



Sierra Wireless® InMotion Solutions Professional Services

Designing and Implementing Your Mobile Enterprise Network

Sierra Wireless is the leader in mobile networking systems that provide organizations with secure, manageable end-to-end communications, serving all systems in and around the vehicle using multiple broadband networks. As a market leader, our InMotion Solutions team has a wealth of expertise in designing and implementing mobile enterprise networks to support a wide array of enterprise applications.

We recognize that your mobile communications platform supports a myriad of devices and applications, and in order to streamline deployment of these, we have partnered with other market leaders to enable their technology in your fleet. Our partners includes commercial carriers such as Verizon, AT&T, and Sprint; equipment vendors such as Aruba Networks, Clever Devices and March Networks; and device manufacturers like Philips, ZOLL, Physio Control and many others. Comprehensive integration of partner technology is critical to the success of any organization's mobile network strategy.

PRODUCT PORTFOLIO

We offer customers a complete mobile solution including an in-vehicle router, LAN and multi-WAN connectivity and security, as well as a comprehensive management system, including optional vehicle tracking, telemetry, asset management and navigation applications.

Our Professional Services team provide full product life-cycle services, partnering with our customers to ensure the most comprehensive and high-performance mobile networking system possible.

WHY USE PROFESSIONAL SERVICES?

Today's mobile fleets are increasingly complex. With larger numbers of network-aware devices and applications, the challenges involved in enabling those devices and applications are increasing exponentially. Multi-network capability and seamless and secure network switching is increasingly being demanded by customers, as "always-on" is now critical to the efficiency of mobile workforces.

“Your support team was fabulous, working above and beyond the call of duty.”
– Paramedics Plus (East Texas Medical Center)

“We are extremely pleased with our new communications platform, and the support of the entire InMotion Solutions team has been extraordinary. We know they are 100% committed to helping us, and this is important going forward, as we realize that the uses for this technology are almost limitless.”
– Forsyth County EMS



Our Professional Services team has the knowledge and expertise, of not only the mobile networking system, but of the integration of network connectivity, applications and devices into a complete mobile communications solution.

APPROACH

Our Professional Services approach is to provide services to our customers based on their business requirements and needs. We provide these services based on the Plan/Design/Implement/Test/Operate (PDITO) model:

The PDITO model is used to describe the life-cycle of any project. Each phase has a specific purpose and set of deliverables associated with it:

- Plan – This phase involves initial scoping of a project to define the goals and the potential solution(s), determine budgeting and projecting timeline.
- Design – This phase includes greater, in-depth planning and determination of a detailed design for the solution(s) which have been determined necessary for the project.
- Implement – In this phase, the proposed solution is deployed and activated. During this phase, the solution(s) will be adjusted or tweaked, as necessary, to accomplish the goals of the project.
- Test – The testing phase is used to perform various systems tests against the solution(s) to ensure the reliability and availability of the solution(s).
- Operate – This phase includes ongoing support and any optimization of the solution(s) based on the results of the testing phase and assessments of the solution(s). This model takes into account the recurring process based on product and solution lifecycles, such as 5-year technology refresh plans. We provide services that address each stage of the PDITO model.

EXPERIENCE

The Professional Services team possesses many years of systems integration and project implementation experience across a broad range of IT systems, fixed and mobile. We have developed methodologies based on industry-standard best practices as well as in-depth experience integrating such solutions in the field. We have implemented mobile networking systems across hundreds of Customer Fleets in widely disparate mobile environments.

A successful implementation and operation of any mobile communications solution requires consideration of many factors, including, but not limited to the following:

- Mobile Network Design
- VPN Design and Continuity
- Network Switching Policies
- Quality of Service
- Client Device Integration
- Optimization of RF Design
- Secure Network Access Strategy
- Antenna Location, Placement, Orientation
- Secure Wireless Communications
- Comprehensive Test Plans