

CASE: Internet of Things (IoT) specialized needs to develop and deliver industry leading solutions

Ideating, Designing, Developing, and Delivering Industry-Leading IoT Products & Solutions

Challenges

Our client, the industry leader in delivery of leading-edge carrier IoT solutions across multiple verticals, was challenged with growing technical capital in their organization to sustain and grow their business. The client's dynamically growing Internet of Things (IoT) program required strategically aligned partners to develop solutions in a variety of IoT domains including Fleet Management, Connected Car, Telehealth, Asset Tracking, Supply Chain and Manufacturing.

Solutions

Motion Telco meets regularly with the client to gain a deep understanding of their needs and program requirements. The client needed highly specialized expertise to meet the domain specific requirements of the IoT industry, balanced with telecom infrastructure experience delivering these IoT services. Initially, several firms supported the client's programs, but with Motion's depth of IoT and Telecom knowledge, ability to bring specialized expertise, and value-added partnership, Motion has grown to be the client's primary and trusted partner.

Results

The client's IoT programs and market share have significantly grown, delivering industry leading IoT technology and solutions paving the way for the future. The client has driven groundbreaking and market leadership in these areas with the help and partnership with Motion Telco. These innovative solutions, including Connected Car, Fleet Management, Remote Patient Monitoring, Hospitality Safety Alert, Energy, Manufacturing Asset Monitoring, and Asset Tracking apply telecommunications and cutting-edge technology to deliver game changing solutions.

At A Glance

Industry

Telecom

Expertise

- Solution Architecture
- Program & Project Management
- Product Management
- Technical Support
- Client and Solution Onboarding
- Software Development
- UI/UX Design
- Billing & Quality Analytics

Locations

- Nationwide

Results

- Innovative Solution Leadership



The Motion Telco team provides great resources and constantly adds value by sending in fully prepared team members. While many competitors can provide this basic service, it is the 'extra' things that Motion Telco does to differentiate their engagement that really makes the difference."