

## MCA | Proof of Concept Services



### MCA Professional Services

For over 25 years, the CNS team within MCA has enabled thousands of organizations in the public and private sectors to benefit from secure wireless communication technologies, improving operational productivity and efficiency. We offer a wide array of secure wireless communication products from various industry leading manufacturers, providing solutions for highly available, mission-critical communications between critical assets from local offices to remote/mobile field locations. MCA serves the nation's critical infrastructure by creating secure cellular communication networks that pass data wirelessly between key systems linking remote personnel and machine assets. We sell, design, configure, and install cellular wireless (*LoRaWAN/4G/5G/PLTE*) data communications hardware and software, providing industry targeted IIoT connectivity solutions to fit our clients' exacting needs.

**Our Engineering Services team offers Proof of Concept services to design and execute a pilot implementation of a proposed solution to ensure our proposal meets the requirements of the customer's use cases and technological needs.**

#### Service Description | Proven POC Services

Sophisticated IT-based solutions require a significant investment in terms of time, resources, and capital. When integrating new technology on a massive scale, proper planning and testing should be conducted in advance of committing to a particular solution set — ensuring all technical and business objectives can be met or exceeded.

MCA's engineering services team offers Proof of Concept (*POC*) services, designed to carry out an implementation of the USAT proposed solution in the form of a pilot, consisting of all the use cases to be verified for the larger project. A comprehensive POC can serve to assure all key stakeholders that the proposed solution will meet the needs of the organization and all relevant use cases.

Our POC service allows our customers to assess the solution in-action at a fraction of the investment required for full fleet deployments and roll-outs. Specific, customer approved, success criteria are defined in this service, and used to verify all project objectives are met.

#### Featured Benefit | Comprehensive Testing

A significant benefit of a properly designed and executed Proof of Concept service is the ability to evaluate the success and performance of all customer use cases and workflows. To this end, our engineering services team uses an Expanded Test Plan document, which provides guidance on how the test environment will be set up, what components are required, and what steps will be carried out to thoroughly test the system.

The result includes not only simple "pass/fail" details, but also key performance metrics, such as latency, throughput, network switching time and many others. This provides insight into how the solution will perform in the field and will provide critical comparative data, allowing customers to make an informed assessment of the solution.

#### Service Benefits

- Test of "As-Designed" Proposal Prior to Full Solution Investment
- Real-World Verification of Use Cases/Workflows
- Investment in Proven Solution
- Comprehensive Test Plan
- Risks Identified and Managed Up Front

#### About Our CNS Team

- Founded in 1996
- 30+ Employees
- Elite 5G Cradlepoint Partner
- Premiere AirLink Reseller
- Top Digi Resale Partner
- Located in Chapel Hill, NC
- Joined MCA Family in 2019

#### About MCA

- 30+ Years in Business
- 1,000+ Employees
- Locations in 13 States
- 80+ Regional Offices
- 65,000+ Customers
- "Service-First" Approach
- Top Motorola Partner

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