



Sierra Wireless Device Management Platforms

Secure. Scalable. Cost-effective.

DEVICE MANAGEMENT PLATFORMS

Sierra Wireless device management platforms make managing thousands of devices as easy as one.

Our device management platforms provide insight into the state of your devices while enabling you to access information to use your resources most effectively and efficiently.

There are three main advantages to our device management platforms:



Reduce the Cost of Configuring and Deploying Your Devices to the Field

STREAMLINED DEVICE REGISTRATION AND CONFIGURATION MANAGEMENT

- No more manual and individual device configuration – configurable workflows automate the deployment process
- Reduce labor costs and deployment times
- Ensure your fleet of devices is consistent and you can maintain an audit trail

If you save just 10 minutes of configuration per device and you deploy 100 devices, you will save almost 17 hours in labor – just on the initial deployment.



Understand the State of Your Devices in Real-time

POWERFUL REMOTE DEVICE STATUS AND HEALTH MONITORING

- Interactive dashboards provide an overview of deployed devices
- Customizable alerts provide real-time notifications about device states
- Immediately detect connectivity and device health issues

For mission-critical applications, the loss of connectivity can be very expensive and potentially dangerous.



Minimize the Cost of Keeping Your Devices Current and Secure

OVER-THE-AIR FIRMWARE UPDATES AND CONFIGURATION CHANGES

- Ensure your devices are current and secure
- Reduce maintenance requirements, time and costs
- Eliminate the need to bring devices in from the field or sending technicians to the site

The cost of sending a technician to the field to maintain a device can be more than \$500 per truck roll.

How to Choose the Solution You Need.

Choosing the right device management solution depends on the type of assets you are monitoring, the data you require (when you need it as well where you need it stored), and, of course, your budget.

When considering device management platforms, here are some questions you should ask:



1. Where do you want your data hosted?

Sierra Wireless offers two hosting options:

- **Cloud-based** – Device management software and the associated data are hosted by Amazon Web Services and leverage the security, scalability, and performance of Amazon Web Services. Cloud-based deployments can save organizations time and money. A lower entry cost along with the savings that come with not having to build out or maintain a physical data center.
- **On-premise** – The solution is installed locally on your computers and servers. For businesses in highly regulated industries, the decision might already be made for you as to whether to house their applications on-premise. Other organizations may prefer your data located in-house for control and peace of mind.



2. Are you monitoring fixed vs. mobile assets?

Monitoring assets can help you collect and analyze data to monitor processes, conduct secure operations, extend the life of your assets, and improve worker productivity and safety.

The level of information you require can depend on the type of asset you are monitoring. **Fixed asset** tracking can help remotely facilitate the security of your assets and extend the life of your assets while enabling you to collect and distribute valuable **telemetry** (remotely acquired data) and operational information.

With **mobile assets**, you can access to even richer data such as **telematic** information (telecommunication and vehicular data). You want to make sure your asset management platform can integrate and simply present advanced location and diagnostic information that remote telematics provides.

If you are monitoring both fixed and mobile assets – or something else altogether – you can work with our experts to provide the right approach for your unique needs.



3. Do you require real-time data updates?

In traditional data analytics, there's a period of gathering data, where companies invest in accumulating as much data as necessary, followed by a period of analysis, where those numbers are manipulated, visualized, and otherwise interpreted to lend insights.

Real-time analytics, that can be customized to your business needs, draws fresh data in at a constant rate, allowing data analysts to witness any changes as they unfold, or see snapshots of individual moments, rather than purely retrospective analyses.

Whether or not you need real-time data is largely dependent on the type of analysis you are undertaking and the type of application using the information. Dispatch and logistic agencies, for example, need to know where their assets are in real-time so they can effectively manage and communicate their routes.

How much data and the frequency of collection is up to you! Real-time data is more expensive than historical data as it requires continual use of the communication pipeline. You can keep your data costs lower if you only require updates at scheduled intervals.

We Have the Right Management Solution for Your Needs

Sierra Wireless offers a range of device management platforms to address the diverse requirements of our customers.



AirLink Management Service (ALMS)

Cloud-based for Fixed & Mobile Assets

ALMS is a secure cloud-based device management solution that supports over-the-air registration, configuration, troubleshooting, and software updates for AirLink routers.

Signal strength, network technology, and location can be remotely monitored and managed to help maintain connectivity. Dashboards display up-to-date views of your devices and custom alerts can be set-up report critical events.

ALMS is part of the AirLink Complete solution, which also includes the technical support directly from Sierra Wireless



AirLink Management Service Advanced Reporting and Analytics (ALMS ARA)

Cloud-based for Fixed & Mobile Assets

ALMS ARA is an optional component of ALMS that provides advanced historical reporting and extended telemetry capabilities through a series of pre-defined reports.

ALMS ARA includes extended data retention, geofencing capabilities, and supports more granular data from the AirLink devices than is available in ALMS.



AirLink Manager (AM)

On-premise for Fixed Assets

Designed for applications where cloud-based management is not an option, **AM** is an on-premise device management solution that enables simplified and remote configuration, control, and troubleshooting of AirLink routers.

AM enables you to create custom alerts and event triggers and offers on-demand or pre-scheduled historical reports for in-depth analysis and diagnostics.



AirLink Mobility Manager (AMM)

Cloud-based or On-premise for Mobile Assets

AMM is a device management solution that is purpose-built for in-vehicle AirLink routers connected mobile assets and mission-critical applications.

Available as a hosted service and an on-premise solution, AMM allows organizations to monitor the position, direction, and speed of their fleet and network assets, including detailed information such as trip reports and driver behavior.

FEATURE COMPARISON

| | AirLink Management Service (ALMS) | ALMS Advanced Reporting & Analytics (ALMS ARA) | AirLink Manager (AM) | AirLink Mobility Manager (AMM) |
|------------------------------------|--|---|--|--|
| Data Location | Cloud | Cloud | Cloud or On-Premise | On-Premise |
| Asset Type | Fixed & Mobile | Mobile | Fixed | Mobile |
| Reporting | <ul style="list-style-type: none"> - Summary Dashboard - Operational Reporting | <ul style="list-style-type: none"> - Summary Dashboards - Historical Reporting - Vehicle-based Reporting | <ul style="list-style-type: none"> - Rich reporting environment - Over 50 report templates | <ul style="list-style-type: none"> - Summary Dashboard - Operational Reporting |
| AirLink Operating System Supported | ALEOS | ALEOS | ALEOS | MGOS and ALEOS |
| Cost | \$ | \$\$ | \$\$\$ | \$\$\$\$ |

Need Help Choosing the Right Solution for You?

Our knowledgeable and friendly team of IoT solution experts can help you determine which device management platform would work best for your business. You can contact USAT, one of Sierra Wireless' premiere resale partners directly.



About Sierra Wireless

Sierra Wireless (NASDAQ: SWIR) (TSX: SW) is the leading IoT solutions provider that combines devices, network and software to unlock value in the connected economy. Companies globally are adopting IoT to improve operational efficiency, create better customer experiences, improve their business models and create new revenue streams. Whether it's a solution to help a business securely connect edge devices to the cloud, or a software/API solution to help manage processes associated with billions of connected assets, or a platform to extract real-time data to make the best business decisions, Sierra Wireless will work with you to create the right industry-specific solution for your next IoT endeavor. Sierra Wireless has more than 1,300 employees globally and operates R&D centers in North America, Europe and Asia.

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