

A teal rectangular box containing the words "CASE STUDY" in white, uppercase, sans-serif font, located at the bottom left of the truck image.

ThingTech Partners with KORE to Streamline IoT Offerings

Background

Whether it's GPS tracking and geofencing for insight into how and where construction equipment moves or telematics for fleet management to support Electronic Logging Device compliance, ThingTech is an innovative IoT provider. Through streamlined technology solutions, this IoT company offers crucial, real-time visibility of machinery, fleets, and assets through location-based services and telematics.

The Challenge

Two of the most important pillars of ThingTech's solutions are hardware and connectivity. At the beginning of the pandemic, supply chain disruption was common. ThingTech, wanting to continue providing high-level service to its customer base, approached KORE for help in managing this tricky, unforeseen complication.

Additionally, ThingTech wanted to streamline its connectivity to enhance operational efficiency. For the most reliable IoT solution, ThingTech needed comprehensive connectivity. This resulted in



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managing connectivity through three different carriers. While very common in IoT, managing multiple carriers means the added work of managing separate contracts, billing, and support systems.

Finally, ThingTech needed a single connectivity platform to manage billing and usage for its customers, no matter where devices were deployed or how they moved.

The Solution

As an IoT hardware and devices provider, with proven, trusted partnerships, KORE was able to source hardware from overseas for less cost and with a faster lead time. As a managed services provider, KORE was also able to provide staging and kitting services so that the logistics of certifying and verifying devices were handled

under one roof to get the devices to market faster with out-of-the-box capability. This partnership allowed ThingTech to continue to provide hardware and devices that power its full-scale IoT solution to customers with no disruption.

KORE was also able to provide ThingTech with connectivity solutions to bring all three carriers under one billing system and one contract. This lessens the burden of managing multiple carrier contracts, as well as billing and support systems.

For connectivity management, KORE provided a single connectivity management platform, which allows users to manage network connectivity to prevent data overages and unnecessary costs, as well as diagnose connectivity issues in real time.

The Result

Through the trusted hardware and device partnerships of KORE, ThingTech is now able to seamlessly receive devices at a lower cost, while utilizing KORE Managed Services to handle the forward and reverse logistics of a device's lifecycle. ThingTech is also now able to provide out-of-the-box options for its customers. Altogether, these benefits allow the business to focus more on providing leading edge technology solutions for its customers.

By using a single, powerful connectivity management platform through KORE, ThingTech can more easily manage data and billing for its customers, without the hassle of dealing with carriers separately. The ease of use, visibility, and flexibility that the platform affords ThingTech is passed down to its customer base.

ThingTech CEO Jim Lester said the connectivity management platform has already proven its ROI.

"The platform does a good job of pulling everything together so we can manage all of our devices in one place," Lester said. "Doing it before was a hodge-podge network of partners."

Leveraging KORE as an IoT solutions enabler, ThingTech has been able to go through one, single provider to source hardware, connectivity management, and managed services. While ThingTech has been highly successful providing sleek solutions for its customers, the team at ThingTech now has less of a lift in doing so by choosing KORE as a partner.

About KORE

KORE is a pioneer, leader, and trusted advisor delivering transformative business performance. KORE empowers organizations of all sizes to improve operational and business results by simplifying the complexity of IoT. KORE has a deep IoT knowledge and experience, global reach, purpose-built solutions, and deployment agility to accelerate and materially impact customers' business outcomes.

**For more information,
visit www.korewireless.com**

About ThingTech

ThingTech is an IoT innovator specializing in telematics and asset management solutions to deliver real-time data integration into mission-critical processes. With its solutions and platforms, ThingTech helps hundreds of companies not only save more, but earn more. ThingTech is located in Atlanta and was named a Top 10 Innovative Technology Company in Georgia.

**For more information,
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