

PRIVATE APN SOLUTIONS FOR THE OIL & GAS SECTOR

(Remote Monitoring, Fixed Wireless, Mobile Devices, IoT Solutions)

T-Mobile 5G Business Internet with Akamai Private APN

IDEAL CUSTOMER:

- Large companies involved in exploration, production, refining and marketing of petroleum products
- Oilfield Service companies
- Refining and Downstream companies
- Pipeline and Midstream companies
- Engineering and Construction Companies
- Oilfield Equipment and Manufacturing Companies

ELEVATOR PITCH

- In the dynamic and safety-focused world of oil and gas operations, connectivity is not just about convenience—it's about efficiency, security, and compliance. By deploying a Private APN across your cellular device connections, we can transform how your operations stay connected and secure.
- A Private APN offers dedicated, encrypted pathways for your critical data transmissions, ensuring that sensitive operational information remains protected from cyber threats and unauthorized access. This level of security not only safeguards your assets and operations but also ensures compliance with stringent industry regulations and data privacy laws.

Buyer Concerns in regards to deploying a Private APN Solution:

- Initial Setup Costs
- Complexity of Network Configuration
- Security Concerns
- Integration with Existing IT Infrastructure
- Scalability and Flexibility
- User Training and Adoption
- Regulatory Compliance

Why Choose our Converge IoT + T-Mobile Bundle?

- A leader in Private APN Solutions since 2012.
- Akamai provides the first patented cloud-based SaaS mobile data bandwidth management and secure private networking solution.
- Experienced team to help organizations customize a Private APN solution to fit their specific business needs and data security policies.
- We provide Integration, configuration, and staging services for all mobile devices.
- Ongoing support and optional Managed Services.

Decision Makers/Influencers/Champions/Users

- CIO, CTO, COO, CSO
- Head of IT Infrastructure
- Operations Managers and Supervisors
- Finance and procurement Executives
- Health, Safety, and Environment Managers
- Asset Managers and Engineers
- Legal and Compliance Officer

Qualifying Questions:

- What is the current state of your network infrastructure across operational sites, including remote drilling rigs, offshore platforms, and onshore facilities?
- How extensive is your cellular coverage in remote and challenging environments where operations are conducted?
- What are the primary operational challenges related to connectivity and data transmission that your company faces in remote and offshore locations?
- How critical is reliable and secure connectivity for real-time monitoring, asset management, and operational efficiency?
- What are your company's data security concerns and compliance requirements, especially regarding sensitive operational data and regulatory standards?
- How do you currently ensure secure access and transmission of critical data over cellular networks?
- How important is real-time monitoring and control of operational assets (e.g., pumps, pipelines, sensors) to your daily operations?
- How do you currently manage and optimize network performance across various operational sites and mobile devices?
- What measures are in place to prioritize data traffic, manage bandwidth, and mitigate network congestion in remote and challenging environments?

Bundle Offers

- We can integrate Akamai private APN to all mobile devices (Smartphones, Tablets, 4G/5G Routers, Mobile Hotspots, Connected Laptops and the like) sold directly by T-Mobile or sourced from Converge IoT.

Why is Private APN essential for Mobile Devices:

Companies deploying cellular solutions for the Oil and Gas segment often require a Private APN for several critical reasons related to security, reliability and operational efficiency.

- Security of Data and Operations
- Control over Network Traffic
- Reliable Connectivity and Performance
- Compliance and Regulatory Requirements
- Operational Efficiency and Cost Management
- Remote Site Management and Monitoring



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