

# Proof of Concept Services



## 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

## 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, Sierra Wireless 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 are carried out to thoroughly test the system. The result includes not only “pass/fail” detail, but also 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.

## About Sierra Wireless

Sierra Wireless is building the Internet of Things with intelligent wireless solutions that empower organizations to innovate in the connected world. We offer the industry’s most comprehensive portfolio of 2G, 3G, and 4G embedded modules and gateways, seamlessly integrated with our secure cloud and connectivity services. OEMs and enterprises worldwide trust our innovative solutions to get their connected products and services to market faster.

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

## Overview

Sierra Wireless is the leader in wireless networking systems that provide organizations with secure, manageable end-to-end communications, addressing both mobile and fixed wireless communications needs. As a market leader, our Professional Services Team possesses a wealth of expertise in designing and implementing fixed and mobile enterprise networks in support of a wide array of enterprise applications and communications challenges.

Sierra Wireless offers world-class Professional Services to deliver on the promise of *always-on* wireless communications, enabling both fixed and mobile needs and applications.

The Sierra Wireless Professional Services team provides Proof of Concept Services to design and execute a pilot implementation to prove the Sierra Wireless solution meets the requirements of the customer’s use cases and application needs.

## Service Description

Sophisticated information technology solutions require significant investment in terms of time, resources and capital. When integrating new technology on a large scale, proper planning and testing should be conducted in advance of commitment to a particular solution to ensure all technical and business objectives can be met or exceeded.

The Sierra Wireless Professional Services team offers Proof of Concept services, designed to carry out an implementation of the Sierra Wireless communications solution in the form of a pilot, consisting of all the use cases to be verified for the larger project. A comprehensive Proof of Concept can serve to assure all key stakeholders that the proposed Sierra Wireless solution will meet the needs of the organization and all relevant use cases. The Proof of Concept service allows the customer to assess the solution in-action at a fraction of the investment required for full fleet roll-out. Specific, customer approved, success criteria are defined in this service, and used to verify all project objectives are met.