



## Danish Defence Relies on AirLink®MP70 for Training Exercises

### A Sierra Wireless® Mobile Networking Solution

#### CUSTOMER CRITICAL CHALLENGE

- Ensure reliable connectivity in remote and harsh environments

#### SOLUTION

- AirLink® MP70 LTE-Advanced Router

#### BENEFITS

- Reliable connectivity assures Danish Defence that information can be transmitted and analyzed in real-time for improved efficiency and operations
- Rugged gateway is able to withstand harsh environments, meaning fewer “touches” in the field



#### BACKGROUND

Danish Defence is the unified forces of the Royal Danish Army, Navy, Air Force and Home Guard, charged with the defence of the Kingdom of Denmark - Denmark, Greenland and the Faroe Islands.

Its mission is to prevent conflicts and wars, uphold the sovereignty of the Kingdom of Denmark and promote peaceful development in the world.

Denmark is a member of NATO and participates in international peacekeeping and aid operations alongside its allies. Danish Defence employs over 18,800 military and civilian professionals.



## Business Challenge

Danish Defence sends military forces through intensive training programs, typically in locations where the climate is similar to the deployment region. This training ground is located far from populated areas and, as is typical in remote areas, the coverage of mobile broadband is scarce, making it a challenge to keep a stable line of communication.

## Sierra Wireless Mobile Networking Solution

Danish Defence tested several solutions that didn't satisfy their needs and subsequently contacted their Danish IoT specialist - DeltaM2M - to learn about possible communications solutions which would operate in these harsh conditions. The equipment would need to maintain constant communications and would also have to support a wide range of temperatures, moisture levels and power sources.

DeltaM2M recommended the Sierra Wireless AirLink® MP70 to Danish Defence. The MP70 is a rugged mobile router that complies with MILSPEC standards and supports temperatures from - 30°C up to +70°C. DeltaM2M is among Sierra Wireless's most experienced partners. Over the years, DeltaM2M has been involved in a large number of deployments for mission critical communications within both military, public safety and industrial use.

A key requirement for Danish Defence was having valid and relevant references for the product, and Sierra Wireless and DeltaM2M could point to several customers using the product for similar applications in similar conditions.

## Results

Once installed, the results were immediate and remarkable. "We have 100% reliable communications," says Ulrik Jørgensen from the Danish Military. "We need reliable communications to be able to coordinate our activities, and we depend on high quality products and knowledge," he continues. "With DeltaM2M and Sierra Wireless, we found both".



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**Ulrik Jørgensen**  
Danish Military

### About Sierra Wireless

Sierra Wireless (NASDAQ: SWIR) (TSX: SW) is an IoT pioneer, empowering businesses and industries to transform and thrive in the connected economy. Customers Start with Sierra because we offer a device-to-cloud solution, comprised of embedded and networking solutions seamlessly integrated with our IoT services. OEMs and enterprises worldwide rely on our expertise in delivering fully integrated solutions to reduce complexity, turn data into intelligence and get their connected products and services to market faster. Sierra Wireless has more than 1,400 employees globally and operates R&D centers in North America, Europe and Asia.

For more information, visit [www.sierrawireless.com](http://www.sierrawireless.com).