



Peplink Makes Connectivity Reliable



AWDS
ACCESS WIRELESS DATA SOLUTIONS

MEET YOUR SPEAKER



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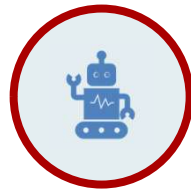
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VZW Co-Sell Partners

WHO IS ACCESS WIRELESS DATA SOLUTIONS?



Value-added reseller in the wireless cellular connectivity business for over 14-years



Company solely focused on cellular based machine to machine and IOT solutions.



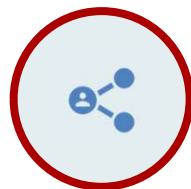
Elite reseller with industry leading OEM's for 4G/5G cellular routers, high gain antennas, and repeaters & boosters.



OCC "One Call Close" Position the right equipment for optimal success. Then find the "Twin".



Consultative sales/solutions approach to increase close rate



Work closely with VZW Account Team & SA's to take the heavy lifting off your plate.



Work with a PARTNER, not just a vendor.

Why should AWDS be your Partner of choice?

Expand Sales Efforts

- Lead share with our team – Double the effort.
 - Account Map together.
 - Provide collateral & Promo's
- Consultive approach – One Call Close
- We kit you keep selling.
- Stocking Resellers – Same Day/Next Day
- Need us to stock something specific? We can!
- Updates on new products, pricing incentives, and discontinued products for upgrade potential.
- Inventory Reports
- Free shipping on Cradlepoint & Parsec orders over \$1,000

In House Support

- Free's you and your SA's up
- Pre & Post Sale Support – We do the “Heavy Lifting”
- Facilitate activation process - Cold SIM's in house
- Provision & Configure - “Plug-n-play” solution.
- “White Glove” service.
- Installation for both fixed and mobile applications.
- Direct contact with OEM's

Lead Routing Process:

- GetWireless as VAD in PRM
- AWDS in comments section

Teamwork Makes The Dream Work

Let's find and close more business together!

Vertical/Application Prospects To Target

Just some of the applications and verticals that AWDS has experience in setting up connectivity solutions for. **Challenge us!**

Smart Home & Smart Building/City	Branch Primary/Failover	Remote Connectivity	Digital Signage	Generator Manufactures	Financial Services
SOHO/ Remote Learning	M2M/IoT	Day 1 Connectivity	Drones	DAS Providers	Ride Share
Media Broadcasting/ Streaming	Security/ Surveillance	Construction Site	Maritime Connectivity	School Bus Wi-Fi	Work From Home
Public Safety	Hospitality	Warehouse Automation	Food Trucks	Artificial Intelligence	Restaurants
Kiosk/ATM/ POS	Retail / Multi-Unit Franchise	Public Transit	Smart Lockers	Healthcare	5G Solutions

What makes Peplink different from the rest?

Peplink SpeedFusion Technology



Hot Failover

In the event of a WAN disconnection, Hot Failover will transfer your traffic to another connection while maintaining session persistence. This seamless transition means that you won't experience interruptions in your activities.



WAN Smoothing

WAN Smoothing utilizes intelligent algorithms to fill in connectivity gaps, trading bandwidth for greater connection resiliency. WAN Smoothing minimizes latency and reduces the impact of packet loss. For instance, when live broadcasts are jittery due to packet loss, WAN Smoothing sends redundant packets through multiple network channels simultaneously, instantly filling in the gaps in data and eliminating the effects of packet loss.

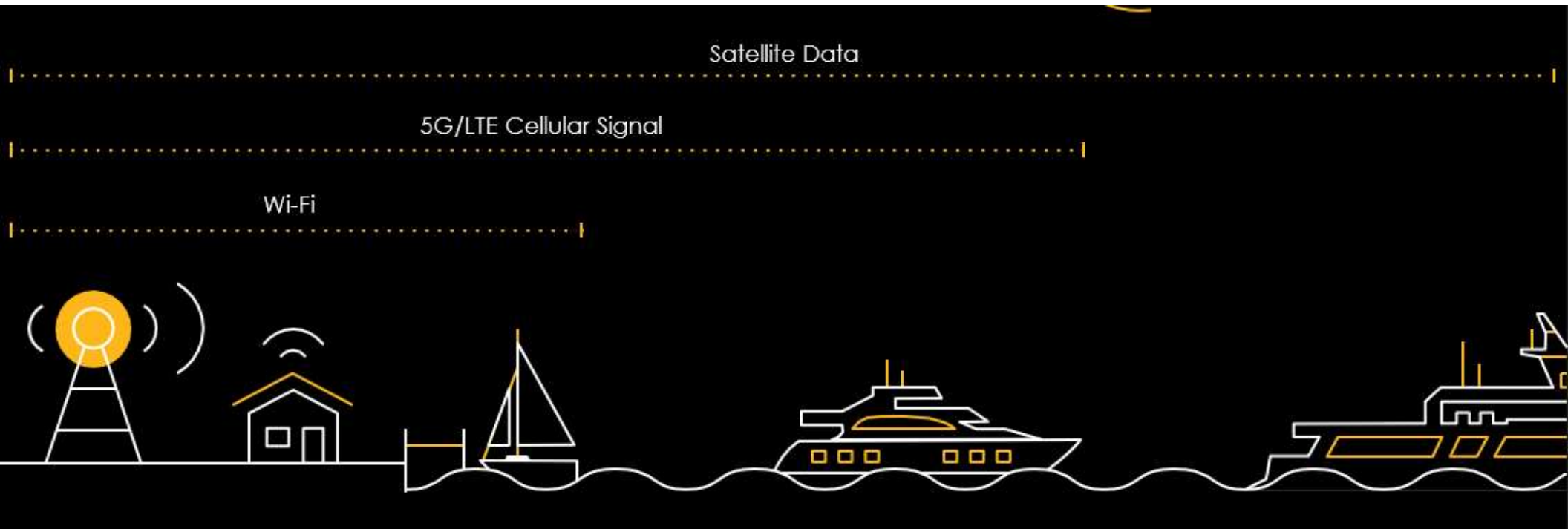


Bandwidth Bonding

Bandwidth Bonding combines data at the packet level, enabling you to combine the speed of multiple connections. This is useful for situations where bandwidth is scarce, such as remote site, or in a moving vehicle. This technology also enables branch offices to connect to the head office at greater connection speeds.



We Make Maritime Connectivity Reliable



**Peplink combines multiple LTE,
Wi-Fi and VSAT for reliable and
fast onboard connectivity.**



Challenges in Maritime Connectivity



[VIEW](#)



Fluctuating Network Availability

Network availability and speed of links vary based on the vessel's location. Peplink combines any connection to ensure connectivity is always available.



Bandwidth Need for Shipboard Resources

Incumbent satellite solutions can no longer accommodate the rising bandwidth requirements for streaming IPTV, email, access to company servers and external cloud and CCTV footages.



Connection Cost Control

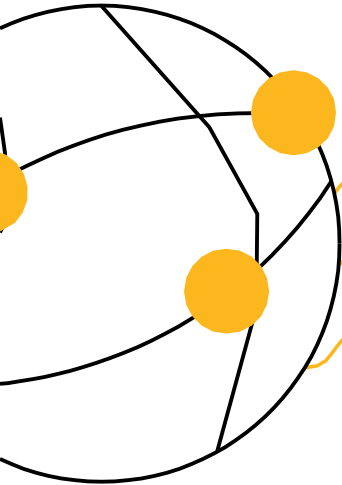
To avoid data costs from spiraling out of control, Peplink can automatically prioritize data usage to lower connection costs, such as port WiFi over LTE, or local LTE over satellite.



Peplink's **Maritime** Connectivity Solution

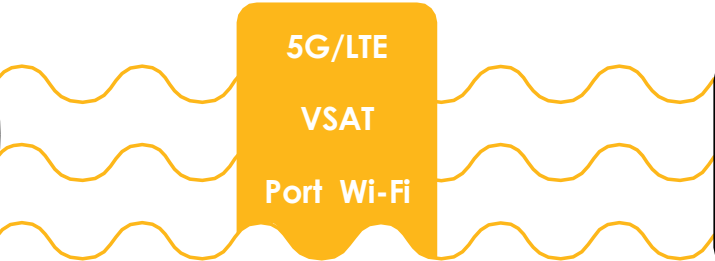


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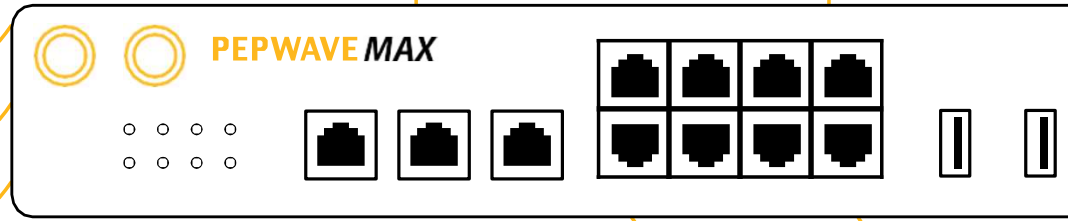


Internet

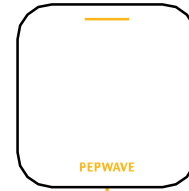
5G/LTE
VSAT
Port Wi-Fi



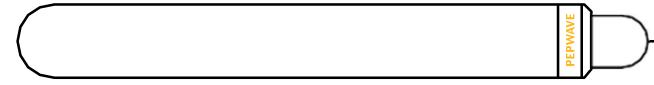
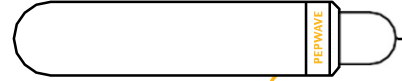
HD4 MBX 5G



Access Points



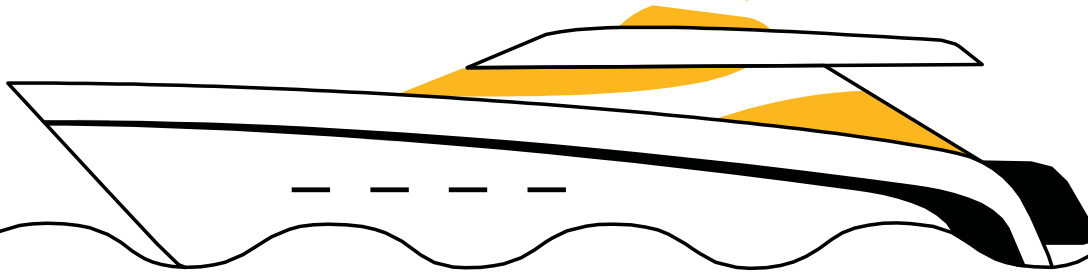
Maritime Antenna



SIM Injector



SD-Switch





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X Series

HD4 MBX 5G

| 5G Quad Cellular Powerhouse



 4x 5G modems

 Bandwidth Bonding

 Wi-Fi 5

MBX can receive LTE signals offshore (with a good antenna setup) to minimize satellite bandwidth costs. Supports Wi-Fi as WAN near pier facilities.





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SIM Injector

| More SIM, More Range



Add up to 8 SIM cards. Mount the HD Dome / MBX on the mast and manage SIMs from below decks.

 Support up to 8 SIM cards





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SD-Switch Series

SD-Switch 16 Port Rugged

| Simplified LAN Management



PoE+ Output



High Capacity Uplinks



Out-Of-Band Management

Network switch fully manageable with InControl 2 cloud management. Multiple PoE+ output reduces cable needs.





Maritime 40G



Maritime 20G




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Maritime Antenna

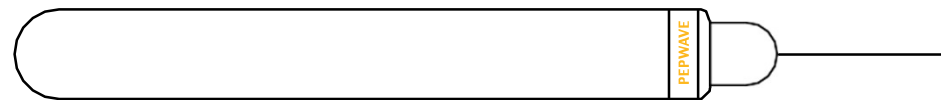
| High-Gain Antennas Ready to Set Sail With 5G Connectivity

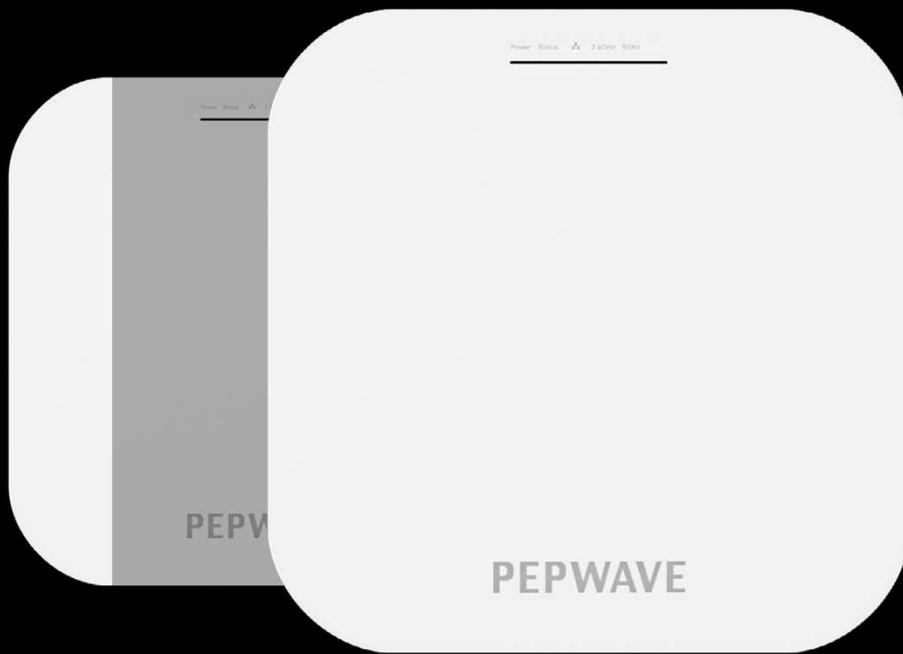
 5G Ready

 IP68 Rated and UV proof

 7dBi High Gain

 GPS Support





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AP One Series

AP One AX

| Better Coverage and Speed with Wi-Fi 6



Wi-Fi 6



AP Controller Support

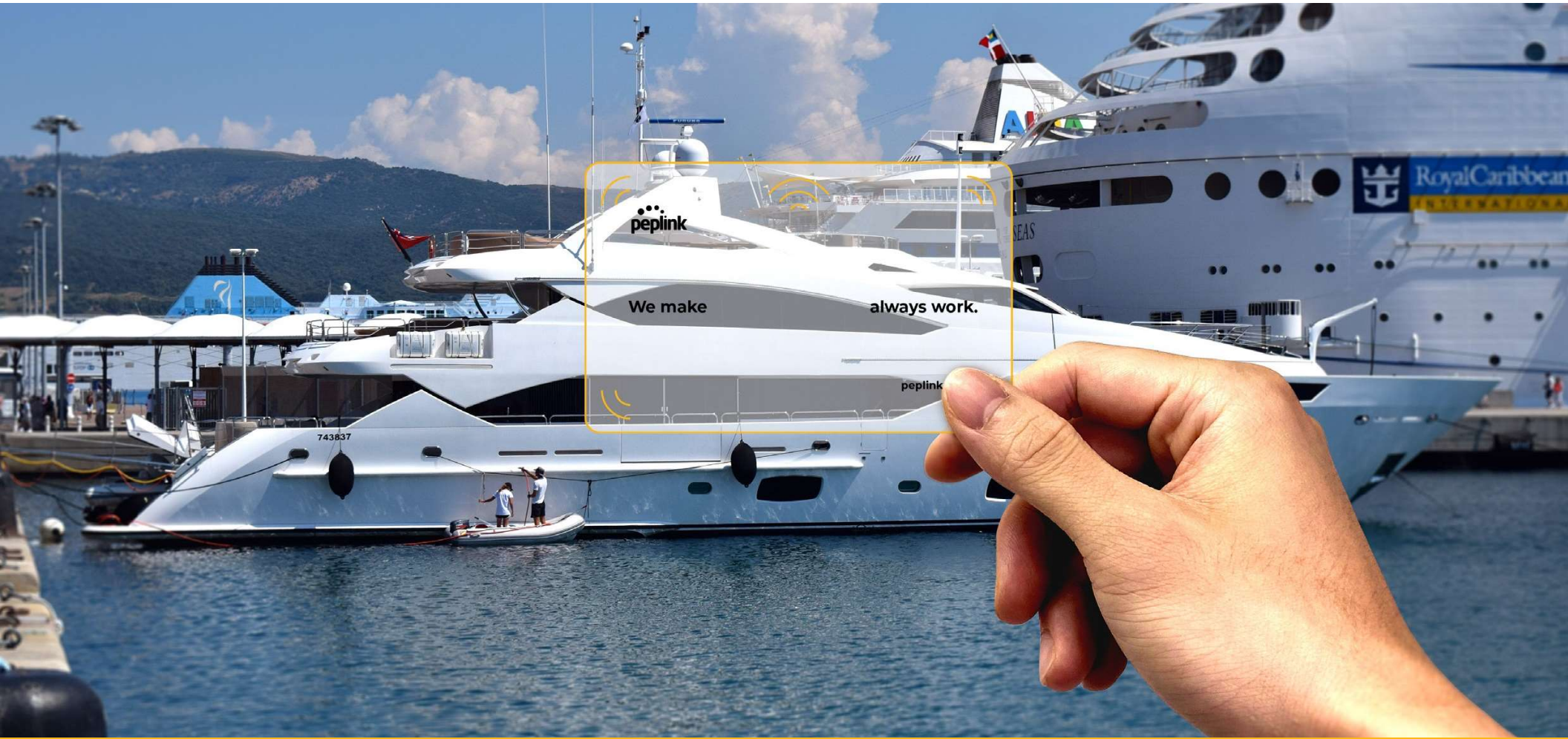


InControl 2 Support

Access point extends Wi-Fi signal to cover the whole vessel. Fully manageable with InControl 2 cloud management.



Successful Stories for Yachting Connectivity



Solution
BR1 Pro 5G

50m Motor Yacht

Seeking a solution that can manage both 5G and satellite connectivity while integrating the onboard communication and entertainment systems, including Sonos and Apple TV.



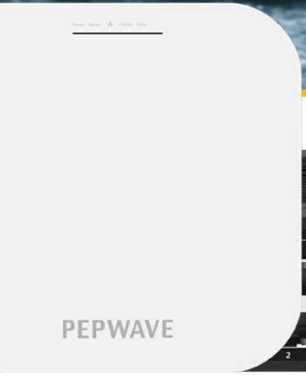
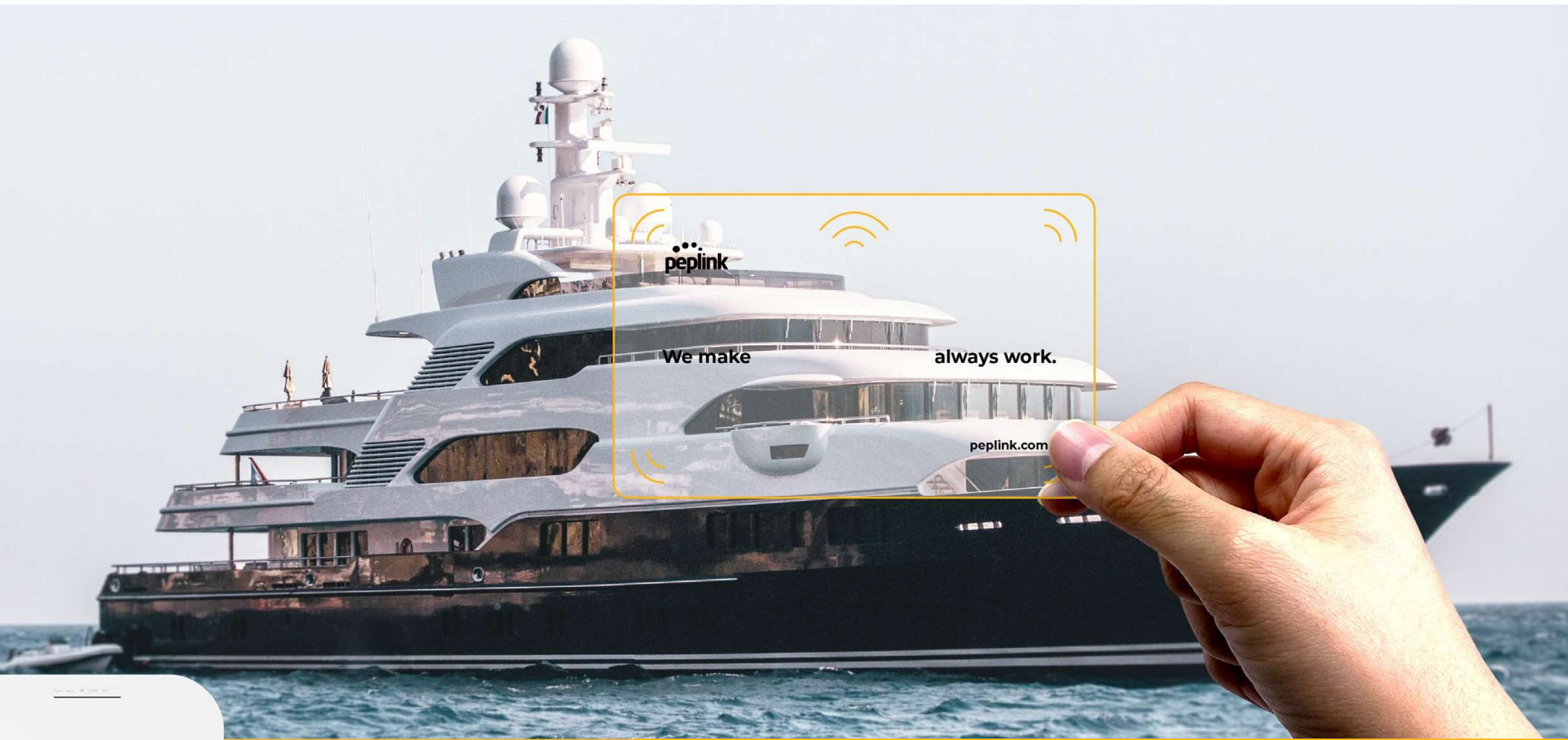


Solution
MAX HD2 MBX 5G
+
Mobility 42G

60m Motor Yacht

Standing by to upgrade its onboard connectivity to 5G while maintaining reliable LTE connections with upgradeable devices.





PEPWAVE

Solution
AP One AX
+
MAX HD4 MBX 5G

90m Motor Yacht

Scaling up the bandwidth and providing reliable onboard connectivity for up to a dozen guests and around 30 crew members.





90m Motor Yacht

Enabling the usage of four LTE and one VSAT links while implementing load balancing for browsing, checking e-mails, and other online entertainment activities.

Solution

SDX Pro

+

HD Dome

