

PARTNER TESTIMONIAL



Corona IT Solutions Ltd – Spitfire’s Mobile Data and IoT Services

We first spoke with Spitfire back in 2020 (along with a number of other Service Providers) with the goal of finding a reliable connectivity supplier to partner with. Connectivity plays a very important part in our customer’s networks, and when speaking with Spitfire it was clear the value they could add to our business through their range of connectivity products and also through their consultative sales approach, hence our decision to partner with them.

As a business we support a number of customers based in rural Scotland and therefore fixed line connectivity options are often limited. Spitfire give us access to both fixed line and mobile data services however it’s the mobile data connectivity that is most valuable to these customers. Spitfire’s access to all major MNO networks means we can ensure the best data connectivity options even in the most rural locations.

As a Spitfire Partner we also have the option to include managed routers or to buy a SIM only service giving us the flexibility to build our own service wrap for the customer, increasing our revenue streams. By including a data SIM into our service wrap we offer a more comprehensive service and thus ensuring our customer base is more ‘sticky’. We now have over 55 customers using Spitfire’s services. With support from our account manager we are able to design and confidently recommend a mobile data solution using the best available network and the most appropriate router to maximise performance.

Spitfire’s intent to further develop their mobile offering is encouraging. The mobile data requirement for our customers is growing beyond just as a replacement for fixed line. IP based CCTV cameras and other devices connecting to the internet has meant we need more flexible data bundles to reduce costs, and more secure connectivity from device to customer application. Our partnership with Spitfire will allow us to address these needs.

The value in our partnership is in the comprehensive range of products, the network security and availability, the flexibility in supplying their services and the relationship we have with our account manager. We fully endorse Spitfire’s partner programme and their mobile data and IoT services.

Sincerely

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