CHOICE IoT
SIMPLIFYING IoT CONNECTIVITY

CASE STUDY - Utilities

SUMMARY

True Submeter needed a connectivity partner that understood their unique business model and use case.

Choice IoT took the time to ensure the solution would be profitable and allow True Submeter to scale their growth.

Partnering with Choice IoT resulted with better deployments, simplified management with their CAMP™ portal, and customized plans for their use cases.

TRUE SUBMETER

*Choice IoT and their CAMP platform allows us to easily set up and manage all of our active accounts. We can easily add, pause, or remove any accounts on our own whenever we want, which greatly benefits our business operations. It is very easy to use and changes are made extremely fast. **We have been able to expand and offer a greater customer experience to our clients by using Choice IOT.***

Kal McDonough, Vice President
True Submeter

OVERVIEW

True Submeter provides **real-time water usage tracking services** for multi-tenant properties such as apartment buildings, commercial properties and multi-family housing. Having this insight allows owners to accelerate property management efficiency, increase their property values, and simplify water bill recovery.

CHALLENGES

The key to making this solution work is the abilty to provide real-time water usage monitoring. This required constant connectivity, but relying on Wi-Fi was impossible, especially since thier units are in sub-basements or utility rooms. On top of that, their use case required a small but significant amount of monthly data transmission, but most carriers only offered large plans that could fit into True Submeter's economics.

SOLUTION

Choice IoT brings value in understanding, identifying and providing connectivity solutions in the rapidly emerging IoT market. Choice offered competitive price points with no surprises that provided flexibility in giving True Submeter the **efficient data plans** needed to accomplish their profit margins.

With a single pane of glass platform to easily manage their devices. Choice's connectivity and management platform **CAMP™** allowed them to **quickly deploy** new users and effectively **maintain control** of their data costs. CAMP is accessible from any mobile browser and allows partners, the ability to activate SIMs quickly, while **providing visibility** into data usage with detail reports and alerting capabilities, helping streamline operations and improving cost controls.