

Marshall Electric

Introduction

This case study of Marshall Electric 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 are making a major investment into a product we have developed and this could not have been done without the MultiTech (MTR-LVW2-B07) modem.”

Challenges

- Decided to work with MultiTech for the following reasons:
 - Responsiveness to their needs
 - Ease to collaborate with
- Considered the following companies before choosing MultiTech:
 - NimbleLink
 - Craddle Point
 - Sierra Wireless
 - Digi International
- 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: important

Use Case

- Uses the following products:
 - Gateways, routers or modems
- Has been a customer of MultiTech for 1-3 years.

Results

- Experienced the following benefits from working with MultiTech:
 - Customizable and flexible service
 - Unrivaled product quality
 - Responsive expertise
 - Access to innovative and cutting edge technology
- 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:
Marshall Electric

Company Size:
Small Business

Industry:
Industrial Manufacturing

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.](#)