



In  
partnership  
with



Ericsson Enterprise Wireless Solutions | Joint solution brief

# Revolutionizing IoT access with an 'anything, anywhere' approach

Transform your network with the AssetBook enterprise IoT platform and Ericsson's enterprise wireless routers and security services for seamless deployment and management of connected devices.

## Introduction

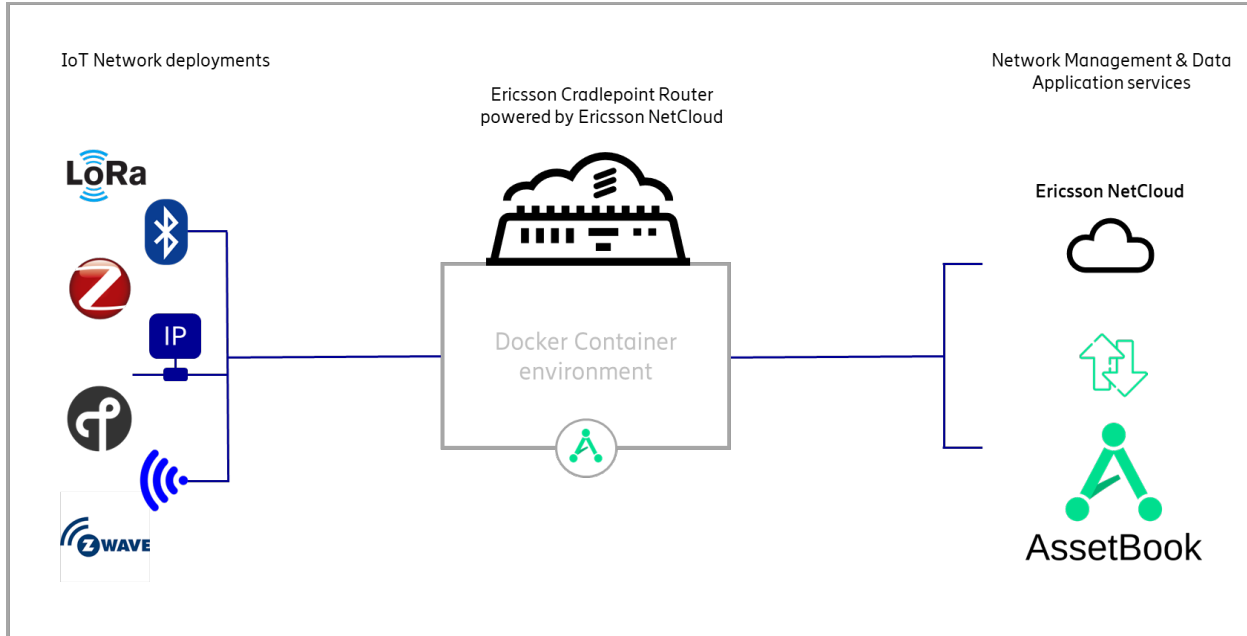
Connecting "things" to the cloud and ensuring the flow of data and insights back and forth intelligently — commonly known as the internet of Things (IoT) — is a key digital transformation enabler. Digital transformation is a blue ocean opportunity for literally everyone, helping improve products, services, manpower and processes. This transformation is inevitable across societies, industries, verticals, and enterprises.

With many organizations investing heavily in the development of IoT solutions, a growing issue is that while each business challenge is potentially solvable using smart technology, the fragmented nature of the market presents various issues. These include complexity to deploy, multitudes of disparate systems, apps, log ins and subscriptions, unique training requirements, potential security risks and the need for external expertise.

Ericsson Enterprise Wireless and AssetBook enable integrated IoT systems management across all major IoT protocols and devices. AssetBook Docker Containers running on Ericsson LTE/5G routers allow IoT assets to be managed anywhere, without custom code and in a single-pane-of-glass view, opening up access to IoT technology for everyone.

Future-proofed digitalization demands a unified IoT system that operates without borders to work anywhere and to do anything. Powerful, secure, and reliable networking by Ericsson Enterprise Wireless enable connectivity while AssetBook brings visualization, monitoring, and control of all devices or endpoints. Leverage advances in wireless technology to choose from over 1.5 million smart devices, across different protocols and manufacturers, and unify them to work as one powerful, cost-effective solution.

The AssetBook and Ericsson solution for commercial IoT deployments, dramatically reduces total cost of ownership, simplifies operation and management, and makes it affordable for organizations of all sizes.



## Joint Solution:

AssetBook's cloud-based IoT end-to-end platform, connected by Ericsson Cradlepoint routers, provides a one stop shop for connectivity, networking, device management and integrations. AssetBook topology opens the world of IoT with access to all major networking protocols with predefined asset management, giving customers access to millions of smart devices across the IoT. AssetBook Docker Containers deployed on Ericsson routers, simplify and secure IoT access, deployment, and management anywhere, for any application.

AssetBook's cloud-based platform offers networking, data and application layers to simplify deployment and management of connected devices and virtual assets. Devices are directly and securely connected to the AssetBook cloud via Ericsson enterprise infrastructure, for cost effective and secure data management and distribution. By integrating non-proprietary devices and protocols, AssetBook leverages Ericsson solutions to directly connect to smart devices, meaning that manufacturers or 3<sup>rd</sup> party cloud services are not required, reducing complexity and cost in IoT deployments.

AssetBook is hardware and network protocol agnostic, meaning all common networking and messaging topologies are supported. This enables end users and deployment partners to choose from almost any manufacturer, with any supported networking or messaging protocol. With a unified approach to the data layer, all these devices reside in an interoperability platform where different devices/protocols can be used in unison for any task, removing the current 'silos' seen in IoT deployments. This topology allows customers to use devices from one vendor to work natively with devices from another.

Ericsson solutions can be deployed to ensure steadfast, day-1 connectivity in a wide range of mission critical applications, while AssetBook platform offers secure and simplified device management and choice — *any device, anywhere, anytime, for any application.*

The modular nature of AssetBook makes it ideal to deploy anything from single application/use cases to full environment management and digitalization, and anything in between. Users can quickly and cost effectively deploy services with the flexibility to grow with their demands, bypassing significant software costs or tie ins to single suppliers and technologies, while reducing reliance on 3<sup>rd</sup> party service providers.

AssetBook and Ericsson Enterprise Wireless offer a securely connected, no-code, single pane of glass view for digitalization, design by the user, for the user.

“Thanks to our partnership between AssetBook and Ericsson Enterprise Wireless solutions, we've transformed customer accessibility to IoT and digitalization solutions. Together, we're dramatically lowering the cost, complexity and deployment timescales of remote monitoring and control for operations teams across many industries. The combination of robust network infrastructure, unified device management, and powerful analytics allows clients to monitor and manage their resources and networked user experiences more efficiently, with an anything-anywhere approach.”

**Dan Suarez, director, AssetBook UK**

## Joint solution value

Together, AssetBook and Ericsson Enterprise Wireless provide an enterprise-scale IoT infrastructure network for real-time commercial operations monitoring and digital transformation. The network can be easily configured to support almost any non-proprietary IoT device, including productized solutions for common IoT implementations such as environmental monitoring, space utilization, asset tracking, asset monitoring, utilities metering, energy sub-metering, lighting (including emergency lighting) fleet tracking, EV charging, security and surveillance.

This offers an instant and cost-effective alternative to proprietary sensor solutions that are typically expensive to install and maintain. AssetBook containers run on Ericsson Cradlepoint routers by taking advantage of NetCloud Container Orchestrator, enabling customers to gain plug-and-play connectivity to any IoT device within the extensive AssetBook library.

- Choose from over 1.5 million devices from 10's of thousands of manufactures to ensure the preferred hardware and the right protocols for the task.
- Unification as standard — Interoperability is assured within the AssetBook framework, ensuring deployments are flexible and scalable.
- AssetBook's No-Code platform means users can own and manage their own system.
- Ericsson 5G wireless WAN with AssetBook productized solutions gives day-1 connectivity and drastically reduced deployment times.
- Reduced reliance on 3<sup>rd</sup> party services or cloud servers brings IoT project cost down dramatically.
- Security by design — Ericsson solutions and AssetBook's private cloud offer unrivalled security for IoT networks.

## Motorway service station use case

Deployment of LoRaWAN devices for a large motorway rest stop operator. The challenge was to reduce the amount of energy being used by the entry door air curtains. These devices ran continuously while the doors were open and in frequent events where the doors had failed, the air curtains were running 24/7 until a repair could be completed. Quick and simple installation of battery operated LoRaWAN sensors over the doors with 5G backhaul for server connectivity allowed for immediate installation of sensors to monitor door performance. After a benchmarking period, the deployment partner was able to identify patterns in usage and make suggestions on air curtain cut off times to accommodate times of high footfall, which delivered substantial general usage savings. Integration into the local BMS was simplified with the use of LoRaWAN relays, which allows logic to be transferred to the BMS in a simple and cost-effective way to ensure the air curtains were switched off as required without costly integration processes. With infrastructure in place for this solution, the client increased the scope of the deployment to include water temperature monitoring for Legionella compliance and connected rat traps in high-risk areas (such as exterior network cabinets).

## Construction site use case

A modular building supplier in the construction industry required a simplified approach to deploy day-1 connected services to sites where no connectivity is present. These services needed to be pre-provision off site and supplied with the modular building. AssetBook was chosen alongside 5G wireless connectivity to supply basic 'plug-and-play' services which included CCTV surveillance cameras, environmental sensors and energy metering. Further value was later added by including connect energy sockets and allowing customers to profile the energy usage linked to time-based operations which not only offer a safety benefit but also prevented energy waste by switching off devices that were being left on outside of working hours. Following successful implementation of the core services, the client requested a trail of connected tags to improve worker safety.



**ERICSSON**

### About Ericsson Enterprise Wireless Solutions

Ericsson's enterprise wireless solutions enable organizations to innovate, operate, and grow anywhere — without constraints. Ericsson NetCloud, Cradlepoint routers, and Enterprise 5G solutions provide the flexibility of public and private 5G, with the zero trust security of simplified SASE.

Learn more at [Ericsson Technology Alliance Partners](#)



**AssetBook**

### About AssetBook IoT

AssetBook is a disruptive leader in IoT enablement, offering the industry's broadest portfolio of integrated products and services for end-to-end IoT solutions. AssetBook delivers secure and integrated IoT solutions for deployment and management of IoT at any scale.

Learn more at [AssetBook](#)