

Managed Connectivity for Industrial — HVAC

Meet Judy



Judy is a Project Manager at a large building contractor that specializes in commercial HVAC systems. Judy's company believes that delivering high quality real-time service is as important as the hardware they provide.

THE CHALLENGE

INCREASE CUSTOMER SATISFACTION AND DECREASE MAINTENANCE COSTS

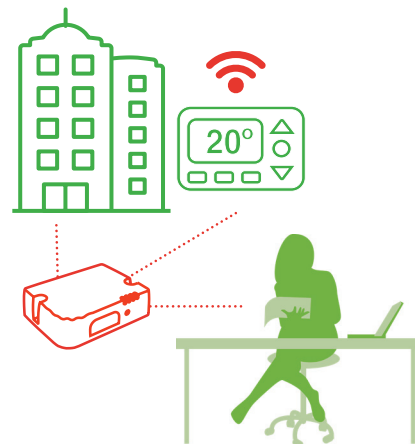
When building HVAC systems are not working well, customers are not happy. To maintain proper operation, it's critical to monitor and update HVAC systems on a real-time basis which often takes a dedicated communication channel – not one that is shared with the building's broadband system. Knowing where and when a system might fail ahead of time facilitates early repairs helping to eliminate downtime and expensive emergency repair costs.



THE SOLUTION

REAL-TIME IOT COMMUNICATIONS IMPROVE SYSTEM RELIABILITY

Judy's solution incorporates Sierra Wireless Managed Connectivity Solutions (MCS) to maintain communications between the HVAC system and her company's maintenance team. The wireless LTE connectivity provides a dedicated maintenance communication channel, eliminating dependence and security risks on the building's network. A turnkey managed solution, MCS includes guaranteed cellular connectivity, rugged AirLink wireless router and pro-active fleet management with customer service available 24/7/365 at a low monthly cost.



THE RESULTS

IMPROVED SYSTEM PERFORMANCE AND REDUCED MAINTENANCE

Adding reliable connectivity enables Judy's company to provide real-time system monitoring and updates as needed. It also allows them to monitor critical HVAC functions and solve problems before needing to send out repair teams. When repair teams are required, they know what parts to carry and how to best repair the systems, reducing costs and system downtime.