



Digital Solutions

Max Stevens
Key Accounts Manager TEC
CSL

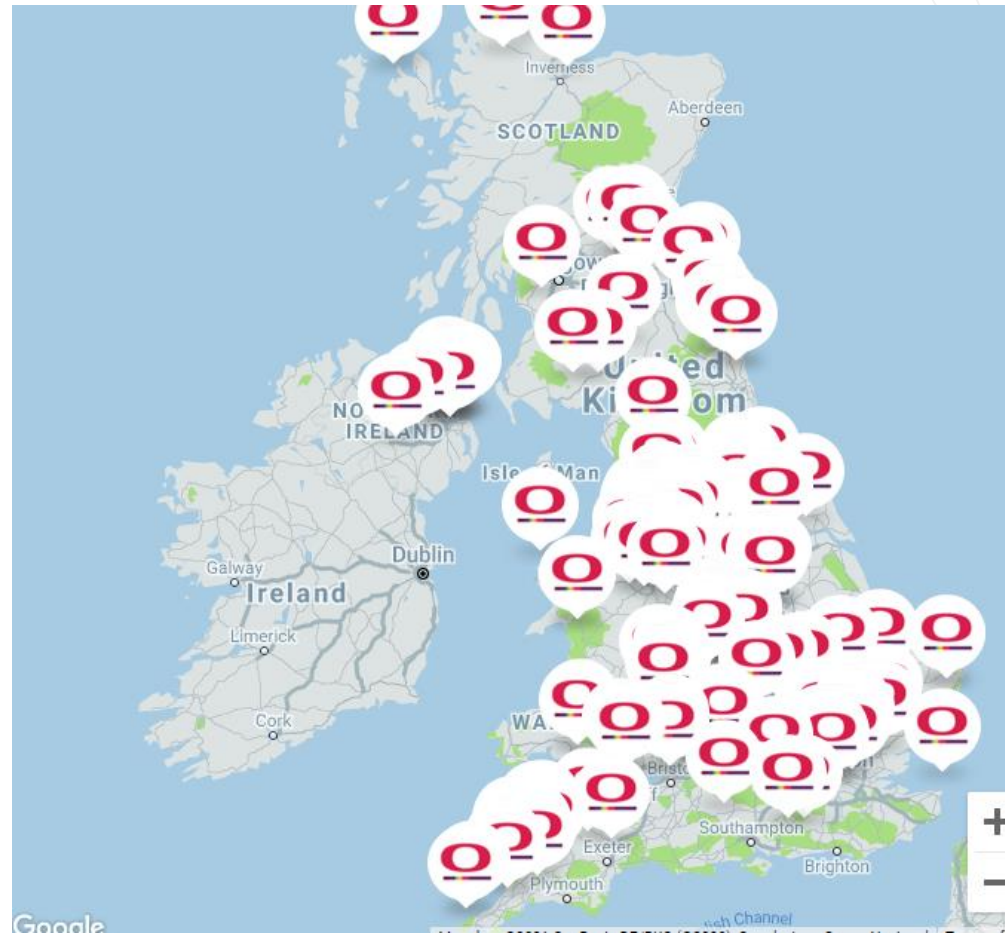
- 25 years Critical Connectivity experience
- Partners of all Major MNOs
- Digital transformation in Fire and Security
- Digital transformation in TECs in Nordics
- 1,000,000+ Digital Connections.

ALL-IP Switch



- 2025 end date not start date
- Analogue protocols increasingly unreliable
- 297 Exchanges stop-sell by April 2022 – 3 million premises
 - No new connections
 - Unable to switch provider without upgrading
- 2 years from stop-sell to stop service

ALL-IP Switch



<https://www.csl-group.com/uk/news/all-ip-news-openreach-announce-priority-exchanges.html>

The Solution is Mobile



- We aren't the first to make this transition
- Heartbeat
- Ownership of problems
- Coverage
- Devices fit for purpose.



The Benefits of Digital



- No longer tied to phone socket
- Centre around the service user
- Digital-ready products
- Lets start to reduce the problem
- Change the way we work.

The Benefits of Digital



- More information
- Prevention is better than cure
- True independence
- Multiple calls from Schemes
- CSL Router back up for Digital Schemes.

CSL Solution – Dispersed Alarms



- Partner with manufacturer
 - No risk of overage, fixed monthly cost
 - Single point of contact
 - Secure traffic to DMP
- Unsteered Roaming M2M SIMs
- Roaming algorithm
 - Strongest network isn't always best
 - Roam before there is an emergency
 - Heartbeat.

CSL Solution – Schemes



- CSL Router
- End-to-end private network
- 4G back up
 - Broadband offline
 - Power cut
- Fixed monthly cost.

- Private APNs
- IPSec VPN
- Keep Monitoring Centre networks secure
- One IPSec for SIMs, Routers, Partner Platforms.



Thank you

Max.Stevens@csl-group.com
07741 260887