



# Stone Security's Expansion Journey with Webbing

CASE STUDY





# Executive Summary

Stone Security, a leading US security integration company, specializing in enterprise-class physical security products and services, required a connectivity solution for their mobile units with robust bandwidth, global coverage, and the ability to use third-party carrier profiles such as FirstNet. Partnering with Webbing provided Stone Security with a comprehensive connectivity solution worldwide. Webbing's technology enables Stone Security to deliver reliable, cost-effective solutions to their clients, streamline operations, and expand their global footprint while ensuring exceptional support and connectivity reliability.

## Industry:

Security and Investigations

## Implemented Product:

WebbingCTRL eSIMs with WebbingCNCT profiles

## The Business Impact of Webbing

- Guaranteed global coverage with single connectivity provider
- Exceptional connection strength and high data transfer speed
- Lower cost of ownership
- Reduced overall cost of security solution
- Improved flexibility and mobility
- Compliance with local regulations on data transfer and permanent roaming
- Capability to use third-party carrier profiles such as FirstNet



# The Client



Stone Security is a US-based security integration company that offers enterprise class physical security products and services. Founded in 2005 by law-enforcement and IT professionals, the company has been driving the implementation of network-based surveillance, access control and intrusion systems for over 15 years.

Stone Security has completed projects in more than 35 states and 25 countries across a variety of industries, including higher education, K-12, government, cities and municipalities, corporate clients, mining and industrial.



# The Challenge

Stone Security manufactures, installs, and supports mobile security solutions for many customers, some of which have a global footprint and require the same quality installation and support regardless of location. The company offers mobile security units (MSU), portable systems that involve multiple layers of defence mechanisms to protect people and assets from potential threats. MSU includes a wheeled base with a solar panel, a battery and an adjustable mast with high-resolution cameras, floodlights, strobe lights and loudspeakers. Stone Security mobile units are ideal for construction environments, special events, parking lots, and other high-risk security locations, and can be rapidly deployed anywhere in the world.

With Stone Security operations expanding to Latin America and Europe, the company needed a partner that could help them scale their business into new markets, overcome the challenges of sourcing local connectivity providers and complying with regulations on data transfer and permanent roaming in each country. They wanted to streamline their operations and reduce installation overhead costs associated with management of several different carriers' SIMs in the mobile security units.

## The Business Need:

- Scaling business into new markets without sourcing connectivity locally
- Compliance with local regulations on data transfer and permanent roaming
- Reduce installation overhead costs
- Affordable connectivity solution

On the technical side, for their mobile units Stone Security needed a connectivity solution with solid bandwidth without throttling limitations and the ability to run on any cellular tower with any provider around the globe. The solution also had to be reliable and affordable.

For some of the company's federal clients, it was also important to use a third-party carrier profile, such as FirstNet, and have other profiles as a failover option.

## Technical Challenges:

- Solid bandwidth with no throttling
- Ability to run on any cellular tower with any provider
- Rapid deployment anywhere in the world
- Capability to use a third-party carrier profile





# The Solution

To achieve reliable connectivity for their solutions, Stone Security partnered with Webbing. With a secure network spanning 600+ mobile carriers in more than 190 countries and eSIMs that provide great flexibility, Webbing ensures excellent data connectivity for devices worldwide. It's particularly beneficial for applications like body cameras and camera-to-cloud (C2C) services.

Webbing's solution guarantees compliance with all kinds of connectivity regulations and enables roaming on mobile networks all over the world. Webbing's eSIM allows for remote provisioning and a swap between multiple mobile carrier profiles without carrier integration, easily turning it into any operator's SIM. It also ensures failover connectivity with the option to fall back from a failing profile to a different profile without any need to communicate with a remote server.

Webbing's solution met all the connectivity requirements and guaranteed perfect uptime, high data transfer speed speeds, and consistent support, which all helps Stone Security provide best in class service to their clients. The Webbing portal allows real time view of each SIM the company has, managing them in a simple manner, setting up alerting and caps for data usage so that Stone Security clients can pay only for the data they use.



## Webbing's Solution:

- Global data connectivity for mobile security units
- Capability to use multiple carrier profiles
- eSIMs fully aligned with GSMA SGP.32 IoT eSIM Standard to ensure flexibility and control
- Automatic swap from a failing profile to a backup profile
- Management portal to control each SIM and data usage
- 24/7 support

“ The Webbing team has been a great partner to work with. Their team has collaborated well to problem-solve the cellular connectivity challenges together with us, and we feel extremely confident in our solution! ”

~ Robert Oldham, VP of Sales

# The Result

Webbing's solution delivered reliability and exceptional connection strength and speed that helped Stone Security to lower the total cost of ownership to their clients and the overall cost of the solution. Mobile security unit's redundant cellular smart modem finds and connects to the nearest tower, so it does not throttle a data plan; instead, it has a fixed cost and alerts to overages. Stable connectivity also allows for real-time health monitoring of all devices to ensure the entire system is constantly operational.

The partnership with Webbing is instrumental in growing Stone Security business in new markets, helping the company to avoid the hassle of contracting with multiple local connectivity providers and overcome the hurdles of compliance with connectivity regulations and extra overhead costs.

## Webbing Delivered:

- Reliable connectivity regardless of MSU location
- Guaranteed global coverage with single connectivity provider
- Full compliance with local connectivity regulations
- Perfect uptime
- Exceptional connection strength and high data transfer speed
- Lower cost of ownership
- Reduced overall cost of security solution





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# Why Webbing

“ It is nice to know that no matter where our mobile security units are deployed, we can connect to a reliable cellular network. We know we are providing an excellent solution to our clients; and we have full confidence in our ability to provide continued best in class support no matter where our MSU's go in the world. ”

~ Aaron Simpson, CTO



# WebbingCNCT Solution

A global data connectivity solution that delivers the reach of a global carrier with the quality of a local one with a single carrier that has flexible offerings, low latency, and sustainability at competitive rates.

## Advantages:

- Access to 600+ wireless carriers
- Coverage in 190+ countries
- High performance and low latency
- Network Redundance & Automatic Failover
- Management Portal
- Compliance with global connectivity regulations
- 24/7 Global Network Operation Center



# WebbingCTRL Solution

An innovative eSIM with a management portal, that can easily and remotely be configured as any wireless carrier's profile, thus eliminating network provider lock-in and providing remote provisioning platform control.

## Advantages:

- Fully aligned with the new GSMA IoT remote provisioning standard (SGP.32)
- Available as physical SIM cards or MFF2 chip
- Allow to use multiple mobile carrier profiles
- Changing carriers with zero integration
- Failproof connectivity
- Centralized management of SIM lifecycle and profile inventory





# ABOUT WEBBING

Webbing is a global data mobile virtual network operator (MVNO) that delivers innovative enterprise grade, global connectivity and IoT services. Our wireless solutions are designed to provide reliable, secure and continuous internet connection for devices wherever they are located.

Webbing was founded in 2010 and has developed revolutionary SIM technology fully aligned with the GSMA SGP.32 IoT eSIM Standard, powerful management platforms and a robust global network that revolutionize your data making it relevant and actionable. Our leading-edge solutions deliver a streamlined, centralized, and scalable means of deploying, controlling, monitoring and optimizing data usage for organizations' global fleet of devices.

[www.webbingolutions.com](http://www.webbingolutions.com)