

LEADING WORKFORCE MANAGEMENT COMPANY ADDRESSES UNIQUE SECURITY AND CONNECTIVITY CHALLENGES WITH A CUSTOM, MACHINE-TO-MACHINE NETWORK SOLUTION.

CHALLENGE:

A leading workforce management company faced some unique challenges when selling its employee time-tracking system to a state corrections department. For security reasons, the state corrections department was unable to connect the time-tracking clocks to its local network, preventing data transfer from the time clocks to the cloud-based time management solution. There were no readily available or off-the-shelf solutions that could completely solve the connectivity challenge, so the company enlisted WEI to develop a custom solution that would not jeopardize network security.

SOLUTION:

WEI's engineering team worked closely with the customer's engineers to fully understand all aspects of the time-tracking system and the challenges presented by the local network's security limitations. Leveraging the "Internet of Things" concept, WEI developed a connection kit using a HP cellular router tied to a Verizon Wireless machine-to-machine network to establish a secure flow of information completely separate from the local network. A cellular connection was a cost-effective, highly available solution that was fast enough to ensure optimal performance of the employee time-tracking system.

OUTCOME:

Over 300 connection kits were installed by WEI engineers across the state corrections department's 48 institutions. WEI now actively monitors and manages all the kits 24/7/365 to ensure no loss of data.

The connection kit is a cost-effective solution that the company can now implement for any customer with network security concerns – introducing an opportunity for the company to capture more market share while maintaining competitive pricing.

"The entire process, from concept to design to approval, took our team about two months," explained Greg LaBrie, network practice manager and lead architect for WEI. "This time clock is an example of the added value we provide to all of our customers. We understood the objectives the customer was trying to achieve for the corrections department and delivered a creative way to address those challenges. The right integrated engineering resources and logistics allowed us to create an end-to-end solution quickly in-house."

ABOUT WEI

**WEI is an innovative,
full service, customer centric
IT solutions provider.**


**Why WEI? Because we care.
Because we go further.**

At WEI, we're passionate about solving your technology problems and helping you drive your desired business outcomes. We believe in challenging the status quo and thinking differently. There are a lot of companies that can take today's technology and create a great IT solution for you. But we do more. We go further. And we have the customer, vendor and industry awards to prove it. WEI is a premier technology partner, who always puts our customers first while providing the most innovative solutions for over 25 years.

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