

# CASE STUDY

## SECURE MANAGED SOLUTIONS FOR POS DEVICES

Phoenix Managed Networks



## ABOUT PHOENIX MANAGED NETWORKS

Phoenix Managed Networks is a premium provider of network and security solutions.

Among its many lines of business, it provides a simple and streamlined solution for provisioning wireless service for mobile/wireless (Point-of-Sale) POS devices.

It services customers, such as processors and acquiring banks worldwide.

## THE CHALLENGE

The reliability of Phoenix secure managed solution for POS services lies substantially on mobile network connectivity due to its ease of deployment, the flexibility of movement, and low cost.

However, cellular connectivity can suffer when using a single network connectivity solution especially for devices used in weak coverage areas, such as underground, remote locations, or the back of a store in a shopping centre. It requires an open roaming, multi-network connectivity solution.

## THE SOLUTION

Velos IoT's unique Nomad Managed Mobile WAN solution solves this problem by providing undifferentiated, non-steered access to every mobile network at a given location.

In essence, even in weak coverage areas, as long as there is at least one mobile signal available, Point of Sale devices using Velos IoT's solution will stay connected on that available network.

Moreover, Velos IoT provides highly granular single SIM control. For example, if a device has achieved a poor connection from a given network, which results in intermittent or non-existent data throughput, Phoenix can specify that the single device is only allowed to connect to known functional networks.



## RESULTS

Using Nomad's diameter-based real-time connectivity monitoring, Phoenix has speeded device deployment. Phoenix engineers can address connectivity issues proactively by getting immediate feedback on connectivity status via email or text messages and remedy issues as soon as possible.

Velos IoT's Managed Mobile WAN solution has enabled Phoenix to achieve higher customer satisfaction and assured payment processing with fast, reliable and secure managed solutions for POS devices.

*"With the ever-increasing need for mobility and fast deployment of devices, we selected Velos IoT as our partner to complement our other Dial and IP services after doing rigorous testing with several other solutions. The Velos IoT Managed Mobile WAN solutions give us reliability, flexibly as well as a unique connectivity management platform."*

Alan Stephenson **Brown**  
**SVP International Sales and Business Development**

## FAST AND RELIABLE POS CONNECTIVITY

**Harness the power of connectivity with Velos IoT. We are a global integrated connectivity provider with extensive experience in delivering IoT services via proprietary core and roaming agreements. Supported by team of 120+ experts and with over 600 global networks, Velos IoT provides customers with sustainable, scalable, compliant, and secure access to connectivity.**

**At Velos IoT we value the agility and resilience IoT customers require. We have shipped over 17M SIMs worldwide and offer solutions to businesses of all sizes – from small specialist players to huge manufacturers. Our portfolio includes flexibility in integration options covering features around security and resilience.**

[sales@velosiot.com](mailto:sales@velosiot.com)

 **Velos IoT**  **velosiot**

