



ACCESS & CONNECTIVITY

LTE vs APN

	MOBILE DATA	APN
OVERVIEW	<ul style="list-style-type: none"> • Recurring data bundle delivered over a Mobile Network Operator's network. • Contracted over a term, once off or prepaid with access to the Internet. • Data utilization at user's prerogative. 	<ul style="list-style-type: none"> • Shared data bundle across remote resources securely. • Exclusive access to pre-determined access rules (organisation's network applications and information and securely).
COST	<ul style="list-style-type: none"> • Subscription calculated by package over term (12, 24) x Remote resources, out of bundle billing applies. • Generally costs less than APN option at a glance/ month but from an overall solution cost/ in practice exceeds APN costs due to lack of data management, unused or additional data billing on out of bundle rates with no flexibility. 	<ul style="list-style-type: none"> • Standard Managed Solution Cost (Shared/Private APN). • Shared bundle with ability to manage SIM cards, utilization as well as application of governance around access to application and websites as well as application of governance around access to application and websites as well as limitations.
NETWORK	Single Network Operator, single bundle	Multiple Network Operators over a single bundle
BUSINESS REQUIREMENTS /USED CASE	Suitable for individual users that require secure remote working for their workforce	Suitable for businesses that require secure remote working for their workforce that can be monitored and managed from a data utilization and cost perspective
TARGET MARKET	<ul style="list-style-type: none"> • Single user solutions • Independent user 	Remote users in the following business sectors <ul style="list-style-type: none"> • Enterprise • Multi-site • Corporate • International sites
CONTENTION RATIO	Best Effort	Best Effort
VOICE	✓	✓
TELEPHONY	✓	✓
Voicegate softphone applications	✓	✓
Mitel softphone applications	✓	✓
MPLS VPN	✗	On Private APN
SDWAN Capable (require Firewall e.g Meraki)	✓ (Meraki per site)	✓ (Meraki per site)
SECURITY (FIREWALL)	Hosted Firewall	✗
	Onsite Firewall	✓ (Meraki per site)
ROUTING EQUIPMENT	Similar	Similar
UPGRADE PATH	Upgrade package - contract term refresh, alternative is out of bundle billing which is costly.	<ul style="list-style-type: none"> • Flexibility to upgrade and downgrade (in Shared APN) • Unused data re-allocated to alternate remote users or bundle increased temporarily or permanently.
TERM	12/ 24 Months	6, 12, 24, 36

