



CASE STUDY

“ As water pumping is a life critical application, for people, livestock and crops, we need real-time data with robust alerting and reporting capabilities, which Aeris can deliver through its carrier-agnostic network ”

Stephan Grinzinger,
Global Head of Sales and
member of the Managing
Board, LORENTZ

LORENTZ ENABLES REMOTE MONITORING AND MANAGEMENT OF SOLAR POWERED WATER PUMPS, POWERED BY AERIS

THE GOAL: GLOBAL DEPLOYMENT OF SOLAR POWERED WATER PUMPING SOLUTIONS

LORENTZ is a leading provider of solar powered water pumping solutions. Its solar pumps provide clean water for people and livestock, and the irrigation of crops.

LORENTZ enables commercial farmers, water companies, governments and non-governmental organizations (NGOs) to remotely monitor and manage solar powered irrigation and drinking water systems through its monitoring platform pumpMANAGER. The Internet of Things (IoT) powered water pumps can be monitored remotely, even in the most inaccessible locations.

LORENTZ operates in more than 130 countries across the world.

THE PROBLEM: SOLUTIONS MUST BE EASY TO SET-UP AND HAVE RELIABLE GLOBAL GSM AND CDMA CONNECTIVITY

LORENTZ operates around the world, with products purpose-built for off-grid, rural and often hostile environments. Because of the remote locations LORENTZ serves it requires a reliable global mobile network that provides consistent connectivity worldwide, to enable effortless remote monitoring of systems.

Current wireless infrastructure deployments can struggle to meet these challenges. They can leave providers facing problems because of outdated technology, unknown or unreliable third parties, and other variables that make them highly susceptible to market changes.

The LORENTZ products are manufactured without a known destination and as such, with certain mobile network providers, a local SIM card would have to be inserted into the device following sale and would then require local configuration, which costs time and hinders the business process.

Added to this, water pumping is a life critical application, for humans and crops alike, and so LORENTZ must be able to gather real-time data, while having solutions that feature robust reporting capabilities. Mass global deployment of solutions with these requirements is therefore only possible by working with a reliable cellular network partner that can provide end-to-end monitoring of the LORENTZ water pumps.



THE SOLUTION: TRULY GLOBAL CELLULAR CONNECTIVITY WITH REAL-TIME ACCESS TO DATA

LORENTZ installs the Aeris global subscriber identity module (SIM) at the point of manufacture. It deploys systems in more than 130 countries each year through a network of global partners. By utilizing Aeris' single global Access Point Name (APN), the LORENTZ systems can be deployed anywhere in the world on a simple plug-and-play basis without the need to configure local network settings.

Stephan Grinzinger, Global Head of Sales and member of the Managing Board, LORENTZ, comments: "LORENTZ pumpMANAGER service provides our partners and their customers with a best-in-class monitoring and management service for their solar water pumping systems. Mass global deployment is only possible by working with a reliable cellular network partner who can give us end-to-end monitoring of our solution. As water pumping is a life critical application, for people, livestock and crops, we need real-time data with robust alerting and reporting capabilities, which Aeris can deliver through its carrier-agnostic network."

In addition to this by utilizing Aeris AerPort™, Aeris' connectivity management platform for IoT devices, LORENTZ is able to have real-time access to data usage, alert management and device management over the SIM life cycle.

THE RESULTS: AERIS' RELIABLE CONNECTIVITY ENABLES DEPLOYMENT OF SOLAR POWERED WATER PUMPING SOLUTIONS WORLDWIDE

Aeris' IoT solutions empowers LORENTZ to deliver its solar powered water pumping technology in even the most remote locations.

The reliable connectivity provided by Aeris enables LORENTZ to deploy its products and constantly gather real-time data. Aeris' single global APN, also provides LORENTZ with the capability of installing the SIM at the point of manufacturer, removing the need for time-consuming local configuration.

As a result, this simple set-up, combined with reliable global connectivity, resolves key issues in LORENTZ's business processes. The confidence provided by this reliable cellular network partner can also be passed on to LORENTZ's customers.

ABOUT AERIS

Aeris is a pioneer and leader in the market of the Internet of Things – as an operator of end-to-end IoT and M2M services and as a technology provider enabling other operators to build profitable IoT businesses. Among our customers are the most demanding users of IoT services today, including Hyundai, Acura, Rand McNally, Leica, and Sprint. Through our technology platform and dedicated IoT and M2M services, we strive to fundamentally improve their businesses – by dramatically reducing costs, improving operational efficiency, reducing time-to-market, and enabling new revenue streams. non-traditional view with the uses and benefits it could offer its clients including revenue stream opportunities and enhanced CRASH technology.

Visit www.aeris.com or follow us on Twitter [@AerisM2M](https://twitter.com/AerisM2M) to learn how we can inspire you to create new business models and to participate in the revolution of the Internet of Things.

Contact us at eu_info@eris.net or +44 118 315 0614.