

POWERING REMOTE SOLAR DEPLOYMENTS WITH SPITFIRE'S MULTI-NETWORK IOT CONNECTIVITY

OFF GRID ENGINEERING LTD

Off Grid Engineering Ltd is one of the UK's leading specialists in off-grid solar, delivering high-performance renewable energy systems for remote and hard-to-reach sites. Their projects cover everything from private estates and agricultural land to complex industrial installations, places where conventional power infrastructure can't reach. Known for their technical expertise and turnkey approach, Off Grid Engineering helps customers bring clean, reliable energy to even the most challenging locations.

A central part of this service is remote monitoring: giving customers the ability to oversee and manage their solar assets via smartphone apps, wherever they are. As Off Grid Engineering expanded into even more remote areas, finding consistent, reliable connectivity became a real challenge. Customers were often left to source and configure their own SIM cards, a process that added complexity and confusion.

Off Grid Engineering takes pride in its customer service and wanted to remove this barrier entirely, making sure every customer receives a truly turnkey solution with managed connectivity included as standard.



The connectivity challenge

With customers expected to provide their own SIM cards for remote data access and SIM monitoring, there was an unnecessary layer of management added to each project. Connectivity issues were common: contracts lapsed, data ran out, or incompatible SIMs stalled installations. For customers who just wanted everything to “work,” these hurdles undermined the seamless experience Off Grid Engineering was committed to delivering. What the business needed was a truly integrated connectivity solution that could be deployed anywhere in the UK, combining rugged, industrial-grade hardware with centrally managed, multi-network SIMs.

The Spitfire approach: Managed, multi-network connectivity that ‘just works’

Off Grid Engineering turned to Spitfire to deliver a complete connectivity package for every solar deployment. The solution brings together rugged 4G routers designed for demanding environments, paired with Spitfire's Dual IMSI Multi-Network IoT SIMs that prioritise Spitfire's home network, but in the event that a satisfactory signal is not available, will attempt to use one of the other 3 major UK Radio Access Networks.



Innovative • Flexible • Reliable • Supportive • Cost Effective



Spitfire also ensures best in-class security too, with its solution designed solely for better and secure remote access. It uses a segmented private network, which prevents external access unless via a VPN tunnel provided by Spitfire. This applies regardless of the radio access network chosen.

Crucially, the pricing model is usage-based, so customers only pay for the data they use. Everything is managed through a central portal, allowing Off Grid Engineering to monitor connectivity, track usage, and provide accurate reporting to customers. This eliminates the risk of unexpected costs or service interruptions and transforms connectivity from a source of friction into a key selling point.

From the installer's perspective, setup is effortless. Hardware arrives preconfigured, ready for plug-and-play deployment on site. For Off Grid Engineering, it's now possible to guarantee reliable data connectivity, even in places where services are miles away.

A difference you can measure, in service, cost, and customer confidence

With Spitfire's solution, Off Grid Engineering can now remotely monitor and manage every system it installs. Two-way communication means engineers can update settings, diagnose issues, and even perform software upgrades from anywhere in the country. This cuts down on unnecessary site visits and delivers a level of aftercare that's become a signature of the business.

"This has really changed the way we look after our customers. It's taken away a headache for both sides: now we can include the connectivity as part of the package, so customers don't have to worry about sourcing SIM cards or setting anything up themselves."



"For us, it's a simple solution that sets us apart, and for the customer, it just works."

(Scott Simpson, Off Grid Engineer)

Whether customers are highly technical or just want the system to 'work,' Spitfire's plug-and-play connectivity removes the hassle of SIM sourcing and gives both Off Grid Engineering and their customers the confidence that every system will perform as expected.

The result: A true one-stop shop for off-grid solar

By integrating Spitfire's managed multi-network SIMs and rugged hardware, Off Grid Engineering has strengthened its position as a leading UK provider of off-grid solar solutions. Customers enjoy a consistent, premium service, with reliable monitoring and diagnostics available from anywhere, and operational costs kept firmly under control.



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