



## CASE STUDY

### DETECTRONIC DELIVERS RELIABLE DATA VIA CELLULAR CONNECTIONS FROM SEWERS TO THE CUSTOMER

#### DETECTRONIC'S GOAL: TO REDUCE FLOODING AND PREVENT WATER POLLUTION

Detectronic has created and delivers intelligent network monitoring for the British and European water industry to help maintain a clean, pollution, and flood-free environment. Many of its customers have the mammoth task of maintaining the sewers that stretch across their countries and ensuring that these complex networks of sewers remain free-flowing. The wastewater assets these clients manage are under constant stress from development and climate change so their preservation and protection is vital to water organisations. Detectronic's remote monitoring devices provide insightful data and permit analysis and reporting that help to prevent pollution caused by network failure and predict flooding – reducing the risk of catastrophic failures.

With devices such as the MSFM Sewer Flow Monitor and the Ultrasonic Level Sensor, Detectronic offers highly accurate, real-time monitoring of raw sewage, industrial effluents, and storm overflow. Data is constantly being transmitted to Detectronic's dedicated operations centre, which delivers continuous data-screening and analysis for its clients. All of these operations depend upon a reliable cellular network with SIMs capable of working over many years and sometimes in remote areas.

#### THE PROBLEM: UNRELIABLE CELLULAR COVERAGE FOR ROAMING DEVICES AND INCONSISTENT UPGRADES

When working in partnership with UK and international water companies, Detectronic must rely on a secure and reliable network to provide clients with robust measurement and data delivery. Detectronic's insightful data analysis can reduce flooding, prevent pollution, and improve river and bathing water, but not without a trustworthy network and SIMs to transfer the data.

For this critical information, Detectronic could no longer depend on connectivity providers that didn't offer competitive and comprehensive roaming services that covered all of Detectronic's clients throughout the UK and Europe. In addition, when Detectronic's equipment is installed, it's guaranteed to be in service for at least five years, based on standard water industry contracts, so longevity is key. Network carriers must be able to provide consistent service on the latest cellular standards that will function years down the road.

“Without hesitation, I can say that we chose Aeris because of their high level of customer support and our confidence in the versatility and reliability of their SIMs.”

- Steve Woods,  
Managing Director,  
Detectronic



## THE SOLUTION: A CARRIER-AGNOSTIC IOT PARTNER WITH ROBUST ROAMING CONNECTIVITY

Detectronic selected Aeris for genuine, free-roaming SIMs that offer updated connectivity to suit long-term installations. In addition to Aeris' own cellular networks, Aeris has agreements with hundreds of carriers worldwide so Detectronic's devices will always have the strongest signal, no matter their location or movement. This means that data can get back to the Detectronic data centre as quickly and accurately as possible.

## THE RESULTS: MORE RELIABLE CONNECTIVITY IN REMOTE AREAS FOR DETECTRONIC AND REDUCED NEED FOR COSTLY IN-FIELD SUPPORT

Aeris was able to improve roaming connectivity and, as a result, increase reliability of the signals pouring in from remote sensors to Detectronic's operations centre. This gave Detectronic greater confidence in the performance of their SIMs that can be passed on to their clients.

More reliable SIMs out in the field also decreases the chance that Detectronic has to send technicians out to troubleshoot problems. This eliminates costly, time-consuming, 600-mile roundtrip visits to service distant devices.

## ABOUT DETECTRONIC

Detectronic Limited specialises in the design, manufacture, marketing and maintenance of ultrasonic velocity-area flow meters. Its MSFM Flow Measurement System, offering built-in GPRS data communication as standard throughout the range, has been independently assessed by Sira Test and Certification Ltd and certified to both ATEX and IECEx international safety standards for use in zones 0, 1 and 2 hazardous operating environments.

Since the mid-1970s, Detectronic's design team has continued to develop cutting-edge technology products, and services, working with organizations across a variety of sectors, from the marine leisure industry to utilities suppliers and leading waste-water flow survey specialists.

Detectronic's three founders, Gerry Burby, Steve Woods, and Dave Walker, have accumulated over 80 years of industry experience meeting the flow measurement needs of international water industries, flow survey companies, and consulting engineers.

## ABOUT AERIS

Aeris Communications, Inc. (Aeris) is a pioneer and leader in the machine-to-machine (M2M) market, an integral part of the Internet of Things, (IoT). We are both a technology provider and a cellular network operator delivering comprehensive IoT / M2M services to leading brands around the world. In other words, we put the "Internet" in the Internet of Things.

The IoT and M2M industry brings together people, process, data, and machines to make networked connections more relevant and valuable than ever before. Aeris is at the forefront of this industry, which is expected to grow to \$19 trillion over the next 10 years, driven by the 50+ billion devices that will be connected. We connect IoT / M2M businesses around the world with nearly four million devices, which record more than eight billion events per day and ranks in the top ten M2M operators globally.

Among our customers are the most demanding users of IoT / M2M global services today, including Hyundai, Acura, Rand McNally, Leica, and Sprint. Our global headquarters is in Silicon Valley (Santa Clara, California, US). Our European headquarters is near London, UK. For more information about Aeris, go to <http://www.aeris.com> or write to us at [eu\\_info@eris.net](mailto:eu_info@eris.net).



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