

Utilities

Mission Critical Data Applications



A Proven Solution

Wireless Leader

Since 1993, Sierra Wireless has been a pioneer in the cellular data space, enabling pervasive two-way communication to remote commercial assets. The AirLink™ Mobile and M2M product line has provided customers with significant ROI by leveraging the public wireless networks, integrating real-time data into the enterprise for accurate monitoring, control, reporting and compliance.

Sierra Wireless' line of AirLink fixed and mobile connectivity solutions has continuously evolved in parallel with the wireless technologies and broad applications served. Our reliable embedded ALEOS™ technology, coupled with AceWare™ remote management tools and utilities and unmatched technical expertise, have earned the company an exceptional reputation in the industry.

Versatile and Reliable Devices

Asset Monitoring and Mobile Applications

The wireless needs of utilities span from remote monitoring and control of fixed assets to mobile data and location tracking for large service fleets. Regardless of the specific need, the mission critical nature of the data requires reliable, secure wireless connectivity. Sierra Wireless has a proven track record for providing reliable wireless connectivity for remote monitoring and mobile data applications.

The ALEOS Advantage

At the heart of Sierra Wireless' line of AirLink intelligent data platforms is ALEOS, the long standing industry benchmark for reliable and feature-rich embedded intelligence. The combination of our rugged, intelligent modems and the power of ALEOS provide a utility customer:

- Intrinsic Safety and Ruggedness – Sierra Wireless AirLink modems are Class I Div 2 certified for use in hazardous conditions and meet Mil Std 810-F specifications for shock, vibration and extreme temperatures.
- Session Persistence – Whether monitoring a substation or a service fleet, mission critical applications can't afford to lose network connectivity. ALEOS creates a persistent network connection, and in the event of disconnect, reconnects to the network automatically.
- Machine Protocols – ALEOS is equipped with an extensive list of machine protocols, enabling the AirLink devices to interface directly with existing infrastructure.



Pervasive Connectivity to Remote and Mobile Assets



OIL AND GAS

- Wellhead Measurement
- Gas Correctors
- Flow Meters
- Security



ELECTRIC UTILITY

- Switch Control
- Substation Backup
- Power Restoration
- C&L Metering



SERVICE FLEETS

- Field Force Automation
- Computer-Aided Dispatch
- AVL / Fleet Management
- Security



M2M PLATFORMS

- Certified for Hazardous Environments
- Machine Protocols
- Serial and Ethernet Interface Options



IN-VEHICLE PLATFORMS

- Rugged
- High-Speed Data Transfer
- High-Sensitivity GPS

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SIERRA WIRELESS

Connecting People and Systems to Mobile Broadband Networks Around the World

Sierra Wireless modems and software connect people all over the world with mobile broadband networks that keep them in touch, informed and productive from wherever they need to be. The company offers a diverse product portfolio addressing enterprise, consumer, original equipment manufacturer, machine-to-machine and specialized vertical industry markets. Sierra Wireless also provides professional services to customers requiring expertise in wireless design, integration and carrier certification. For more information, please visit our website, www.sierrawireless.com.

Real World Success

Norse Pipeline: M2M deployment to wirelessly monitor a 320 mile long pipeline.



Benefits:

- Quick ROI - Reduced operating costs by \$8,750 per month and, "lost gas" costs by \$36,000 per year
- Improved customer service - More time for field technicians to respond to customer requests
- Increased accuracy - Flawless meter read with 100% uptime

"The 24/7 information that we can access with our wireless system is invaluable. Not only can we easily monitor and manage our pipeline at all meter locations, we can also provide critical real-time data to our gas suppliers." - Larry Swanson, Operations Manager

Duquesne Light: Wirelessly monitor and control protection devices across a grid that provides energy to 585,000 customers.



Benefits:

- Installation cost savings - Reduced the per site installation cost from \$10,000 to \$640
- Immediate functionality - Machine protocols built into ALEOS enabled integration with existing hardware
- Reduced infrastructure expenses - Progressive cost savings of \$468,000 per year

Major Northeastern US Utility Company: In-vehicle solution in over 3,100 service vehicles for mobile data access and real-time vehicle asset tracking.



Benefits:

- Improved customer service - Access to back-end data-bases through high-speed data access enables service reps to access customer information in real-time
- Fuel costs - More efficient routing translates to fuel savings

ALEOS™ Technology

At the heart of the Sierra Wireless AirLink products is ALEOS, the embedded core technology that simplifies installation, operation and maintenance of any wireless solution.



- Persistent Network Connectivity
- Over-The-Air (OTA) Upgrades
- Extensive Machine Protocols
- Device Management & Control
- Real-Time Notification
- Wireless Optimized TCP/IP
- Packet Level Diagnostics
- Protocol Spoofing

AceWare™

Sierra Wireless' best-in-class tools and utilities, leveraging the intelligence of ALEOS, simplify deployment, as well as remote monitoring, control and management of the entire solution.



AceManager - Extensive remote management application

- Real-Time, Remote Device Status and Health
- Comprehensive OTA Device Configuration and Firmware Updates

AceView - Efficient status and connection monitoring application

- Modem Status, Connectivity, Signal Strength, GPS Signal and Mapping

AceNet - Enterprise-level application to simultaneously monitor, control and manage a complete deployment of AirLink devices

- One-To-Many Device Configuration and Management
- Charts Modem Statistics for Performance Analysis

MP Modem Manager - Enterprise-level remote configuration tool for MP Series Modems

- One-To-Many Device Configuration and Management
- OTA Module Firmware Updates



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