

Illuminating Concepts

Introduction

This case study of Illuminating Concepts is based on a January 2017 survey of MultiTech Systems customers by TechValidate, a 3rd-party research service.



“MultiTech is always responsive to my needs.”

“We use their products in OOD Lighting solutions”

Challenges

- Decided to work with MultiTech for the following reason:
 - Responsiveness to their needs
- Considered the following companies before choosing MultiTech:
 - Craddle Point
 - Sierra Wireless
- Rates the importance of the following factors in regards to its influence in deciding to purchase a MultiTech product:
 - MultiTech’s trustworthy products: extremely important
 - MultiTech’s quality service: extremely important
 - MultiTech’s Certifications: extremely important

Use Case

- Uses the following products:
 - Gateways, routers or modems
- Has been a customer of MultiTech for 3-5 years.

Results

- Experienced the following benefit from working with MultiTech:
 - Responsive expertise
- Completely agrees that MultiTech’s reputation for keeping business connected to assets through innovativeness with technology was a critical factor in choosing MultiTech.

Company Profile

Company:
Illuminating Concepts

Company Size:
Small Business

Industry:
Professional Services

About MultiTech Systems

MultiTech designs, develops and manufactures communications equipment for the industrial Internet of Things – connecting physical assets to business processes to deliver enhanced value.

Learn More:

[Multi-Tech Systems, Inc.](#)