



# **Christian Eriksson**

**CEO** 

**CSL DualCom AB** 





SERVICE ENABLEMENT SERVICES

# ROAMING IN CRITICAL CONNECTIVITY APPLICATIONS

#### **CSL GROUP OVERVIEW**





- ESTABLISHED 1996
- MARKET LEADER IN CRITICAL CONNECTIVITY®
- PATENTED TECHNOLOGY
- MANAGED DUALCOM GEMINI® NETWORK
- WORLDSIM®.

#### CRITICAL CONNECTIVITY®





- ALWAYS THERE
- SPECIFIC SECTORS
- SECURITY
- SAFETY
- HEALTH
- FOCUS ON CUSTOMER SERVICE
- TELL SOMEONE

CRITICAL CONNECTIVITY® REQUIRES ROAMING .

#### THE NUMBERS



# The most trusted brand in alarm signalling



- 250,000 FIXED WIRELESS CONNECTIONS
- 150,000 ROAMING CONNECTIONS
- 900 MILLION DATA CALLS PER MONTH
- 80,000 CUSTOMER CALLS
- 5 COUNTRIES.

#### **ROAMING CHALLENGES**





- NETWORK OPERATOR INTERACTION
- PRODUCT FIRMWARE
- COST RISKS
- WORK BY STRENGTH AND QUALITY.

# DualCom DigiAir®





A Breath of Fresh Air



DigiAir® - the new Digi

 $\label{eq:DualComDigiAir} \hbox{$^{\circ}$ - the next generation wireless Digi} \\ \hbox{The CSL DualCom range is the trusted choice for signalling at any grade}$ 

# DualCom DigiAir®





# DualCom DigiAir®





#### THE ROAMING ADVANTAGE





- REDUCED CUSTOMER CALLS
- INCREASED COVERAGE
- OTHER FAILOVER NETWORKS
- BETTER PRODUCT OPTIMISATION
- ENHANCED CUSTOMER EXPERIENCE .





**THANK YOU** 

DualCom Signalling
Keeping up the perfect balance of quality and cost