

Cradlepoint NetCloud Edge Connector

Reliable and secure orchestration of IoT sensor data from Cradlepoint LTE edge routers



Agenda

- Market landscape and challenges
- Introducing Cradlepoint NetCloud Edge Connector for Microsoft Azure IoT Central
- Benefits
- Customer evidence
- Next steps

IoT is becoming mainstream



\$7.9B

Market for enterprise
branch and remote
networking

\$7.1B

Market for
enterprise IoT platforms
and services

\$2.5B

Opportunity for the
“elastic edge” that spans
both branch/remote
scenarios and IoT

But deploying IoT is still a challenge



Scale

Today, businesses need every device at every location to be set up individually—which is time-consuming and costly. The more devices, the more challenging.

Management

Organizations that can't deploy at scale can't manage all their devices at scale either.

Networks

There are many options to connect devices to the internet, but setting up the right network is complicated.

Choice

Overall device strategies can be fragmented, which affects the quality of data coming in for analysis and machine learning.

Security

Security is a huge barrier to entry—particularly with the risk of threats from multiple attack vectors.

Cradlepoint NetCloud Edge Connector for Microsoft Azure IoT Central

Reap the benefits of both cloud-based 4G LTE/5G connectivity and IOT management and analytics

Your business can deploy and manage IoT sensors and devices through your Cradlepoint routers—simplifying and standardizing deployment across multiple locations.



Simple setup

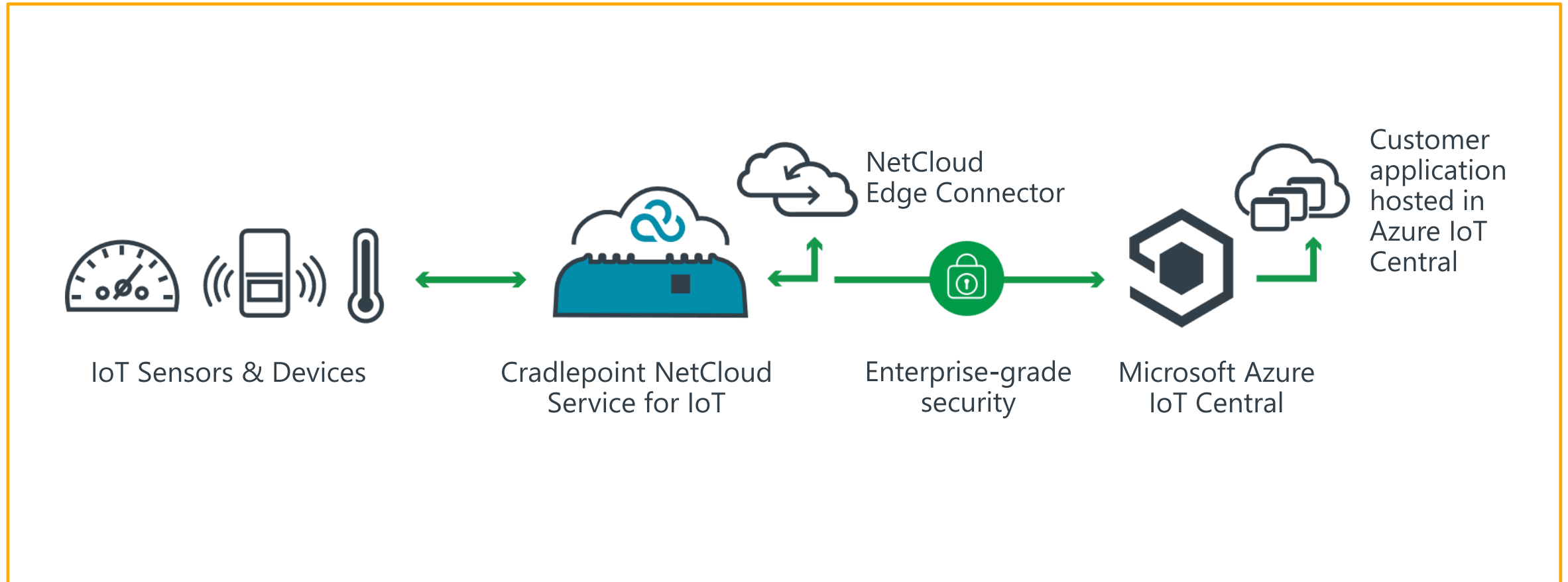


Deployment
at scale



Ease of
management

How Cradlepoint NetCloud Edge Connector works



Support all the Cradlepoint routers that power the distributed enterprise



Cradlepoint NetCloud Edge Connector



Cradlepoint IOT

Kiosks, digital signage, surveillance cameras, utility monitoring, ATMs ...



Cradlepoint MOBILE

Public transportation, police cars, delivery trucks, taxis, snowplows ...



Cradlepoint BRANCH

Retail stores, quick serve restaurants, insurance offices, post offices, distribution facilities ...



Simple set up

Setting up IoT devices is fast and easy, so you can reduce the cost and complexity of getting started.

Deploy almost any kind of wired or wireless sensor.

Choose any certified mobile carrier you want.

Just plug it in. The setup process is fully automated!

Get your routers with the right SIM cards already installed.

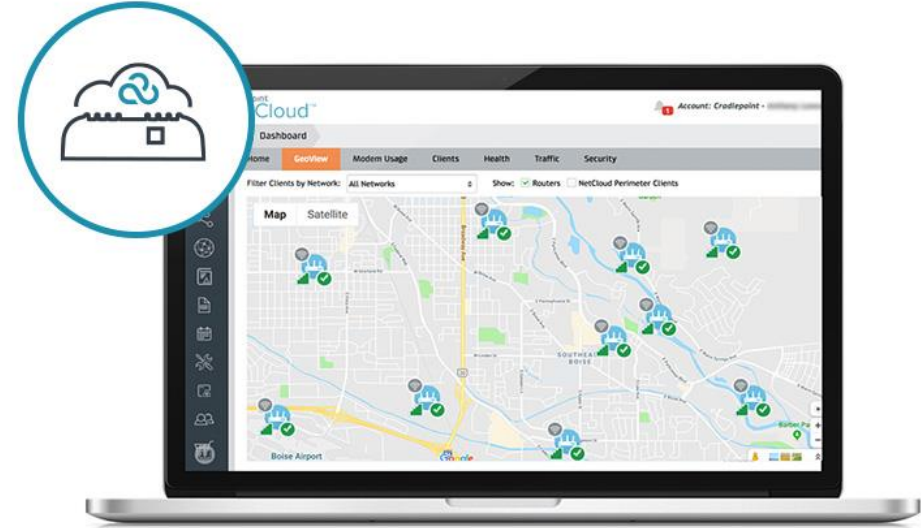
Reduce how much IT needs to be involved with a low-code environment for users.





Deployment at scale

Because you can set up one or one thousand locations with the same ease and security, you'll streamline operations.



Roll out IoT capabilities with the same ease as deploying Cradlepoint branch and mobile routers.

Connect as many unique sensors as you need—even in one-to-many router scenarios.

Get routers that are centrally configured to your specifications, then deploy as needed.

Speed mass deployment with built-in security at every layer.



Ease of management

Full management capabilities across devices, network, and data give you extra control—and dramatically reduce cost of ownership.



Easily monitor all aspects of your IoT deployments: device to network, hardware to software.

Centrally manage, provision, and update remote locations.

Push out updates, patches, and more at scheduled times or on an as-needed basis.

Add custom functions for your specific needs with a flexible SDK.

NetCloud Edge Connector + Microsoft Azure

A powerful combination that drives full IoT capabilities with ease and simplicity



Security



Scalability



Cost effectiveness



Data and intelligence



Management

Sagegreenlife uses Cradlepoint to keep living walls healthy



Sagegreenlife creates living walls for man-made spaces, but the company can't manage the essential irrigation systems at each site—and it doesn't employ specialized developers who can set up remote monitoring systems.

SOLUTION & RESULTS

Sagegreenlife now uses Cradlepoint NetCloud Edge Connector and Cradlepoint IoT routers to detect and resolve issues before they affect plant health.

This solution enabled Sagegreenlife to easily set up nationwide LTE connectivity and real-time dashboards to detect and resolve issues before they affect plant health. The company has been able to improve customer experience, have new insights across the organization, and scale its business on a secure, customizable platform.



Next steps

- We'll connect you with the sales team for Cradlepoint Edge Connector
- Learn more about Cradlepoint NetCloud Edge Connector at: www.Cradlepoint.com/products/netcloud-edge-connector



Edge Connector for Azure IoT Central

Cradlepoint NetCloud Service Reference Architecture (Components in white are to be added to complete the solution)

