

BUSINESS COMMUNICATIONS CONTINUITY

Cellular Failover for Retail Operations

Retail outlets like grocery store chains depend upon unbroken internet access to successfully operate their businesses. Corporations can value the revenue lost due to internet outages down to the hour and the minute. Single locations can lose anywhere from \$500 to \$5,600 an hour. With losses that staggering, store managers need business continuity solutions.



Challenges Faced | ENSURING NEAR 100% UPTIME

Retail operations need solutions that enable near 100% uptime at every location to ensure client transactions happen without delay. While most hard-line internet service providers boast over 99% uptime, that remaining 1% can cost a business hundreds to thousands of dollars. After one grocery store chain valued losses at an average of \$1,500 per location per month, they started looking for ways to supplement their existing ISP provided connectivity. They needed to redundant systems and hardware able to operate over fast and secure 4G/5G cellular networks anytime one of their hard-lines goes down.

Failover Solution | CRADLEPOINT L950 BRANCH ADAPTERS

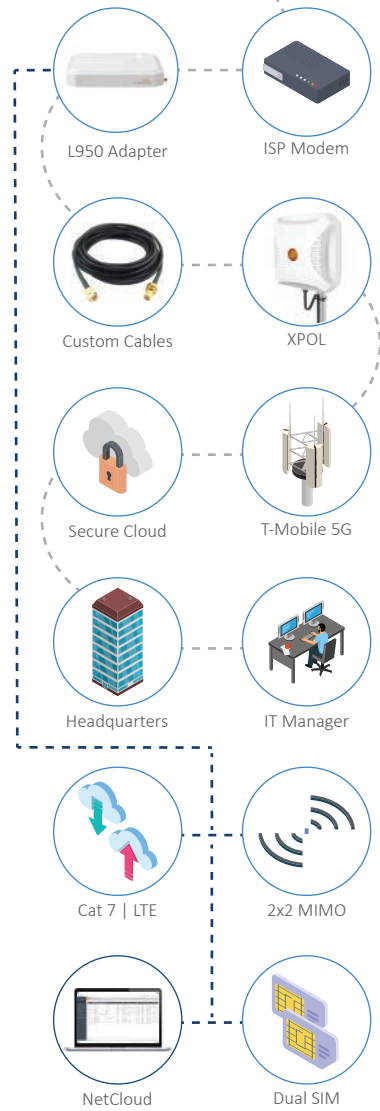
After an extensive analysis, they realized redundancy via cellular networks was the most cost effective solution. Accordingly, they reached out to the cellular experts at USAT to help them identify and procure the best hardware to achieve their uptime goals. It was critical that the solution we provided be able to work within their existing network infrastructure. To supplement ISP provided T1 modems we recommended the addition of L950 LTE Branch Adapters from Cradlepoint to provide automatic cellular failover.

Antenna Solution | POYNTING XPOL-2-5G ANTENNAS

Along with their new L950 adapters, our client was also concerned about the availability of cellular coverage in some of their more rural locations. We recommended two things; one that they utilize T-Mobile, America's largest and fastest 5G network provider, and two, that they also procure specialized powerful signal boosting XPOL-2 antennas from Poynting-purpose-built to military specs and capable of withstanding harsh conditions.

Field-Tested Results | SEAMLESS CELLULAR FAILOVER

Not only did we help them select, provision, and activate their new hardware through our extensive DevProv+ suite of services, but also custom crimped cabling to their exacting requirements, provide rapid on-site installation, and ongoing hardware support. Their team projected that their new devices would pay for themselves in under 3 months. Every store instantly gained the ability to failover to cellular networks anytime hard-lines went down or slowed to a predetermined level. They also gained the ability for automated event reporting and over-the-air device registration, configuration, and management with NetCloud.



Adapter: L950	Software: NetCloud	Antenna: XPOL-2-5G	Carrier: T-Mobile
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CONTACT US TO ENGINEER YOUR FAILOVER SOLUTION TODAY

