



Ground Control

we've got you covered

Partners





Partner with Ground Control

Ground Control's connectivity solutions facilitate incredible initiatives all over the world, from preventing poaching to putting out wildfires; supplying more green energy to the grid to improving fleet safety. And a substantial proportion of those initiatives are delivered by our vibrant, creative, partner channel.

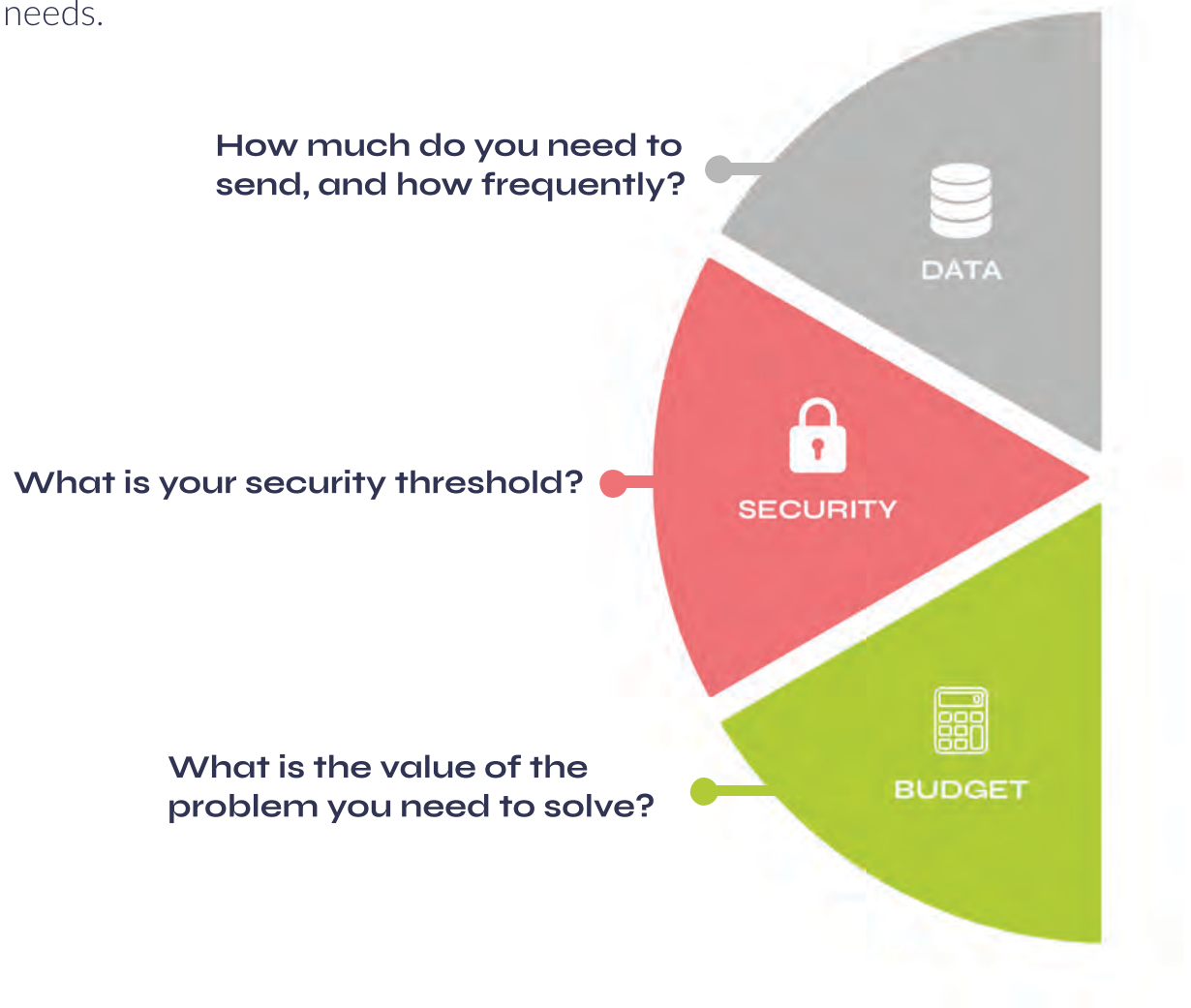
We'd love to have you join them.



Who is Ground Control

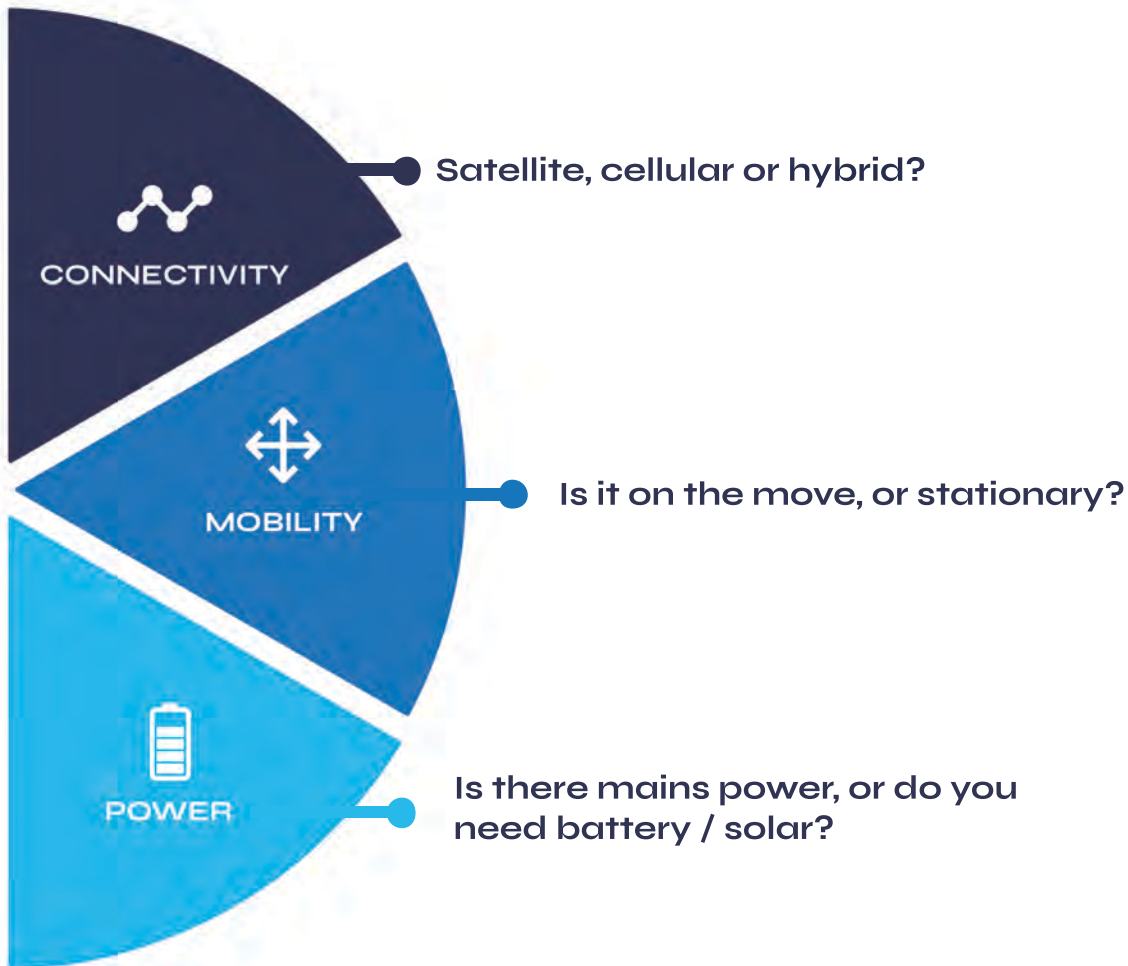
We find better ways to connect customers with their data, however remote and difficult to access it might be.

With over 20 years' experience in satellite and cellular connectivity, we take pride in pairing our customers with the most appropriate device and airtime for their needs.



We are proud to manufacture some of the most reliable and innovative devices on the market, and we also work with leading manufacturers and multiple airtime providers to ensure that customers get the best possible solution

We can offer installation and support services for our Channel partners customers, or we can train you to deliver these services - that's up to you.



Why partner with Ground Control?

1. Our unique product range

Ground Control is the trading name of three companies: the US-based Ground Control, and the UK-based Rock Seven and Wireless Innovation.

All of these companies have a rich pedigree in providing remote connectivity solutions. We are world-renowned for our 'Rock' range of products, of which perhaps the RockBLOCKs - plug-and-play satellite transceivers that are embedded in weather balloons, data buoys, tracking collars, UAVs and telemetry modules - are the best known.

RockBLOCK 9602



Use:
IoT and tracking applications





Airtime:
Iridium Satellite

RockBLOCK 9603




Use:
IoT and tracking applications where space is at a premium
Airtime:
Iridium Satellite

We also offer the RockSTAR - a personal tracking and communications device, the RockAIR and RockFLEET - global tracking for land, marine and aircraft, and the RockREMOTE, designed for industrial IoT applications. These devices are manufactured in the UK and supplied all over the world.

RockSTAR	RockAIR	RockFLEET	RockREMOTE
			
Use: personal tracking and two way communication Airtime: Iridium Satellite	Use: tracking and telemetry in aircraft Airtime: Iridium Satellite/GSM	Use: tracking and telemetry in land and sea transport Airtime: Iridium Satellite/GSM	Use: industrial IoT communications Airtime: Iridium Satellite/LTE

Ground Control USA specialises in satellite internet, delivered via our Toughsat XP and MCD-4800 “The Football” solutions, manufactured in our plant in California.

MCD-4800	Toughsat XP
	
Use: portable satellite internet hotspot Airtime: Inmarsat Satellite	Use: professional grade mobile internet Airtime: iDirect Satellite

We also work with leading manufacturers like Iridium, Inmarsat, Cobham, Thales and Hughes to ensure that we have products and services to meet the varied requirements of our customers.



In every case, whether it's our proprietary solutions or products we resell ourselves, we are able to offer partners pricing options that allow you to sell on these solutions and make a comfortable margin.



CASE STUDY

TracPlus have developed an integrated software and hardware tracking and communication solution chiefly aimed at aviation.

This uses the RockAIR device, which Ground Control developed in partnership with TracPlus to provide accurate, real-time tracking anywhere in the world. It has everything needed to alert and update rescue teams, should an emergency arise, and delivers true peace of mind to customers.



2. Our device management platform, Cloudloop

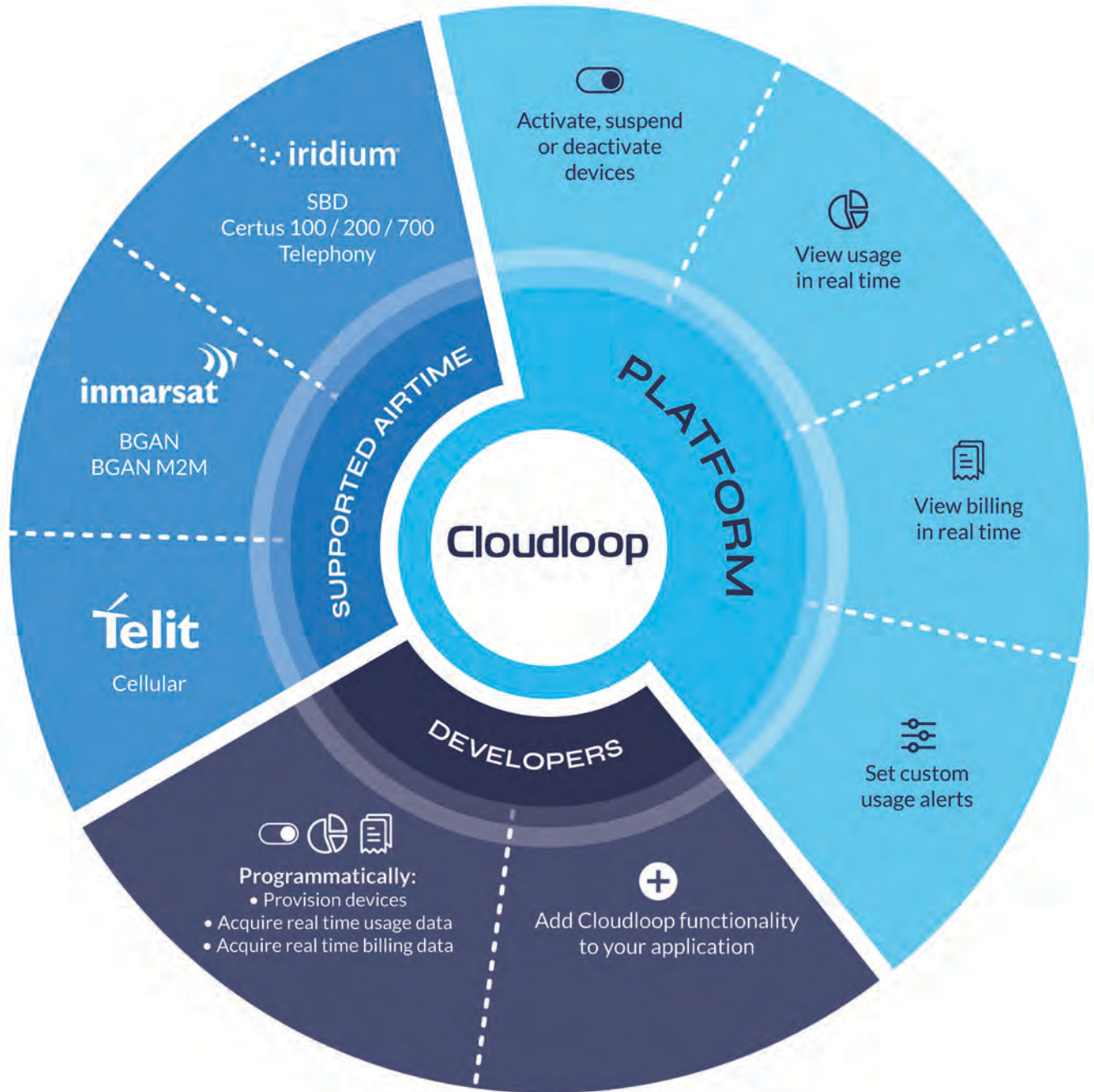
One of the key reasons for partnering with Ground Control is the ease in which you can manage your devices and airtime, using our online platform Cloudloop. With Cloudloop you can remotely activate, deactivate and suspend devices, get itemised billing for each device, and set automatic alerts if pre-set usage thresholds are reached.

If you're a developer, the opportunities are even greater. You will be able to access the Cloudloop data and combine it with your proprietary data to deliver actionable insights to your customers.



CASE STUDY

PredictWind, the world leader in wind forecasting, suggests as part of its proposition that customers purchase a RockFLEET device to ensure that they can be tracked wherever they travel to on the globe. They have integrated this tracking data with their website and app so that customers can share their live position with their friends and family. Further, the itemised billing data means that PredictWind can bill their customers accurately, and without them needing to have a direct relationship with Ground Control.



What type of partners do we work with?



Systems Integrators

You are great at bringing together unique products and solutions from a range of vendors that delivers real transformation to your customers. Whether it's connecting devices and people remotely or enabling customers to track assets globally, we have built up an enviable range of solutions that address key needs within multiple sectors that enables us to work together and delivers the changes required by your customers.



Resellers

We work with resellers globally to take our ready for market products to local customers. While our heritage and success has been built on tracking devices for Land, Sea and Air customers, we have access to a broad portfolio of products from Iridium, Inmarsat and Hughes among others, and with significant margins available for our reseller partners, we would welcome applications from new partners who want to resell some great products.



OEM

If you build devices and products that utilise satcoms, then we would love to hear from you. We work closely with OEM system builders across the world that design and manufacture sensors, trackers and IOT devices, with the extra reach and connectivity satcoms achieves. Please talk to us on how we can support you with toolkits and access to resources.



Distributors

As we continue to scale our business, distribution partners are key to our growth, helping us access new markets and regions. Our distribution partners supply a broad range of connectivity and IoT devices to resellers and SMEs across many regions, so if you want to work with a company that manufactures a range of leading devices, from satellite modems to integrated tracking units, then we would love to hear from you.

What we offer partners

All partners gain access to:

Partner Enablement	Extensive product and services training forms part of the onboarding program, ensuring you will have the knowledge, capabilities, and confidence to grow your business with us.
Cloudloop Data Management Platform	Cloudloop simplifies device activation, management and billing, with an open API architecture enabling integration with third party apps.
Partner Account Management	Access to a team of pre sales, business development and support individuals who will work with you to ensure you have everything you need to achieve success.

We also offer tailored marketing support:



Who partners with Ground Control?

Partnering with Ground Control is very flexible. Some partners resell our products; other partners add a unique service layer to the proposition; others are solutions consultants who will bring Ground Control in as needed.

This is just a small selection of Ground Control's partners.

The logo for Atos, featuring the word "Atos" in a blue, sans-serif font.The logo for PredictWind.com, featuring a blue stylized wind icon to the left of the text "PredictWind.com" in blue, with "THE WORLD LEADER" in smaller blue text below it.The logo for tracplus, featuring a blue circular icon with a white dot inside, followed by the word "tracplus" in a blue, sans-serif font.The logo for sparkfun ELECTRONICS, featuring a red stylized flame icon above the word "sparkfun" in a bold, black, sans-serif font, with "ELECTRONICS" in a smaller, black, sans-serif font below it.The logo for adafruit, featuring a black stylized flower icon above the word "adafruit" in a black, sans-serif font.The logo for VECTRONIC Aerospace, featuring a blue stylized atom icon to the left of the word "VECTRONIC" in a bold, blue, sans-serif font, with "Aerospace" in a smaller, blue, sans-serif font below it.The logo for oxdo, featuring the word "oxdo" in a bold, black, sans-serif font, with "DESIGN THE WORLD" in a smaller, black, sans-serif font below it.The logo for pivotel., featuring the word "pivotel." in a bold, purple, sans-serif font, with "connected everywhere" in a smaller, black, sans-serif font below it.The logo for dualog, featuring the word "dualog" in a blue, sans-serif font.The logo for ZX Lidars, featuring a stylized "ZX" in orange and black, followed by the word "Lidars" in a black, sans-serif font.

What next?

If you would like to explore partnership opportunities with Ground Control, please contact our Channel Sales team:

UK, Europe & ROW:

Telephone: **+44 (0) 1452 751940**

Email: **sales@groundcontrol.com**

North and South America:

Telephone: **+1.805.783.4600**

Email: **sales@groundcontrol.com**





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