

How Granite's Multi-Carrier SIM allowed for carrier agnostic flexibility at over 10,000 Locations.

Challenges

Entering a new growth phase, an EV Charger organization was looking for a solution that could be tested at an international manufacturing facility, and then shipped to a new deployment anywhere in the United States. Our Multi-Carrier SIM card allows for the international testing and guarantee of best connectivity at the final install location domestically or internationally.

Stay Connected: Anywhere, Anytime

As the customer was entering a period of rapid scaling and deployment, they were looking for one consolidated provider who could provide multiple carriers under one contract and platform as well as provide a better cost on Digi hardware that they were incorporating into their charger design.

Business Continuity Risks:

Close coordination with management was critical to minimize operations interruptions; installation team follow varied health, safety, security and environment standards.

Solutions

Granite was able to provide the customer a simplified pay as you go usage strategy leveraging the Multi-Carrier SIM. Additionally, Granite's bid was the lowest cost on both data connectivity and hardware procurement which Granite was able to finance over 36 months. This minimized both the capital and operating costs to the customer allowing them to scale quicker than initially projected.

Granite Project Management Strategic Planning

- Granite developed comprehensive rollout schedules to address priorities and safety regulations, minimize site interruptions and ensure on-time completion.

Granite Multi-Carrier SIM Implementation

- Executed end-to-end deployment, including scheduling, operations coordination, custom equipment, installation, testing, and environmentally-friendly disposition of old equipment.
- Comprehensive documentation detailing WAP and jack locations, addresses, diagrams, and configuration to simplify site maintenance and future upgrades.

Results

Granite Multi-Carrier offering is a unique and differentiated solution that allows customers increased flexibility that comes with not being locked to a specific carrier. This allowed the customer to leverage a single SKU and not need to pre-qual and select a specific carrier for each location.

Customer Profile

Industry

Energy

About

One of the Largest EV Charging Platform Providers