WELL-MONITORED: DIABETES PRODUCT PROVIDER DEPLOYS 100,000 DEVICES IN 18 MONTHS

“Honeywell’s deployment and kitting services are a perfect fit for our business needs. Its experience ensures that we can meet high customer demand for our products.”

Chief Operating Officer
This global healthcare device manufacturer helps people manage chronic conditions, particularly diabetes, using devices that transmit glucose levels and other pertinent information in real time to a network of providers. With the help of Honeywell, the company was able to meet huge customer demand for its new diabetes monitoring device.

The Needs
Quickly fill thousands of pre-release orders for newly approved glucose monitoring device via sponsorship, along with new orders that continued to come in after release
Prepare for the successful deployment of future healthcare devices by establishing a partnership with an experienced managed mobility services provider

The Solution
To address the company’s overwhelming success, it engaged Honeywell to deploy the two-way, cellular-connected handheld blood glucose meter — a device that falls into the growing category of machine-to-machine (M2M) products.

M2M refers to networked devices that communicate without human intervention, often as part of remote monitoring. Honeywell has extensive experience with M2M, and it drew upon its wide-ranging product expertise to deploy 100,000 devices.

The Benefits
• The company has now established an almost immediate and significant foothold in the $250 billion diabetes-management market.
• With the successful launch of its product, the company gains funds for anticipated new products and expansion of services.
• It has established a relationship with a reliable managed mobility services provider that will help the company rapidly deploy new devices in the future.

For more information
www.honeywell.com/enterprisemobility

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