# SECURE REMOTE WORKER

## T-Mobile 5G Business Internet with Akamai SIA Mobile

### IDEAL CUSTOMER:

- Any business that has remote employees that connect via VPN.
- This solution can work for small remote work forces to large enterprise with 10,000+ remote workers.

### IDEAL CUSTOMER SITUATION:

- Companies have adopted both Hybrid as well as permanent Remote Workers in today's business environment.
- Key things that companies need to solve and account for when utilizing a Remote or Hybrid work force include: High Speed Internet Access, VPN Connectivity, Data Security and Data Management.
- Our bundled solution provides 5G Routers ideal for Remote Work Environments, 5G Business Internet provided by T-Mobile for Business, and Private APN solutions.

### ELEVATOR PITCH

- Hybrid or Remote Work has become a part of many businesses, but what we see now is companies wanting to ensure their remote employees have dedicated high speed internet as well as ensuring that those remote workers are spending time on work functions, utilizing a secure VPN, and filtering out non-work related data usage (streaming, social media, online shopping), as well as blocking traffic that brings security risk.
- We have a solution that can provide affordable dedicated high speed Internet, while also blocking out any non-work related data usage/traffic which increases security, reduces non-work data usage, and ensures maximum productivity.

### Buyer Pain Points:

- Ensuring Remote/Hybrid Workers have a dedicated high speed internet connection.
- Wanting to make sure that remote workers are utilizing their work laptops, phones, tablets for work purposes and not using most of the cellular data for Social Media, Online Shopping, Streaming Video and other related traffic.
- Difficulty for companies to monitor and manage how their remote/hybrid workers are spending their time and data usage.

### Why Choose our T-Mobile Bundle?

- Quick and easy deployment of 5G Routers paired with a T-Mobile 5G Business Internet data plan.
- By adding in Akamai SIA Mobile, we are able to block out non-essential data usage such as Social Media, Online Shopping, Streaming Video and related traffic, while ensuring dedicated 5G Cellular for work specific applications and VPN traffic.

### Bundle Offers

- 5G Router provided by Converge IoT + Akamai SIA Mobile billed by Converge IoT
- This solution also requires an MDM license just to lock the APN. If the customer does not have an MDM, Converge IoT can supply one based on the device/solution.

### Qualifying Questions:

- Do you have any Hybrid or Remote employees today?
- How many employees connect via VPN remotely?
- How are you currently monitoring and managing their data usage?
- Are you providing them a dedicated Business Internet connection?
- Would you be interested in ensuring that all of your remote/hybrid workers are able to connect securely with a company provided 5G Internet connection?
- Would you also like access to a dash board that will show you in real time how your remote/hybrid workers are spending their time on the internet.
- Are you concerned that employees may be accessing compromised websites, social media sites, streaming services and online videos that open up security risk for the company?
- How do you account for these risks and concerns today?

### Decision Makers/Influencers/Champions/Users

- Executives/Managers/IT Administrators are most often involved in these decisions.
- HR Professionals also have interest to ensure that workers are abiding by set company policies for remote/hybrid work.

### Key Solution Features for Companies with Remote/Hybrid Work Force

- 5G Fixed Wireless router ideal for Work from Home environments.
- 5G Business Internet plans from T-Mobile for Business
- Private APN Solutions to solve for data security and data management policies.
- Access to a dashboard to see how data is being consumed/utilized, while also showing what data traffic is blocked after setting policies and private APN.

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**T-MOBILE FOR BUSINESS** PLATINUM PRIMARY AGENT

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**Akamai**