



### Getting the most out of your BR1 Mini APAC / AU / AF / EU region on 2019-05-17



- 1. Who we are
- 2. MAX Mobile Family
- 3. BR1 Mini Features

- 4. Use cases
- 5. FusionHub (Virtual appliance)
- 6. Q&A

# Who We Are

### **Company History**

- Founded in 2006
- Over 70+ granted patents regarding our SpeedFusion SD-WAN technology
- Comprehensive Wired and Wireless SD-WAN for any deployment



### **Strong Global Brand**

- Over 500+ Partners/Resellers in roughly 70 countries
- Driven by Passionate Industry Evangelists



### Efficient, Agile Team

- 150+ person team
- 100+ dedicated R&D Engineers
- Rapid, open feedback loop
- Lean, efficient workflows

### **Direct Communication**

- Forum.peplink.com
- Have direct communication with partners and end-users
- Dynamic and passionate team members stand ready

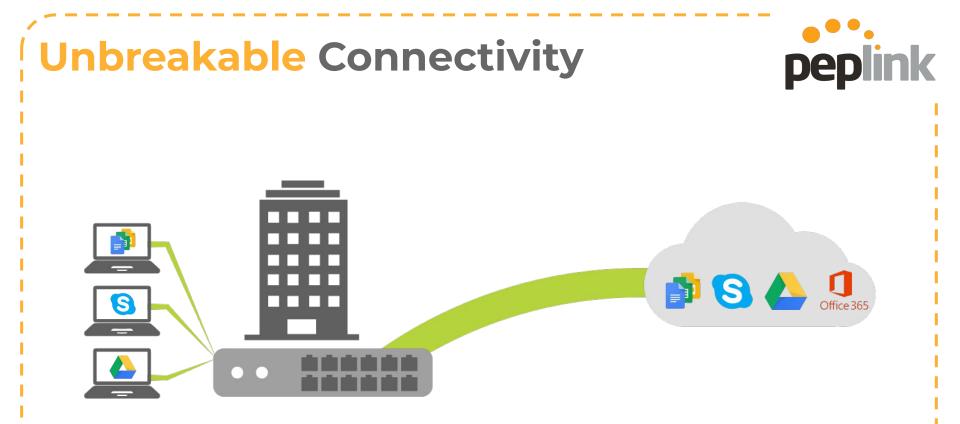
# **Recognized by Gartner**



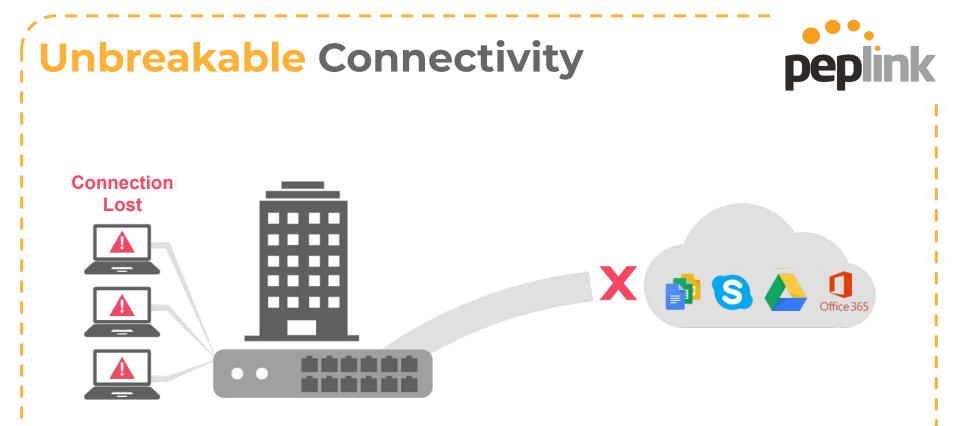
### Gartner

### Magic Quadrant for WAN Edge Infrastructure

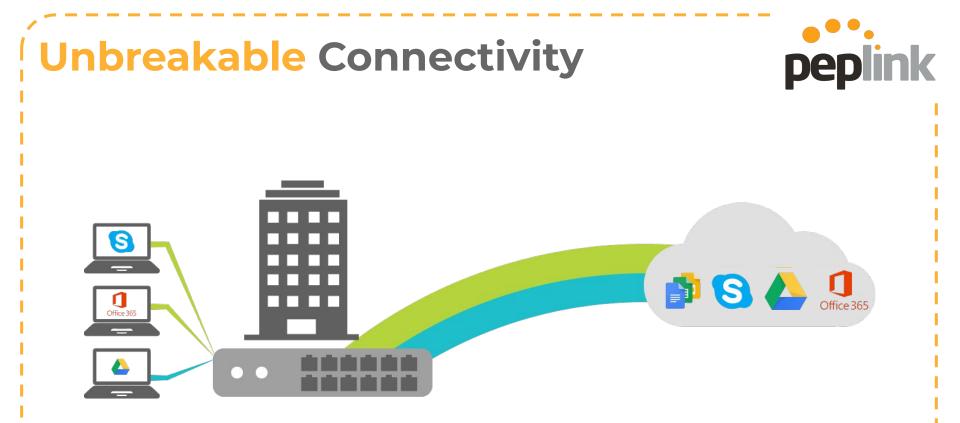
Gartner's MQ report (2018) shines a light on the brightest and most capable companies for WAN Edge solutions, and Peplink's expertise has earned us a spot on this prestigious report.



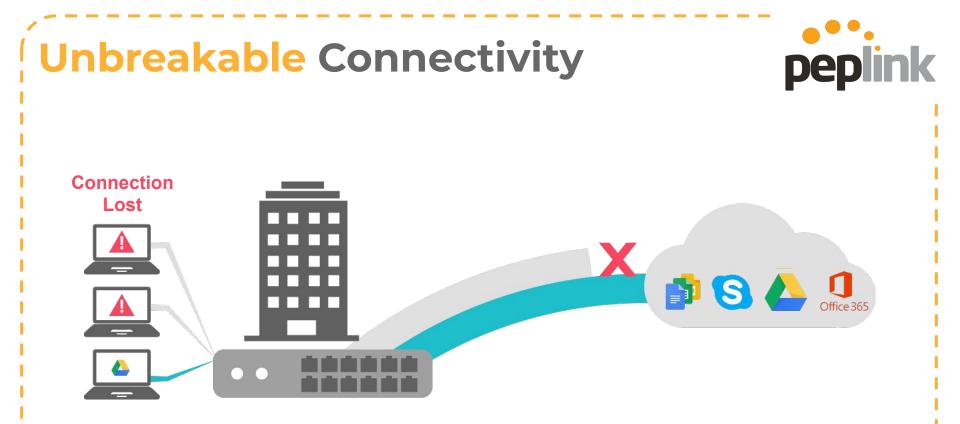
Your cloud apps require constant connectivity.



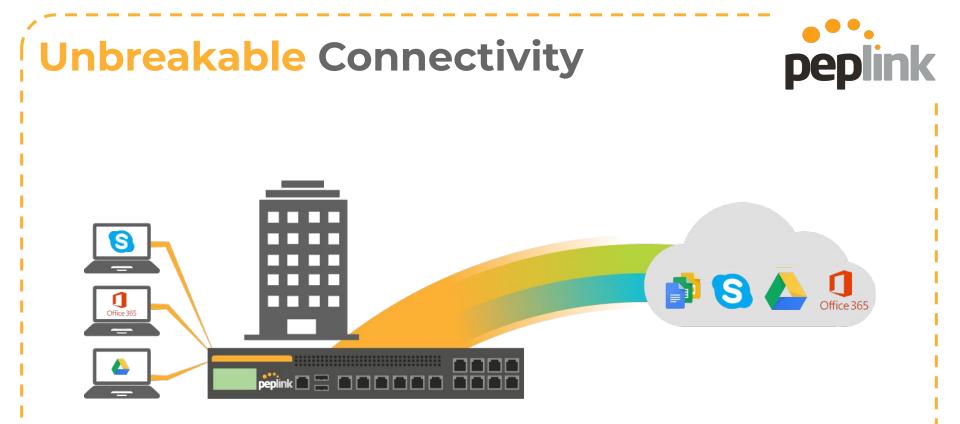
If your connection goes down, your office stops working.



Even if you connect multiple WAN lines...

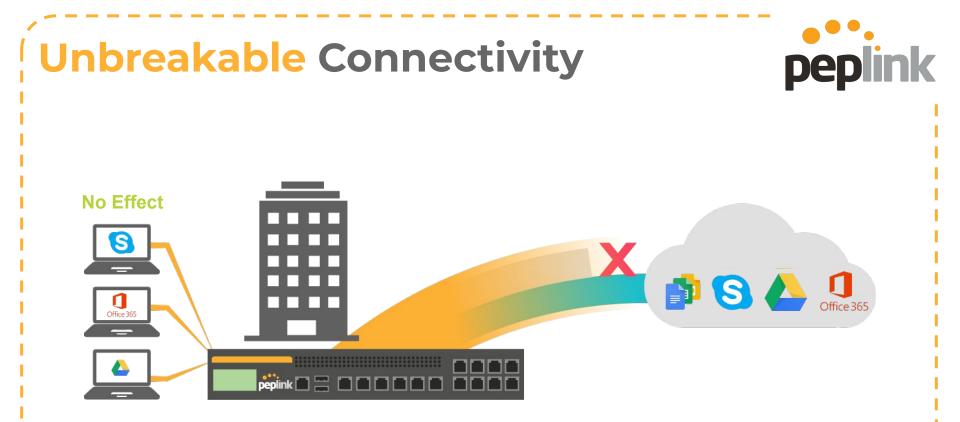


...a lost connection will lead to a broken session.



Enter SpeedFusion SD-WAN.

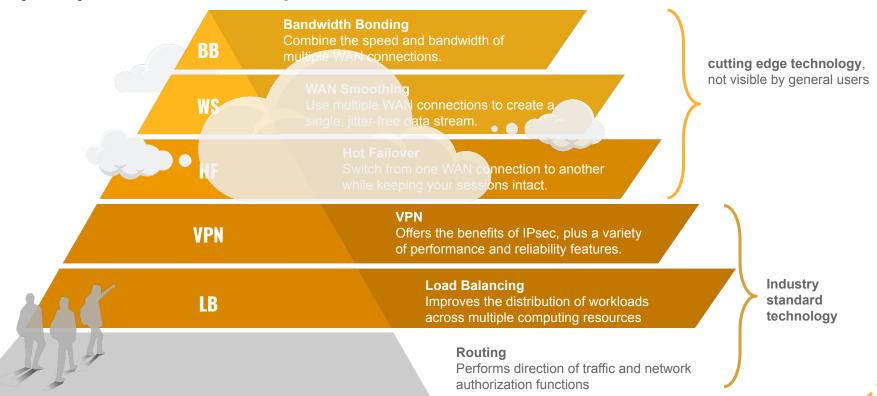
Combine multiple connections into a single VPN tunnel.



Even if a line goes down, your office remains unaffected.

# **SpeedFusion**

#### **Peplink's position in SD-WAN industry**



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### MAX Mobile Family

# **MAX Mobile Family - Overview**

PEPWAVE



### **SIM Failover**

Each Cell Modem has **redundant SIM slots** for data cap protection and to ensure signal coverage.

### **IP67 Enclosure**

Made from **aircraft-grade aluminum** and can withstand extreme weather

### **InControl 2**

Monitor, Manage and Configure Peplink gear from the Cloud with InControl 2

### **SpeedFusion**

**SpeedFusion** benefits for network resiliency, up-time, bandwidth aggregation, etc...

# **MAX Mobile Family - Group**



#### Business Ready/BR Series:

Small form factor and wide power range for easy integration

#### **Transportation Hotspot:**

Makes fast, reliable internet for passengers

### **USB Focus:**

USB WAN for compatibility, Wi-Fi AP built in

### Heavy Duty/HD Series:

Multi cell modem means horsepower for your network

- 1x Cell module with redundant SIM
- LTE-A versions available
  - BR1, BR1 ENT, BR1 Slim, BR1 Mini,
  - BR1 M2M, BR1 Pro, BR1 IP55, BR1 IP67
- Up to 2x LTE-A cell modems available
- Simultaneous Dual Band Wi-Fi AP
  - MAX Transit and MAX Transit Duo
- Up to 4x USB WAN possible
- Over 250+ USB modems supported
  - MAX On-the-Go and MAX 700
- Up to 4x Cell module with redundant SIM
- LTE-A versions available
  - HD2 Mini, HD2, HD4, HD2 IP67, HD4 IP67

# MAX Mobile: BR/Business Ready

<u>BR1</u>	Offers redundant SIM slots with automatic switching, multiple power options, GPS fleet tracking, and remote management, all packed into a durable metal enclosure	1x embedded Cell Modem (LTE-A ver available) Rugged, Shock/Vibration resistant 100Mb Bi-Directional throughput
<u>BR1 Pro</u>	The MAX BR1 Pro comes with 4-port LAN switch and automatic failover, making it an ideal choice for deployments that demand outstanding reliability and flexibility	Built in 4-port LAN Switch 1x embedded Cell Modem (LTE-A ver available) 120Mb Bi-Directional throughput
<u>BR1 Ent</u>	The MAX BR1 ENT delivers blazing speeds with automatic failover to LTE and comes without Wi-Fi, making it an ideal choice for deployments that demand security	No built in Wi-Fi for Security Hardened networks PoE Output capable (with optional PoE kit add-on) 300Mb Bi-Directional throughput
<u>BR1 Mini</u>	Affordable, Industrial Grade LTE router that's perfect for M2M, Digital Signage, Kiosks and more! A small footprint and a variety of power options makes it easy to integrate	Optional add on for M2M/Out of Band Mgmt support Eth and Wi-Fi as WAN as Optional Add-On 100Mb Bi-Directional throughput
BR1 Slim	Offering GPS fleet tracking, terminal block power capability, and full IC2 integration, The BR1 Slim is compact and tough enough for any deployment.	Dual Micro USB power Input 10000mAh power bank = up to 7hrs of use 100Mb Bi-Directional throughput
<u>BR1 M2M</u>	The MAX BR1 M2M is a rugged, compact router specialized for M2M, featuring a 9-pin serial connector for easy and durable M2M connectivity.	Built in 9-pin Serial port for M2M usage Din-Rail Mountable 120Mb Bi-Directional throughput















# MAX Mobile: HD/Heavy Duty





#### MAX Mobile HD2

The MAX HD2 gives you blazing fast connectivity on the road with dual embedded cellular modems and SpeedFusion bandwidth bonding, plus a built-in 4-port GE switch to reduce clutter in your mobile deployments.



#### MAX Mobile HD4

The MAX HD4 delivers outstanding performance from all your connections with the help of SpeedFusion bandwidth bonding and intelligent load balancing.



#### MAX Mobile HD2 Mini

The MAX HD2 Mini packs big features, such as dual embedded cellular, SpeedFusion bandwidth bonding, and PoE, into a tough, compact enclosure that stands up to life on the go.

- Terminal Block perfect for vehicle
  install
- PoE Output capable (with optional PoE kit add-on)
- LTE-A ver available
- 400Mbps throughput

- 4x embedded LTE Cell modems
  - LTE-A ver available
- Up to 8x PoE output LAN ports
  - PoE Output (optional/add-on)
- 400Mbps throughput

- No built in Wi-Fi for Security Hardened networks
- PoE Output capable (with optional PoE kit add-on)
- 300Mb Bi-directional throughput

### **MAX Mobile: Transportation**





#### Pepwave MAX Transit

With a compact form factor, simultaneous dual-band 11ac Wi-Fi, and reliable cellular connectivity, the MAX Transit is ready to deliver fast, reliable Wi-Fi hotspots to your passengers.

- Simultaneous Dual Band 11ac Wi-Fi
- DIN Mount kit makes install easy
- Built in GPS capabilities
- 1x LTE Cellular Modem
  - LTE-A version available



#### Pepwave MAX Transit Duo

With a compact form factor, simultaneous dual-band 11ac Wi-Fi, and reliable cellular connectivity, the MAX Transit is ready to deliver fast, reliable Wi-Fi hotspots to your passengers.

- Simultaneous Dual Band 11ac Wi-Fi
- DIN Mount kit makes install easy
- Built in GPS capabilities

### **MAX Mobile: USB Focused**





#### Pepwave MAX On The Go

The MAX On-The-Go is compact and lightweight, and it supports more than 250 USB cellular modems, giving you maximum portability, wide compatibility, and high performance that goes wherever you go.

- InControl 2 manageable
- Built in 11a/b/g/n Wi-Fi AP
- 100Mbps throughput
- Small and lightweight enclosure



#### Pepwave MAX 700

The MAX 700 supports quad USB modems and SpeedFusion for fast, reliable connectivity anywhere, plus it includes a built-in 4-port GE switch to reduce clutter in your mobile deployments.

- InControl 2 manageable
- Built in 11ac Wi-Fi AP
- 400Mbps throughput
- PoE output with add-on

### **MAX Mobile: Outdoor Series**





#### **BR1 IP55**

The BR1 IP55 offers embedded MIMO directional and Omni antennas configurable on the fly, plus built-in PoE output, all in a durable and waterproof enclosure.



With an embedded cellular modem in a tough IP67 enclosure, the BR1 IP67 is the most accessible of our IP67 rated cellular family.



Software selectable **Omni or Directional** Wi-Fi antennas

**100Mbps throughput** 

IP67 enclosure = ultimate protection!

- **PoE Input simplifies** wiring
- **Deploy where cell** signal is best! No extra antennas!
- **100Mbps throughput**



#### **HD2 IP67**

The HD2 IP67 offers dual embedded cellular modems and PoE support, encased in a shock and vibration certified, waterproof enclosure.



#### **HD4 IP67**

The HD4 IP67 offers guad embedded cellular modems and PoE support, encased in a shock and vibration certified. waterproof enclosure.



- **PoE Input simplifies** wiring
- Dual modem with redundant SIM
- 400Mbps throughput

- IP67 enclosure = ultimate protection!
- **PoE Output simplifies** wirina
- 4x Cell Modems with redundant SIM
- 400Mbps throughput

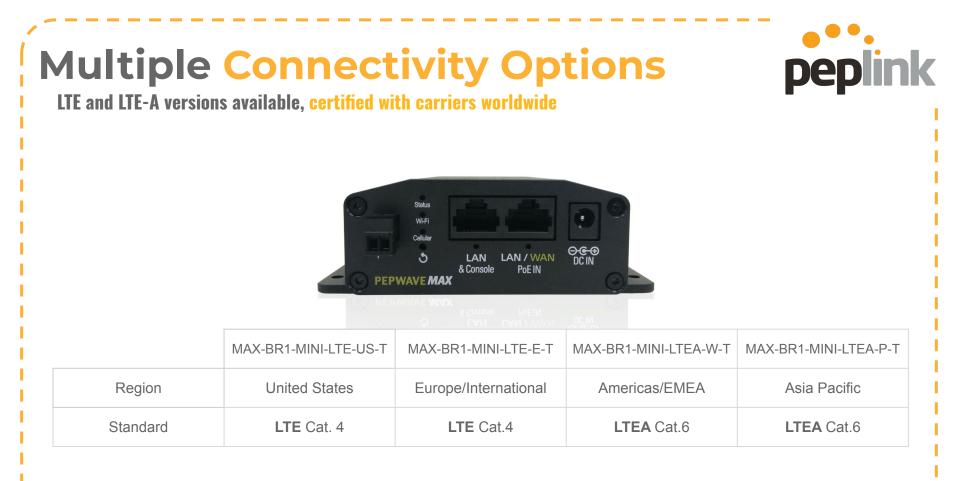




### **BR1 Mini Features**



# **Feature 1** Multiple Connectivity Options





1 - in the Americas, Asia Pacific, Middle East, and Africa2 - in Europe\* MSRP before any VAT, GST, regional taxes or duties. Actual sales price may vary by region. Check with your official reseller for final pricing.

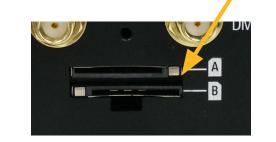
**Redundant SIM:** freely choose between different data plans and carriers.



Redundant SIM slots with **automatic switching** for network reliability and to mitigate network outage from blind spots or lack of area coverage.

The MAX BR1 Mini can be configured to automatically switch SIM cards when it is in danger of exceeding a data cap for either SIM.

It also allows travelling across borders using local carriers without changing SIM cards manually.





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**Ethernet and Wi-Fi WAN for seamless failover** 



Failover between redundant SIM slots comes standard on the BR1 Mini.

Additional failover options\* which enables Ethernet WAN and Wi-Fi as WAN are available through the **failover add-on feature**.

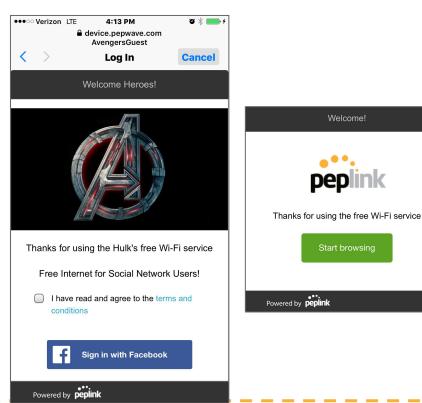
That way, you can choose the WAN functionality needed for the deployment.

\* MAX-BR1-MINI-LC-FS | Failover software license and related feature set for BR1-MINI, enables Ethernet and Wi-Fi WAN

Wi-Fi hotspot with customizable captive portal with social media log-in

#### Customize and set up your network's Wi-Fi Captive Portal however you like!

- Multiple Authentication methods Email and social media accounts.  $\bigcirc$
- **Custom Graphics** 
  - Branding and marketing Ο opportunities.
- Custom Text
  - Custom Terms and Conditions  $\bigcirc$





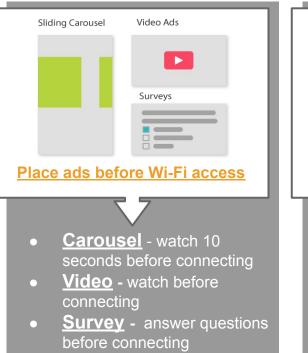
Welcome!

Start browsing

Ded



Wi-Fi hotspot with customizable captive portal with social media log-in



• Multiple versions

Functionality

- **Insights** gathers customer metric information for further review
- Location Based Ads Choose ads to play at specific locations
- <u>Campaigns</u> Easily control ad's importance, set start and end dates, and target impressions and/or clicks.

eplink as system the VS	D Organization •				
Dashboard	In-Session Ads - Comparign				
Subscription	New York Fleet (Manhattan) 🚥				
Devices	Settings	Devices @22 Creatives (S)	Fargeting ① Statistics		
Captive Portal	+ New Creative				
He Videos	Action +	Name	Dimensions		
In Session Ads	B	RO Recoklyn Pizza	640 × 100		
e campaigne		ACCA.	635 × 100		
Powered by Peplick   Pepwave	•	Verizon Wireless	728 × 90		
	•	Samsung Galaxy S7	640 × 100		

#### Easy to Manage

Manage **all your campaigns**, across multiple devices, from a **single browser window**. Simple user interface makes creating new campaigns a snap. Plus, you can view all your aggregated reports in one place.



# **Feature 2 Durability and Compliance**



**Redundant power supply for mission-critical applications** 



Accepts power via **terminal block and DC jack** for redundant power supply for mission-critical applications.

Optional PoE Input via PoE activation kit to simplify cable management.



#### **Product Certifications**

Name      Annotation      Page        Application for Materian Application      Test Reported Materian Application      Test Statistical Train Materian Application        Application for Materian Application      Test Statistical Train Materian Application      Test Statistical Train Materian Application        Application for Materian Application      Test Statistical Train Materian Application      Test Statistical Train Materian Application        Application for Materian Application      Test Statistical Train Materian Application      Test Statistical Train Materian Application	er har. HALT HANNAH TIN 1 af 18	ELEMENT AND A CONTRACT OF A CO		
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- FCC
- CE
- RoHS
- E-Mark
- EN 61373: Shock and Vibration Resistance
- EN 50155: Railway Applications -Electronic Equipment used on Rolling Stock
- **EN 61000**: Electromagnetic Compatibility
- EN 60950-1: 2006+A11: 2009+A1: 2010+A12: 2011+A2: 2013

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**Class 1 Div 2 support via optional mounting kit** 

### BR1 Mini are **rated for Class 1 Division 2** deployments. (Specific SKUs may apply.)

Electrical equipment can cause explosions in certain atmospheres. In North America, the most widely used hazardous location classification system is defined by the National Fire Protection Association (NFPA) Publication 70, National Electric Code® (NEC) in Articles 500 to 506. The NFPA establishes area classifications based on Classes, Divisions and Zones that when combined delineate the hazardous conditions of a specific area.



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Benefit from the BR1 Mini's smaller form factor — without sacrificing durability and reliability.

Wide temperature range

The BR1 Mini has a **wide temperature range** (-40° to +149°F / -40° to +65°C) and can be deployed in even the harshest environments.



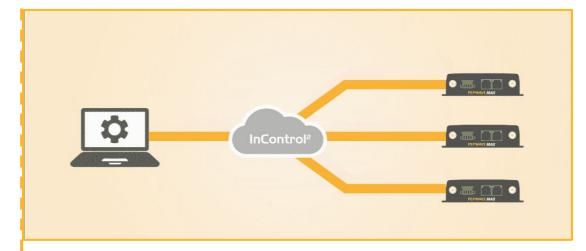


# **Feature 3** Manageability Features

### **Manageability Features**

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Use InControl cloud-based management to bulk update device configurations



The BR1 Mini has a straightforward and accessible interface. Anyone can get it up and running — no background in IT needed.

Plus, the BR1 Mini's **cloud management capabilities** make large-scale management a breeze.

You can monitor and manage hundreds of devices on a single screen. Choose from on-premise or public cloud options.

# **Manageability Features**

Use InControl cloud-based management to bulk update device configurations



**Bulk Configurator** 

#### **Options Overview**

Master Config File pushed to your Peplink Devices.



**Bulk Firewall Policy** Configuration

Extract firewall policies from a config file to apply to your Peplink Devices.

# Firmware 8

**Centralized Firmware** Management

Schedule firmware updates for your Peplink Ecosystem. Create and Manage network Wi-Fi options.

Create and Manage a completely customizable Landing Page.



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Extract Traffic Steering rules from a config file to apply to your Peplink Devices.



pushed to your Peplink



**Centralized** SSID Options

Customized **Captive Portal** 

63.138.197.58

**Remote Device IP** 

**Configuration** 

Pre-built Config File

Devices

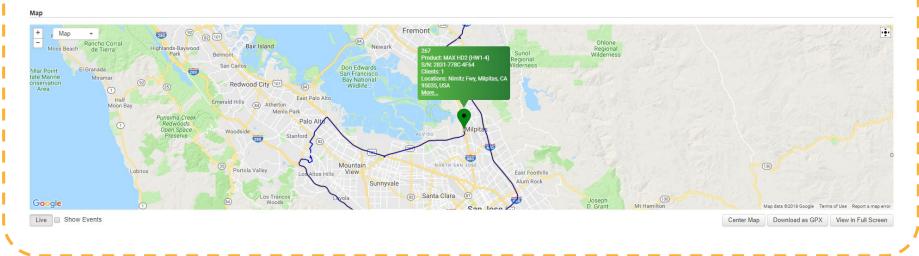
# **Manageability Features**

**GPS for fleet management** 



InControl 2 provides **full-fleet device management** when used in combination with our vehicle-mounted, **GPS-enabled devices**, such as the **MAX HD2 and BR1**.

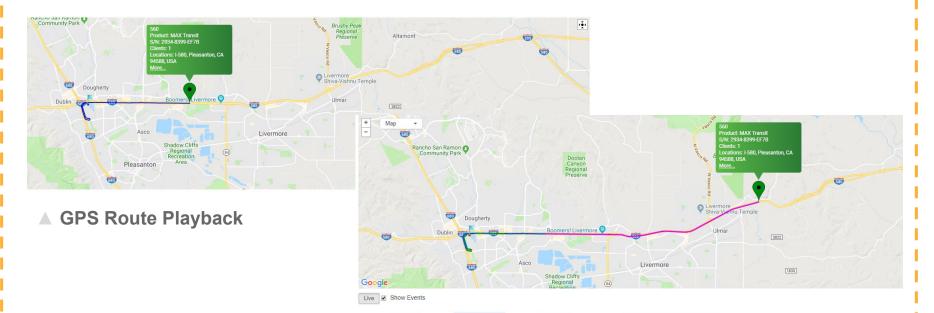
Track locations using our **interactive maps**, **check vehicle speed**, **cellular coverage**, and **traffic conditions**. Play back **route histories in real-time**.



# **Manageability Features**



**GPS for fleet management** 



▲ Vehicle speed tracking







## **Transportation**

**Connect and track large fleets of vehicles** 

# **Transportation Deployment**



**Connect and track large fleets of vehicles** 



Internet

## Case Study: Travel Trailers Provision equipment to travel trailers





- Company
  - Travel trailers manufacturer in USA

### • Project highlights

 5000+ travel trailers equipped with BR1 Mini as mobile routers

### Winning Factors

- High Durability: shock, vibration and hot temperature resistance
- Dual power input design perfect for vehicle deployment



## Retail

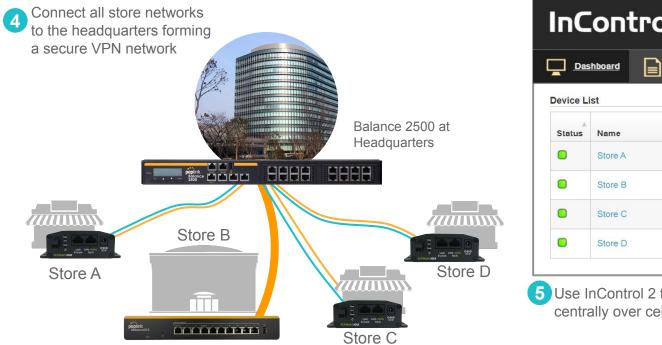
Add cellular connectivity to existing landlines to keep POS systems online



# **Retail Deployment**

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Add cellular connectivity to existing landlines to keep POS systems online



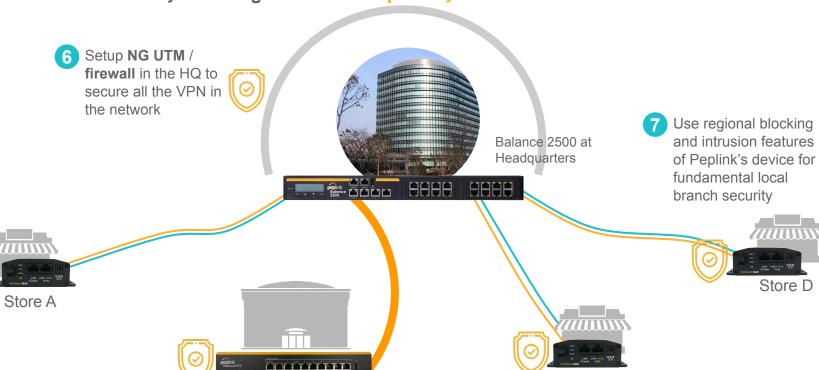
nControl <sup>2</sup> Group Level			
Das	hboard Repor	ts 🔗 Per	VPN / SpeedFi
evice Li	st		Unique
Status	Name	Usage	Clients
•	Store A	6.2 Mbps	6
•	Store B	18.2 Mbps	12
	Store C	4.3Mbps	4
<u> </u>			

5 Use InControl 2 to Manage stores centrally over cellular.

# **Retail Deployment**

Add cellular connectivity to existing landlines to keep POS systems online

Store B



Store C

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# Case Study: Foot Mapping Kiosks Use connectivity to interact with the consumers at retail

### Company

• Famous orthopedic footwear brand in USA

### Project highlights

- 5000+ foot mapping kiosks are placed in chain of retail stores
- Wireless connectivity allow customers to purchase an out-of-stock item; company to update software, remote maintain & monitorina

## Winning Factors

- Volume discount for big project deployment
- Reliable and secured connection
- Easy management and allow bulk configuration



# **Case Study: Chained Restaurants**

**Provide connectivity to house staffs and consumers** 



• Company

 Franchise restaurants (10,000+) in France and Scandinavia



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### Project highlights

- Day Zero wireless LTE franchise site connection
- Hot and cold food bar inventory, temperature and best seller analytics monitoring
- Provide Wi-Fi to tablet ordering machines for self service and check out.

#### Winning Factors

- All-in-one and durable device with LTE failover
- Easy management and allow bulk configuration
- Use **live demo** to convince other franchise branches to adopt

# **Case Study: Smart Trash**

Use connectivity to optimize operations and generate revenue

#### • Company

• Smart Waste equipments supplier in USA

### • Project highlights

- The smart trashes are placed **indoor**, such as Universities, shopping malls
- With optional web based Operations and Advertising platform

### • Winning Factors

- Flexible WAN options: cellular, ethernet, especially Wi-Fi
- Concurrent Internet connection for its web based features



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## MSP

Affordable VPN endpoint for large scale deployments

# **MSP Deployment**

Affordable VPN endpoint for large scale deployments

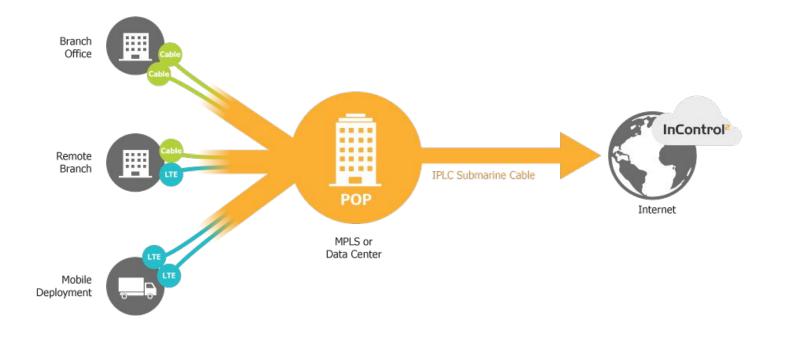




# **MSP Deployment**

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## Affordable VPN endpoint for large scale deployments

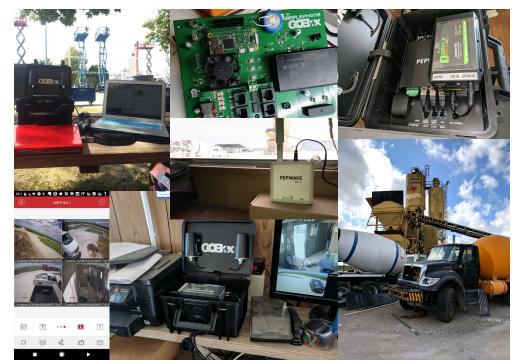


# Case Study: MSP business solutionspeplink



- Company
  - 1SimplePhone, a managed phone and network provider in USA
- Project highlights
  - Integrate 2x BR1 Mini to their GoBox, which contains high gain antennas, managed battery board, with PoE injection
  - Provides instant, remote site VPN, Wi-FI and internet access for backup and concurrency.
  - Portable bandwidth for live camera or event video and audio streaming.
  - GPS Tracking for Driver Risk Management.
- Winning Factors
  - Various WAN options, and LTE as a backup
  - Hot failover between devices to maintain a streamless connectivity
  - Security of 256-bit encryption provide reliability

# Case Study: MSP business solutionspeplink Integrate to MSP's hardware and internet service solution



Contact info.: Sales@1simplephone.com +1 469-320-1111

- Company
  - 1SimplePhone, a managed phone and network provider in USA



#### GoBox highlights

- OLED or EINK screen to show cellular signal, battery and ip info.
- One button press to switch cellular provider.
- Integrated lithium battery and charging circuit
- 0 Integrated AC power supply optional solar input
- Optional VoIP Cordless phone base
- More info on SIM switcher
  - https://youtu.be/MVNGcORqOb4



## **IoT** application

Affordable VPN for remote monitoring or management & security backhaul

## **Case Study: Agriculture IoT** Use connectivity to industrialize farming process



#### • Company

• Agriculture solution provider in France

### • Project highlights

- Use of GPS to guide the driving route and improve pass-to-pass accuracy
- Provide Wi-Fi to agriculture equipments in the cabin

### • Winning Factors

- GPS features
- Redundant SIM to maintain unbreakable connectivity



# **Case Study: Privacy security**







- Location
  - $\circ~$  On premise at private home or remote site offices.
- Project highlights
  - IP video monitoring array with 99.999% uptime via BR1 Mini as backup to existing landline connection.
  - LTE(A) and Wi-Fi as WAN providing hot failover to hardwired WAN (optional license).
  - OoB management to each deployed device.

#### Winning Factors

- Cost effective for multiple deployments.
- Redundant SIM to maintain unbreakable connectivity and optional data on demand policies.
- SUPER small form factor for covert installation.
- Industrial grade reliability with wide temperature range.





## **FusionHub - a virtual appliance**

## **FusionHub** Features



## Virtual SD-WAN appliance

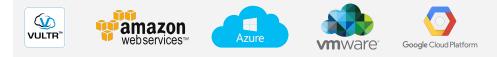
- Deploy Globally in Minutes
- Control your infrastructure
- Eliminate reliance on physical sites

## **Fully Featured UI**

- Split Tunneling/Outbound Policy capable
- Use Public IP to build Tunnel and Port Forwarding

## **Easy to Integrate**

- Variety of FusionHub Instances/sizes available
- Demo version available on site
- Can install on VMware and Cloud Platforms

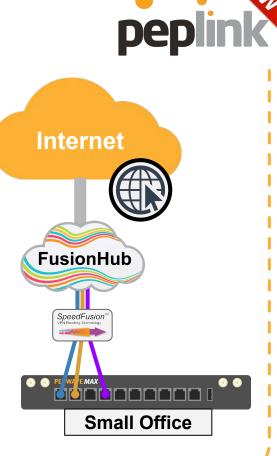




## **FusionHub SOLO** SpeedFusion Connectivity for Small/Remote offices



- Bring the Power of SpeedFusion to small office networks!
  - 1x peer connection
  - **100mb** throughput
  - Cost: FREE!





# Summary

# Summary

**Key Features** 

The BR1 Mini combines utility and value. It can fit deployments with special requirements (e.g. C1D2, Rolling Stock) while offering the biggest bang for the buck.

## Multiple Connectivity Options

- LTE and LTE-A versions available, certified with carriers worldwide.
- **Redundant SIM**: freely choose between different data plans and carriers.
- Ethernet and Wi-Fi WAN for **seamless failover** (hot failover with license).
- Wi-Fi hotspot with **customizable captive portal** with social media log-in.

#### **Durability and Compliance**

- Accepts power via terminal block and DC jack for redundant power supply for mission-critical applications.
- Product Certifications: E-Mark, EN 50155:2007 Railway Application, EN 61373:2010 Rolling stock, shock and vibration.
- Class 1 Div 2 support via optional mounting kit.
- Wide temperature range: -40° to +149°F / -40° to +65°C.

#### **Manageability Features**

- Use InControl cloud-based management to bulk update device configurations.
- GPS for fleet management: Track each vehicle's location and route history. Use geofencing to receive alerts when a vehicle goes out-of-bounds.

## Deployments

- **Transportation:** Connect and track large fleets of vehicles.
- **Retail:** Add cellular connectivity to existing landlines to keep POS systems online.
- MSP: Affordable VPN endpoint for large scale deployments.

## Learn more



> <u>Visit product page</u> <



> Download Datasheet <

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## Stay Connected & Up-to-Date





## **Social Media**

Stay up to date on the latest offerings from Peplink on all the major Social Media channels.



## **Community Forum**

Our Forum (forum.peplink.com) truly keeps you connected to all the latest from Peplink directly.

In addition, the forum is a direct channel to our Teams for questions, help, etc.



## Upcoming webinar:



## **Announcements:**

We will **record** and make available today's webinar and **presentation** to all campaign registrants early next week.

Ded