

CASE STUDY

Guardian Mobility Aviation Enterprise Services Bolstered with KORE Connectivity

Overview

In supporting its core aviation customers with resilient, global communications, Guardian Mobility Inc. wanted to broaden its network technologies offerings by adding cellular connectivity to its strong portfolio of satellite connectivity.

Guardian Mobility is a private company headquartered in Ottawa, Canada, which began developing satellite tracking products in 2002. The company has a strong focus on aviation enterprise service for the automated flight following market. Automated flight following is an application that

tracks the location and velocity of specially equipped aircraft and mobile assets to provide data to dispatchers, managers, and more.

The Challenge

When Guardian Mobility made the decision to build on its connectivity portfolio by adding cellular, the company tried going to one carrier at a time to source the connectivity they needed to meet their primarily North American, but global, customer base.



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It was important to Guardian Mobility that their cellular connectivity work reliably for these critical use cases. When a customer needs to fly and is hindered if a SIM card isn't operating and providing connectivity, it could create a major ordeal, Guardian Mobility Director of Business Development Giles Peeters said.

"For us to send a SIM card to someone and not work, it's massive to us as an aircraft can be grounded," Peeters said.

The Solution

Guardian Mobility came to KORE as a single-source provider of reliable connectivity. KORE has partnerships with more than 24 major carriers across the globe and can create custom connectivity solutions that work best for the end user.

"KORE was a really nice fit for us – a one stop shop for all our cellular needs, not only our North American market but globally," Guardian Mobility Chief Operating Officer Stephane Momy said.

KORE provided Guardian Mobility with cellular services including data plans and LTE tracking products, which Guardian Mobility believes will help strengthen their service offerings.

The Result

According to Guardian Mobility, now that the company can offer cellular services alongside strong, reliable satellite services, they have a powerful diversified connectivity offering which will help broaden market reach.



Already, the company has been able to confidently offer cellular service at a competitive price to customers no matter where the client is located or operates.

"We have been working with KORE for a number of years," Momy said. "They are our go-to experts for our needs and our client needs for cellular IoT solutions globally. This is seamlessly allowing us to focus on our business and paired with exceptional commercial and technical support making KORE a good partner we can rely on."

About KORE

KORE is a pioneer, leader, and trusted advisor delivering mission critical IoT solutions and services. We empower organizations of all sizes to improve operational and business results by simplifying the complexity of IoT. Our deep IoT knowledge and experience, global reach, purpose-built solutions, and deployment agility accelerate and materially impact our customers' business outcomes.

For more information,
visit www.korewireless.com

About Guardian Mobility

Guardian Mobility Inc (GMI) began in 2002 in Ottawa, Ontario, Canada, as an aviation global tracking and data monitoring company and now has grown to an end-to-end product and service portfolio and market leader. Today, GMI has more than 200 clients in 20 different countries with aviation as its core business but also offering solutions to specialized land organizations.

For more information, visit
www.guardianmobility.com

