



## Connecting to the bottom line

**Manufacturing company turns to iPass to keep mobile connectivity costs low in the era for cloud-based apps**



### THE ORGANIZATION

A European branch of a large global manufacturer of electronic medical devices

### THE CHALLENGE

- ▶ Help reduce the expense of remote Wi-Fi connectivity for traveling workforce
- ▶ Increase productivity by keeping employees connected to cloud-based apps from anywhere

### THE SOLUTION

iPass for laptops, smartphones, and tablets

### THE RESULTS

- ▶ Considerable cost savings over 3G/4G connectivity and Wi-Fi day passes
- ▶ 7,500 mobile employees made the switch in the first few months of the program
- ▶ No more fear of downtime or of being cut off from access to the cloud apps they need
- ▶ Workers freed from their desks to be seamlessly connected, from anywhere they go, using the device of their choice

Manufacturing companies care very deeply about the bottom line. Having the best possible connectivity solution at the lowest price was of primary concern to one European-based manufacturer of electronic medical devices. Decisions about how traveling employees would connect to the Internet when on the road were to be made by the purchasing department. With the potential of 7,500 employees connecting to the Internet remotely from smart devices, the costs could quickly become overwhelming.

### When cost effective global mobile connectivity makes or breaks a whole company

Adding to the potential expense nightmare was the fact that this organization runs entirely on cloud-based apps. Without Internet access, this European branch of a much larger global enterprise simply couldn't operate. With so much at stake, this organization's procurement department chose iPass to help keep the company running smoothly and cost effectively.

The question of cost savings was the first thing on the organization's mind. A lot changed for the company. Their employees were migrating from laptops to smart tablets. Many of the employees traveled to do their jobs. The procurement team had one question for iPass: "What can you do to help us cut our connectivity expenses for our mobile employee base."

### Wi-Fi is the key to remote workers with smart devices

iPass introduced their global Wi-Fi solution to this company. Using iPass, traveling employees with smart devices are able to connect to over 50M Wi-Fi hotspots and get fast, reliable and secure connections almost



## ABOUT IPASS

iPass is the industry pioneer in global, mobile connectivity, ensuring unlimited access to unlimited content on an unlimited number of devices. Founded in 1996, iPass is the world's largest Wi-Fi network, with over 20 million (soon to be 50 million!) hotspots in airports, hotels, airplanes, and public spaces in more than 120 countries and territories across the globe. Our hosted Wi-Fi-as-a-Service solution is easy, convenient, secure, and always on.

Expanding on its already established reputation as the premier provider of global Wi-Fi hotspots, iPass connects customers with the people and information that matter most. We are dedicated to delivering the highest quality, most cost-efficient solution on the market today.

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anywhere in the world. Word spread quickly throughout the company, and employees activated their iPass accounts.

More than 7,500 workers have signed on, with hundreds more downloading and installing iPass every month.

## The Results

Today, the company switches off the international roaming option completely. Employees must find hotspots in order to work. iPass enables them to work from virtually anywhere, at a fraction of the cost of data roaming.

## Conclusion

iPass adoption has still grown exponentially. Employees request access before they travel, and the cost savings have been enormous. "If we didn't have iPass, we wouldn't be able to work at all," said one happy employee. With a Wi-Fi network all over the world, employees can connect from almost anywhere,. The cost savings are significant and the company productivity has increased.



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