

# Unlocking Enterprise Mobility – Converged Cellular and SD-WAN

A scalable, software-first hybrid mobility platform built for global MNO channels

## THE CHALLENGE

### The Enterprise Connectivity Bottleneck

LTE and 5G are the foundations of digital transformation providing connectivity for sensors, autonomous vehicles, robotics, and AI across Industry 4.0. Yet enterprise revenues remain constrained by fundamental limitations in today's connectivity offerings:

- Private networks struggle to deliver wide-area coverage for mobile assets moving across and between sites.
- Public networks provide coverage but fail to deliver the device visibility, security, and real-time networking control essential for business-critical applications.
- Network separation between public and private deployments vastly complicates device management for assets traversing both environments.

MNOs are in the prime position to solve this challenge yet currently lack a true, scalable hybrid offer. Each private deployment today is siloed, hard to scale, and heavily reliant on fragmented vendor support.



## THE SOLUTION

### Expeto Gateway & Expeto Edge

Expeto provides a highly scalable, software-first mobility platform built to 3GPP standards, ready for global rollout through MNO channels. By utilizing existing public mobile networking infrastructure alongside private deployments, MNOs can deliver wide-area coverage, real-time control, and granular visibility packaged as a single, cohesive service.

#### Expeto Gateway

A multi-tenant mobile networking software platform deployed in the MNO's data centers. Integrates with the public RAN once extending wide-area networking visibility and control to multiple enterprise customers simultaneously.

#### Expeto Edge

Deployed at the site or regional level, Expeto Edge bridges private and public networks into a single pane of glass for the enterprise IT team enabling true hybrid connectivity under one SIM and UI.

# Accelerating Revenue & Scale with Hybrid Mobility

## Unlock New 4G/5G Enterprise Revenue

Expeto provides a high-margin solution for the enterprise segment. By offering a Platform-as-a-Service environment, MNOs fully monetize existing LTE/5G investments capturing mission-critical value in utilities, mining, logistics, and manufacturing.

## Massive Scalability & Repeatable Deployments

Because Expeto Gateway integrates with the MNO's core network once, the operator can rapidly stamp out repeatable deployments to thousands of enterprises a massively scalable, software-driven shift away from archaic hardware infrastructure.

## Speed to Market

Expeto drastically reduces time to provision new enterprise customers. What traditionally takes months of planning, hardware shipping, and complex integration can now be provisioned in minutes via Expeto's cloud-native architecture.

## Lower OPEX via Enterprise Self-Service

The platform includes a self-service "single pane of glass" portal where enterprises independently manage private subnets, configure data routing, enforce security policies, and manage SIMs all without MNO engineering involvement.

## Leverage Existing Network Assets

Expeto makes the MNO's national public network act as a secure "private" network for each enterprise. A single MNO-provided SIM roams seamlessly between on-site private networks and the national public network without losing connection or control.

## Pull-Through Growth Platform

Deploying Expeto acts as a strategic wedge into the enterprise immediately opening pull-through demand for network managed services, cloud hosting, multi-access edge computing (MEC), and advanced IoT applications.

### 3GPP

Standards-Based Platform

### 1 SIM

Private & Public Roaming

### Minutes

Enterprise Provisioning Time

### Multi-Tenant

Single Gateway Integration

## Ready to Productize Enterprise Mobility?

Expeto is the missing layer between your network and enterprise value. Partner with us to launch a scalable hybrid cellular offer and capture the full potential of your existing infrastructure.

Learn more at [expeto.io](https://expeto.io)

Contact us at [sales@expeto.io](mailto:sales@expeto.io)