



# Wireless M2M Solutions

*Hardware, Software  
and IT Services for  
critical Enterprise and  
Industrial wireless  
M2M applications*

## WHO WE ARE

INS distributes products, offers technical support and provides IT services for wired and wireless machine networking applications. Since its founding in 1998, INS has seen the industry space it serves variously labelled "Industrial Ethernet", "Machine-to-Machine" (M2M) and now the "Internet of Things" (IoT). Throughout these changes in industry jargon, one thing has stayed constant: INS's commitment to provide our customers with best-in-class products, support and services for their critical wired and wireless machine networking applications.

## CONTACT INS

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WIRELESS M2M OVERVIEW

*A wireless machine-to-machine (M2M) network enables communication between smart assets, computers and databases utilizing radio frequency transmission rather than fiber optic or copper cable.*

While localized Wi-Fi and leased spectrum wireless M2M networks have been around for years, wireless M2M networks spanning state, country and continental boundaries have rapidly become a viable option. Why? Smart Phones! Vast investments by cellular network providers to provide reliable Internet connectivity to smart phone users, wherever they may



wander, have resulted in much of the world being blanketed with reliable, high-speed wireless data networks. Wireless M2M gateways connect machinery to these cellular networks, enabling real-time remote machine access, video monitoring, wireless redundant backup for wired networks and many other innovative M2M applications.

INS embraced wireless M2M technology in its infancy and has partnered with the leading wireless M2M technology manufacturers and wireless carriers to become a "one stop shop" for wireless M2M solutions. INS can provide a broad spectrum of services, from simply supplying wireless M2M hardware all the way to commissioning turn-key wireless M2M networks.

CELLULAR ROUTERS AND GATEWAYS



**Sierra Wireless**  
Rugged mobile gateways



**CradlePoint**  
Enterprise class cellular routers



**Digi**  
Wireless routers and gateways



**Peplink**  
Rugged business routers



**CalAmp**  
Industrial mobile routers

ETHERNET RADIOS



**Moxa**  
Indoor and outdoor industrial wireless LAN



**Hirschmann**  
Indoor and outdoor industrial wireless LAN



**ESTeem**  
Ethernet and serial wireless radios



**Peplink**  
Enterprise and industrial WLAN solutions

WIRELESS M2M SERVICES

In addition to providing best-of-class cellular M2M network hardware, INS has developed service offerings to ensure your M2M technology deployment goes smoothly:

- Providing rapid and capable Tier 1 and Tier 2 technical customer support.
- Activating M2M hardware on the customer's preferred carrier network.
- Provisioning M2M hardware to be operational "out of the box" upon receipt.
- Providing managed services encompassing spares inventories, field-user support and replacement hardware fulfillment.



The INS Engineering Services team can even assist in the development of custom applications, installation of devices in the field and the turn-key startup of your M2M system. Call the INS M2M team to discuss your particular needs.

*"What made working with INS so easy was their pre-configuration of our cell routers to make them work right out of the box!"* - IT Director, Major Oil and Gas Producer

ACCESSORIES



**Antennas**  
Fixed, mobile and portable antennas



**Mounting Hardware**  
DIN-rail, pole and panel mount solutions



**Enclosures**  
Metallic, non-metallic and weatherproof housings



**Cabling & Connectors**  
Coax, copper, serial and fiber connectivity

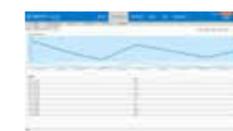
SOFTWARE



**AVMS**  
from Sierra Wireless



**ECM**  
from CradlePoint



**Device Cloud**  
from Digi



**InControl<sup>2</sup>**  
from Peplink