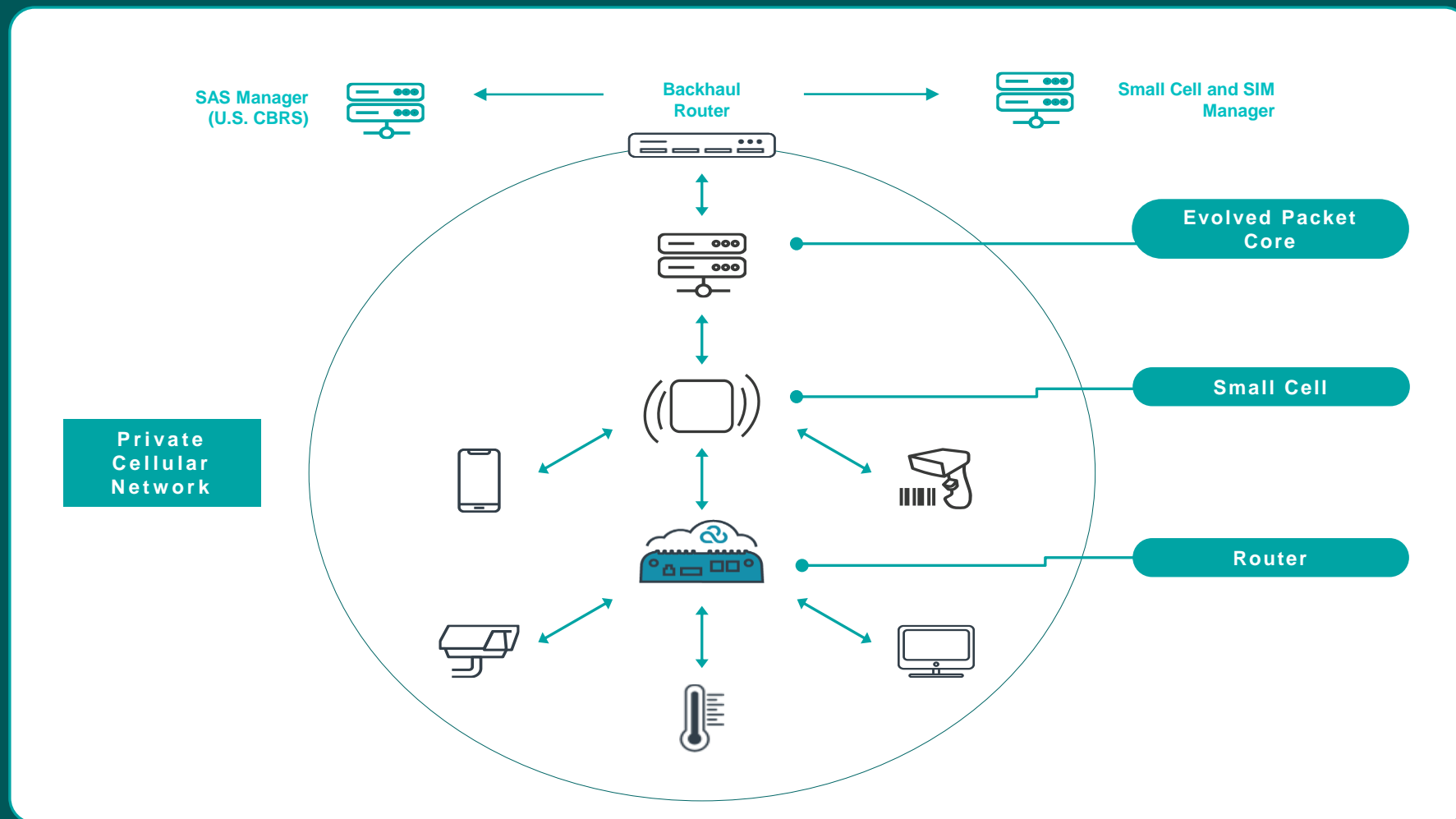


Conversation Starters

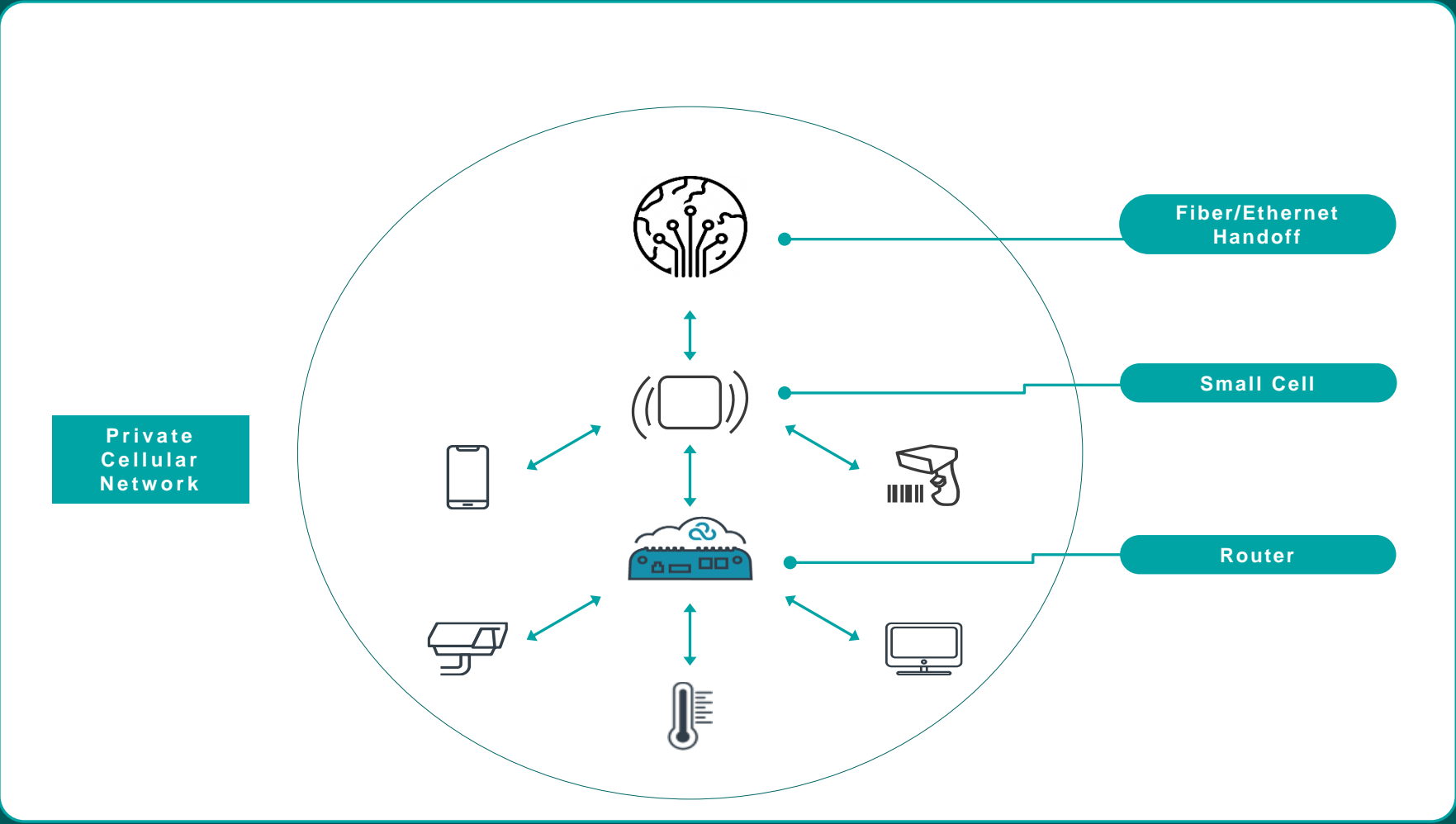
- How are your emergency vehicles connected today?
- How do you maintain situational awareness of your fleet while it is mobile?
- Would real time video feeds provide better support for your workers in the field?
- Would having a sensor to track all the gear on the rig be helpful?
- How much money is wasted on lost or misplaced gear?

Private Cellular Networking

PCN Architecture and Ecosystem



Extending Fiber With PCN



PCN in Education

Characteristics

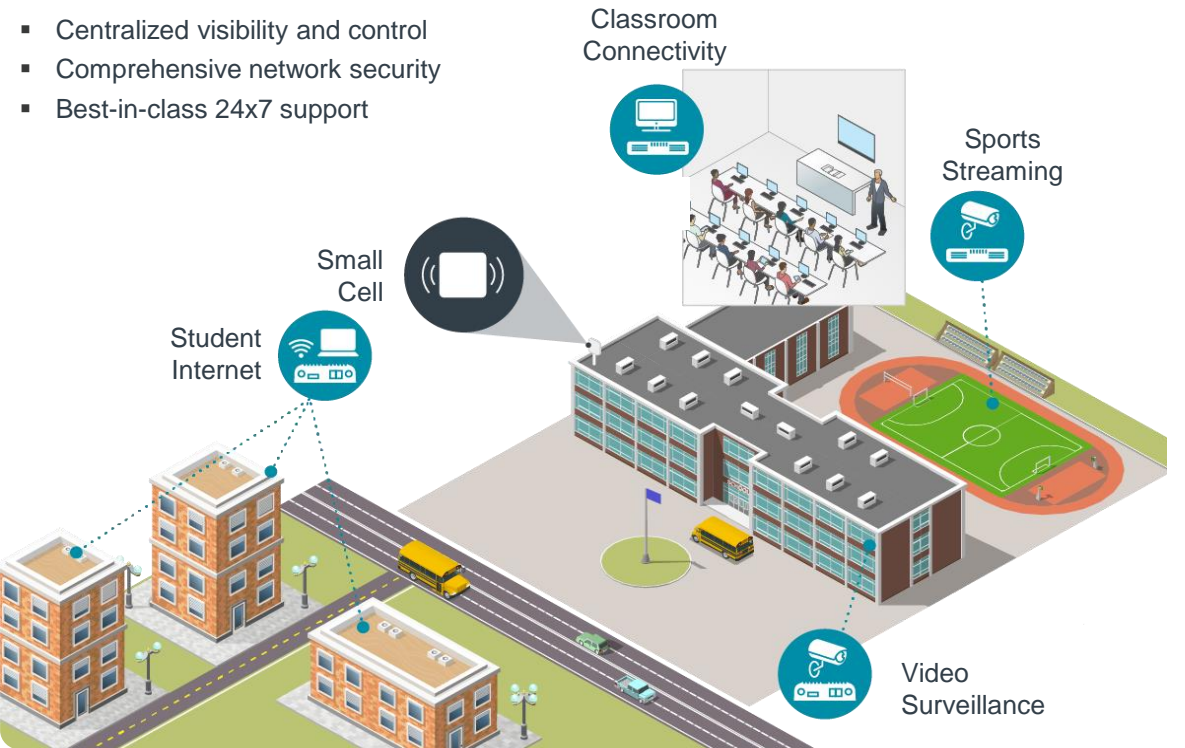
- Large areas requiring network connectivity
- Populations of under-connected households
- Ongoing cost challenges

Gateway Device Locations

- Larger meeting places and classrooms
- Exterior walls for video surveillance
- Portables and sports fields
- Under-connected students in their homes

Typical Uses

- Campus connectivity
- Under-connected K-12 education
- Sports streaming



PCN in Smart Cities

Characteristics

- Large areas requiring network connectivity
- Wi-Fi competition
- Public agency control

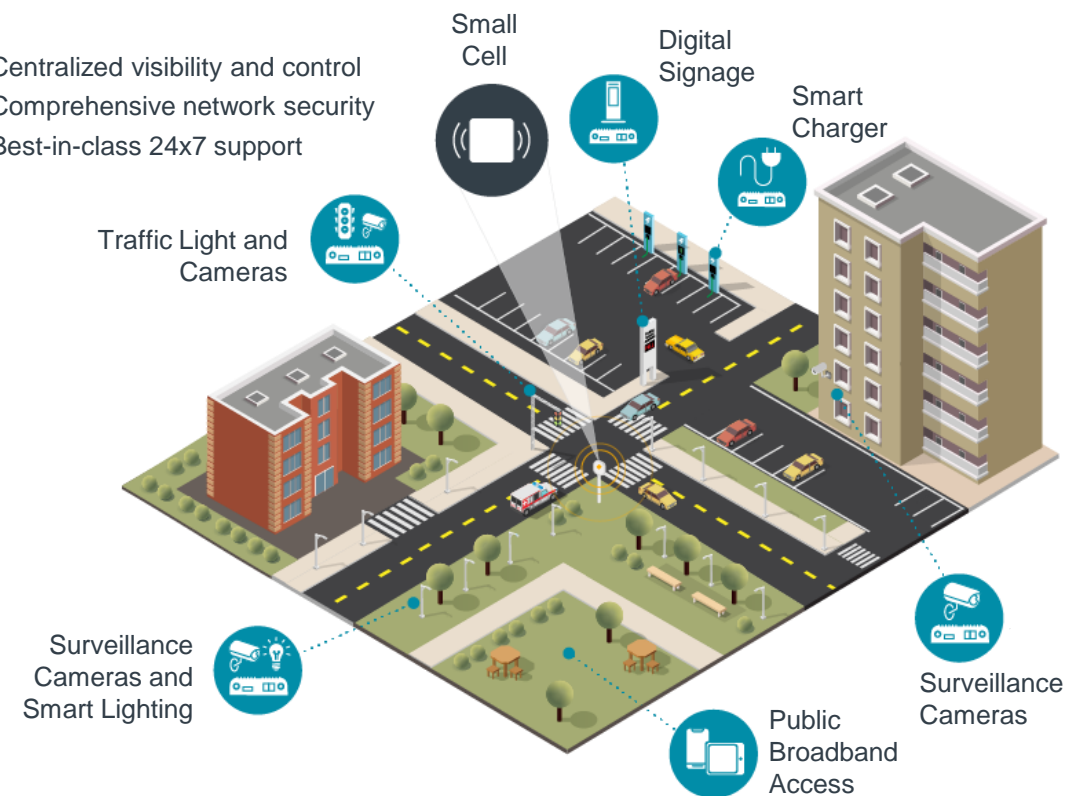
Gateway Device Locations

- Intersections
- Public open spaces
- Parking areas
- Surveillance areas

Typical Uses

- Traffic control
- Large public areas
- Internet of things

- Centralized visibility and control
- Comprehensive network security
- Best-in-class 24x7 support



PCN in Logistics and Manufacturing

Characteristics

- Large area with obstructions
- Costly cabling options
- Under-served or expensive public networks

Gateway Device Locations

- Control and administrative offices
- HVAC monitoring
- Video surveillance inside and outside
- Supplier kiosks

Typical Uses

- Internet of things
- Security
- Operations

- Centralized visibility and control
- Comprehensive network security
- Best-in-class 24x7 support



PCN in Natural Resources

Characteristics

- Rugged environment
- Obstructions
- Remote locations

Gateway Device Locations

- Construction trailers
- Surveillance areas
- Access control and security
- Equipment monitoring

Typical uses

- Internet of things
- Operations
- Autonomous vehicles

- Centralized visibility and control
- Comprehensive network security
- Best-in-class 24x7 support





Ready to Connect?

Contact your TD SYNnex ConnectSolv representative with any questions:

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