

## THE COMPANY

Since its founding in 1993, **Colorado Auto Glass** has grown into a trusted leader in windshield replacement and camera calibration services. With a focus on quality, the company has always prioritized setting a high standard in the auto glass industry. Through steady growth and a dedication to excellence, Colorado Auto Glass now serves customers nationwide, completing over 750,000 windshield and auto glass replacements.



**COLORADO  
AUTO GLASS**



## THE CHALLENGE: MINIMIZING DOWNTIME WITH RELIABLE WIRELESS LTE CONNECTIVITY

Over the last three years, as Colorado Auto Glass expanded its mobile services, maintaining consistent and reliable wireless connectivity has become a critical necessity. Their mobile technicians use tablets with specialized software to perform complex calibrations. These specialized devices need connectivity to update the calibrations, sometimes in remote areas. Additionally, there is a need for uninterrupted wireless connectivity to process credit card payments, communicate with insurance companies, and access other essential software in real-time.

The team tried network boosters, technicians' cell phones, carrier-specific hotspots, and connecting to public Wi-Fi when available. However, all of these devices were unreliable and struggled to maintain a steady and secure connection to the technicians' tablets. As a result, frequent connectivity failures disrupted the company's mobile operations, leading to significant challenges.

### CHALLENGES

- Revenue Loss
- Technician Wireless Downtime
- Unreliable Connectivity
- Reduced Customer Retention
- ZERO Real-Time Communication & Processing
- Decreased Productivity



**SABRA TAYLOR-SMITH**  
Executive Director,  
Colorado Auto Glass

***\*We now have ZERO downtime thanks to the reliability of the Solis hotspot!\****

# THE SOLUTION: INFINITE WIRELESS INTRODUCES SIMO SOLIS LITE HOTSPOT FOR BUSINESS

Facing costly connectivity issues, Colorado Auto Glass turned to **SIMO's Solis Lite Hotspot**. Executive Director Sabra Taylor-Smith discovered the Solis hotspot (a.k.a. "The Puck") on a golf outing on the outskirts of town with business partners. **Tom Shiners, the CEO of Infinite Wireless**, was using "the Puck" and working beside Sabra — streaming music and multitasking online during this event, while others struggled to get connectivity. Sabra was amazed to learn that the Solis Lite was connecting to the Internet when she had little to no cell service the entire day. Impressed by its reliability, Sabra quickly arranged for a trial through Tom. After testing three devices for the business and taking one on a personal trip through the mountains of Utah, it became abundantly clear that this was the answer to Colorado Auto Glass's connectivity dilemma.



## WHY SIMO?

SIMO is a leader in mobile data connectivity, pioneering Virtual SIM (vSIM) technology through AI-driven cloud connectivity solutions. The Solis Lite hotspot, powered by SIMO, dynamically optimizes network performance to provide fast, reliable Internet without needing traditional SIM cards in every device. SIMO's cloud connectivity solutions seamlessly connect to the strongest networks, offering continuous, secure Internet access, which is essential for businesses like Colorado Auto Glass and their nationwide mobile services. *"The Solis hotspot exceeded my expectations — it doesn't matter which carrier it's connected to, you just know it will turn on and work,"* said Sabra Taylor-Smith.

## SEAMLESS IMPLEMENTATION PROCESS

The setup of the SIMO Solis hotspot was remarkably fast and simple — within minutes, Colorado Auto Glass's tablets, calibration machines, and POS system were fully connected to reliable, secure Wi-Fi. The device's AI-powered, cloud-based connectivity ensured uninterrupted service, eliminating previous connectivity challenges.



With coverage in over 140+ countries, and access to over 300+ LTE carrier networks around the world, SIMO's solution bypasses the limitations of traditional wireless technology.

## RAPID RESULTS WITH THE SOLIS HOTSPOT

- **Boosted Productivity and Revenue:** Consistent connectivity eliminated the need for costly rework due to interruptions, increasing efficiency and preventing revenue loss.
- **Zero Downtime:** With 24/7 connectivity, disruptions became a thing of the past.
- **Seamless Connectivity:** Consistent, high-speed access allows technicians to perform calibrations, process payments, and communicate with customers seamlessly, regardless of location.
- **Accelerated Expansion:** With seamless connectivity, the company is slated to open a third location in 2025, in roughly one-third of the time it took to open their second physical shop. Rapid company expansion is now achievable.
- **Expanded Market Reach:** Reliable wireless connectivity enabled service in previously unreachable areas, significantly increasing the company's market share and geographic footprint.
- **Competitive Advantage:** Superior connectivity in challenging locations provided a clear edge over competitors who struggle with connectivity issues.
- **Secure and Efficient Operations:** The private network provided by the Solis hotspot eliminated reliance on public Wi-Fi and customers' Wi-Fi, enhancing data security and reducing security breaches.

*"We are excited to bring SIMO's cloud connectivity solutions to the B2B channel through our partnership with Infinite Wireless to help businesses like Colorado Auto Glass, with an easy to use, secure and reliable cellular Internet connection. This is what motivates us."*  
- Brad Treese , VP Sales & Marketing, SIMO

*"There is a real business need for SIMO's technology. They provide simple and secure LTE solutions to customers, which enables reliable connectivity. Infinite Wireless was able to implement those benefits for Colorado Auto Glass and we look forward to assisting many other businesses."*

*-Tom Shinnars, CEO, Infinite Wireless*

For more information and to get connected, contact Infinite Wireless at: [sales@infinite-wireless.com](mailto:sales@infinite-wireless.com)



infinite wireless