



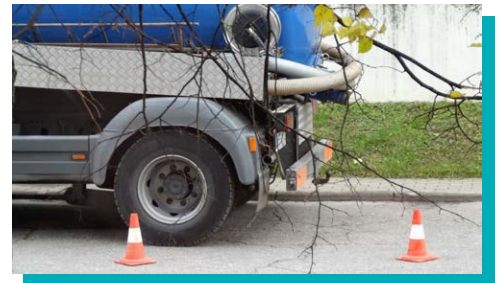
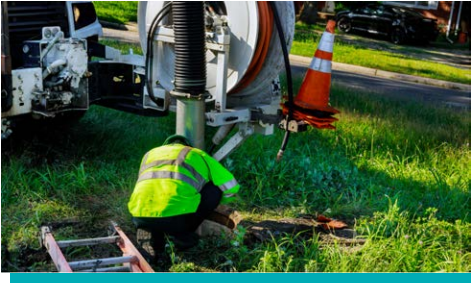
CASE STUDY

LARGE FLEET UTILITY WATER SERVICES PROVIDER

THE CHALLENGE

One of the largest, most geographically diverse waste-water utility companies in the United States had been facing a long-time issue - one for which their operations team had never found an adequate, cost-effective solution. Simply put, their ability to efficiently serve customers with safe, clean, affordable and reliable water, was greatly dependent upon their fleet's ability to stay connected.

With such a broad geographical service area, connectivity issues were ever-present, particularly as many of their fleet vehicles were often operating in fringe coverage areas (which in many cases, were indicative of the customer bases in greatest need). The resultant pain points came in the form of inflated operating costs, time management issues, and increased labor challenges.



THE SOLUTION

For years, working to overcome unstable connections among its service vehicles just seemed to come part and parcel with the rigors of daily operating procedures. Until a solution finally presented ...

When the water company first heard Airgain's claim that their AirgainConnect® AC-HPUE™ “delivered up to 10X the power and up to 4X the coverage of a traditional router-mounted antenna” they hoped it could deliver the game-changing connectivity they sought.

THE OUTCOME

After some due diligence, demos, and a 50+ unit pilot run, the Company was “all-in” on the incredible gains the high-powered AirgainConnect AC-HPUE would deliver - specifically, the fleet connectivity solution they had been seeking for years. The decision was made to outfit the fleet with this one-of-a-kind solution, increasing range and power to levels they never thought possible.

To date, the fleet vehicle connectivity results have been unprecedented and the remainder of the AirgainConnect units will be deployed and leveraged by year's end.

“When we launched the AirgainConnect platform almost a year and half ago, we were looking to solve the connectivity issues that had long plagued public safety and critical infrastructure. By equipping the fleet of a major utility with the AirgainConnect AC-HPUE, we can help its service technicians, inspectors, engineers and field operators to stay connected in order to deliver water where it is needed most.”

-Morad Sbahi, Senior Vice President, Global Product & Marketing at Airgain