

# Case Study

## On-Ramp Wireless Offers Utilities the Lowest TCO and Fastest ROI with L-com's Wireless Product Solutions



### Customer Profile

Customer: On-Ramp Wireless  
Location: San Diego, CA  
Industry: Smart Metering

### Challenge

- Offer an end to end wireless networking solution with minimal lead time and competitive pricing

### Solution

- A wide range of off the shelf wireless networking products including antennas, surge protectors, cable adapters and low loss coax assemblies

### Results

- Successful deployment of On-Ramp's Total Reach Network

### Challenge

On-Ramp Wireless has developed the first wireless network designed from the ground up to power wide-area machine-to-machine communication. Other wireless networks including cellular and mesh lack the reach, capacity and scalability of the On-Ramp Total Reach Network. On-Ramp's patented Random Phase Multiple Access™ technology is what enables the unprecedented reach, capacity and scalability of the network.

Operating in un-licensed spectrum, signal processing innovations find weak signals even in high noise environments or over large distances with immunity to high interference. This unmatched performance yields significantly lower infrastructure cost. Simply put On-Ramp offers the best network with the fastest growing ecosystem of partner devices for utility, energy, agriculture, asset tracking and other M2M applications.

On-Ramp needed a partner who could provide a complete wireless networking solution with an end to end product offering that was competitively priced, designed to stand up to rigorous field use and well stocked for quick turn deployments. Additionally, On-Ramp was looking for a vendor with a proven track record of award winning customer service, technical expertise and breadth of product options.

### Solution

L-com was able to meet the needs of On-Ramp's wireless metering solution by offering coaxial adapters, surge protectors, low loss cable assemblies, a range of 2.4 GHz WiFi antennas including Rubber Duck, Omni directional, Patch style and more. L-com's wide ranging selection of wireless products provided the end to end solution On-Ramp was looking for.

### Results

On-Ramp was able to offer its utility service customers cost saving remote, wireless metering services offering efficiencies never seen before with previous metering technology. With unmatched performance coupled with complete deployment flexibility, utilities can rapidly see operational efficiencies with lowest TCO and fastest ROI with the On-Ramp Total Reach network.

