



How to use 5G for Business Continuity and Failover



Your Speakers



Phill McSherry
Chief Technology Officer, MobileCorp

Phill has 20+ years' experience in the IT industry and leads the MobileCorp IT Managed Service team. He has been at the forefront of deploying 5G use cases with Australian enterprises over the past 24 months and can speak from real life experience about the benefits and barriers.



Timothy Evans
Cradlepoint Australian Northern Region Lead

Tim leads the Cradlepoint Australian Northern Region Team and has 20+ years of working in and with large Enterprise and Government customers. In the past 18 months he has seen a seismic shift in the way business sees and uses Wireless WAN, moving from just failover to primary WAN and all hybrid types in between.



How Much Does Downtime Cost You?

ENTERPRISE

\$5,600 per minute

\$506,000 per hour

Time to repair:
5 hours

LARGE

\$1,660 per minute

\$100,000 per hour

Time to repair:
5.29 hours

SMB

\$33 per minute

\$2,000 per hour

Time to repair:
6 hours

Three most common causes of downtime



Terrestrial Accidents



Manmade and Natural Disasters



Network Provider Glitches

INADEQUATE BACKUP



The previous failover solution took about 17 seconds to process a credit card transaction – and with up to 5,000 people going through the shop”

NEIL SHARP

Co-Owner, Whangamata Super Liquor

FAILED REDUNDANCY



90% of issues with land-line disruptions are in the last mile, so when your primary land-line goes down, chances are that your secondary land-line - the one you’re using for redundancy will go down too”

COSTANTINI KOUREALS

Systems Administrator, Blinds to Go

UNDEPENDABLE BACKUP



There was no way of monitoring if the backup modem was working. When a store experienced an outage, they would sometimes find the backup network was also down

JEFFERY WESTCOTT

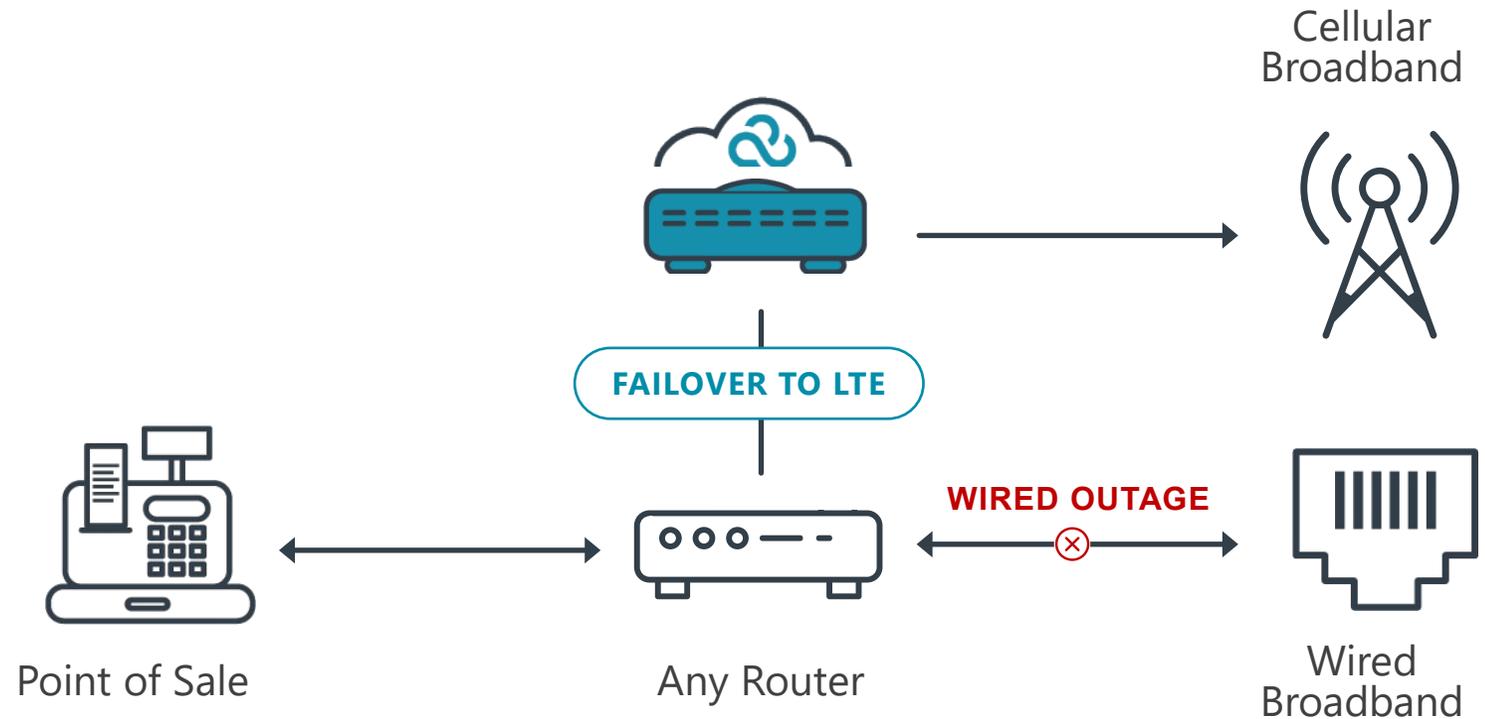
Briscoe Group IT Manager

- 1 Add link diversity
- 2 Ensure dual-carrier connections
- 3 Hardware redundancy
- 4 Construct resilient VPNs
- 5 Accommodate traffic spikes
- 6 Troubleshoot remotely/OOBM

Six Network Edge Continuity and Wireless Failover Strategies

1 Add link diversity

- 2 Ensure dual-carrier connections
- 3 Hardware redundancy
- 4 Construct resilient VPNs
- 5 Accommodate traffic spikes
- 6 Troubleshoot remotely/OOBM



- ① Diverse transport
- ② Sufficient bandwidth
- ③ Monitoring at a glance

1 Add link diversity

2 **Ensure dual-carrier connections**

3 Hardware redundancy

4 Construct resilient VPNs

5 Accommodate traffic spikes

6 Troubleshoot remotely/OOBM

Cellular
Broadband



IN CASE OF
OUTAGE



Cellular
Broadband



- ① Carrier Diversity ② Sufficient bandwidth ③ Carrier performance monitoring

1 Add link diversity

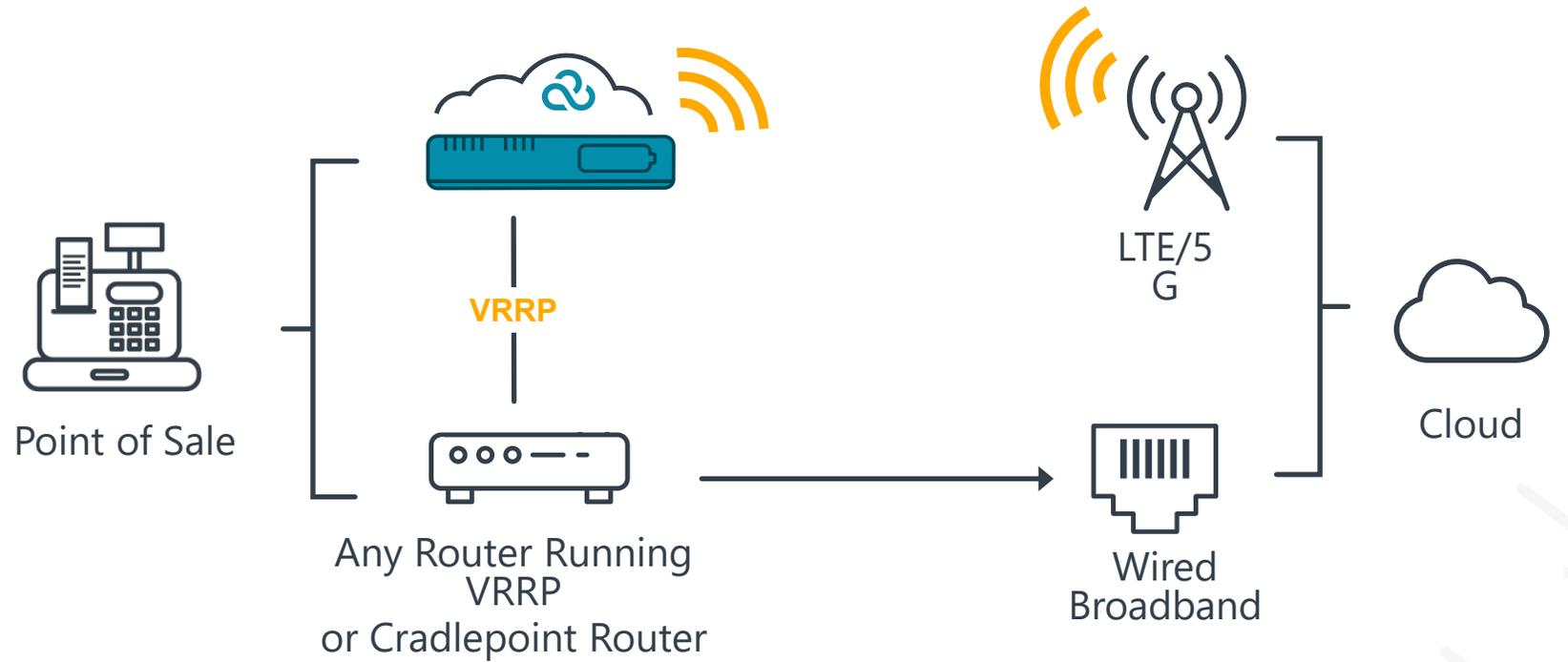
2 Ensure dual-carrier connections

3 Hardware redundancy

4 Construct resilient VPNs

5 Accommodate traffic spikes

6 Troubleshoot remotely/OOBM



① Highly redundant ② Plenty of bandwidth ③ Monitoring at a glance

1 Add link diversity

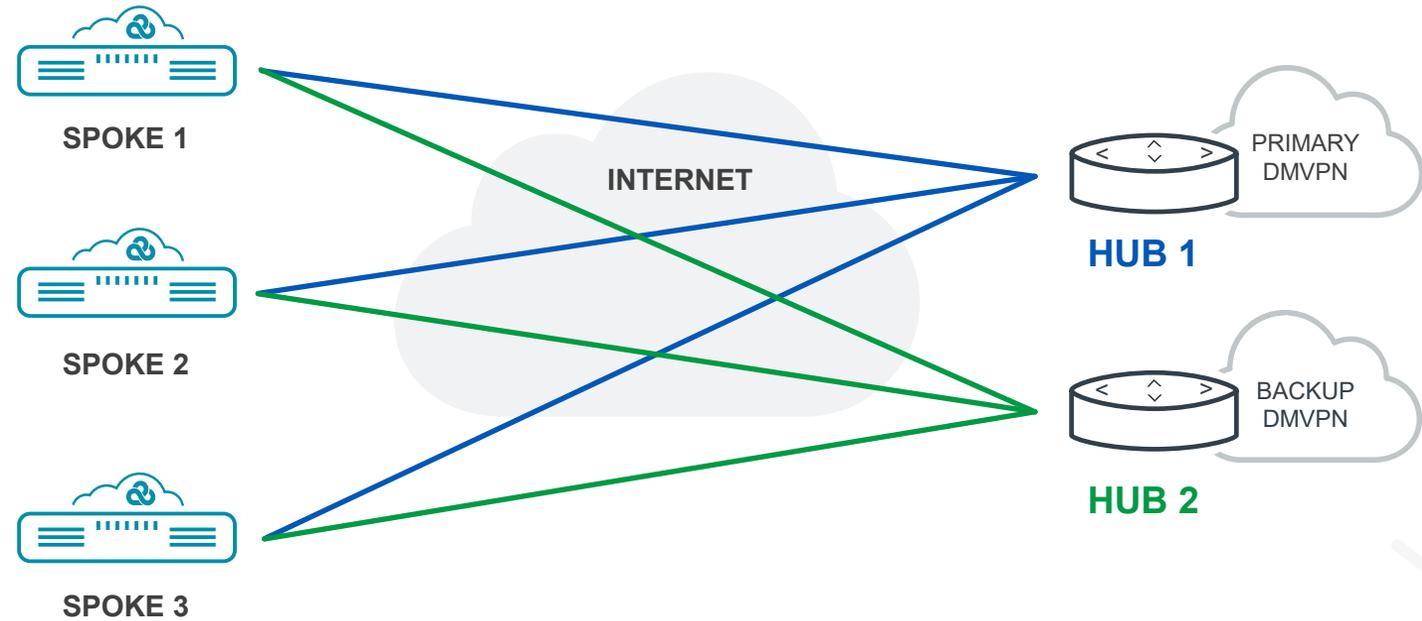
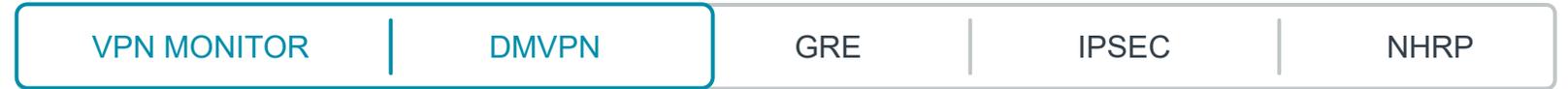
2 Ensure dual-carrier connections

3 Hardware redundancy

4 Construct resilient VPNs

5 Accommodate traffic spikes

6 Troubleshoot remotely/OOBM



① Head end tunnel diversity ② Sufficient bandwidth ③ Monitoring at a glance

1 Add link diversity

2 Ensure dual-carrier connections

3 Hardware redundancy

4 Construct resilient VPNs

5 **Accommodate traffic spikes**

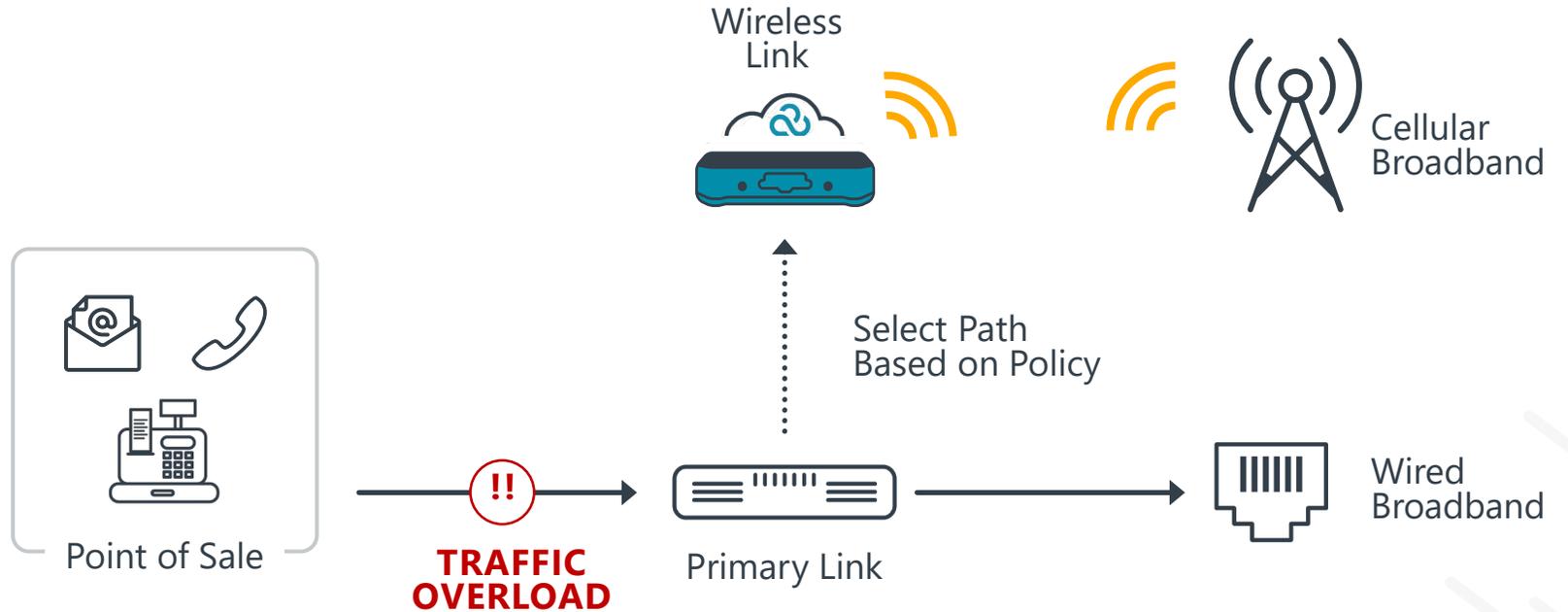
6 Troubleshoot remotely/OOBM

TRAFFIC STEERING BY:

APPLICATION

PERFORMANCE

POLICY



① Diverse transport

② Augments bandwidth

③ Monitoring at a glance

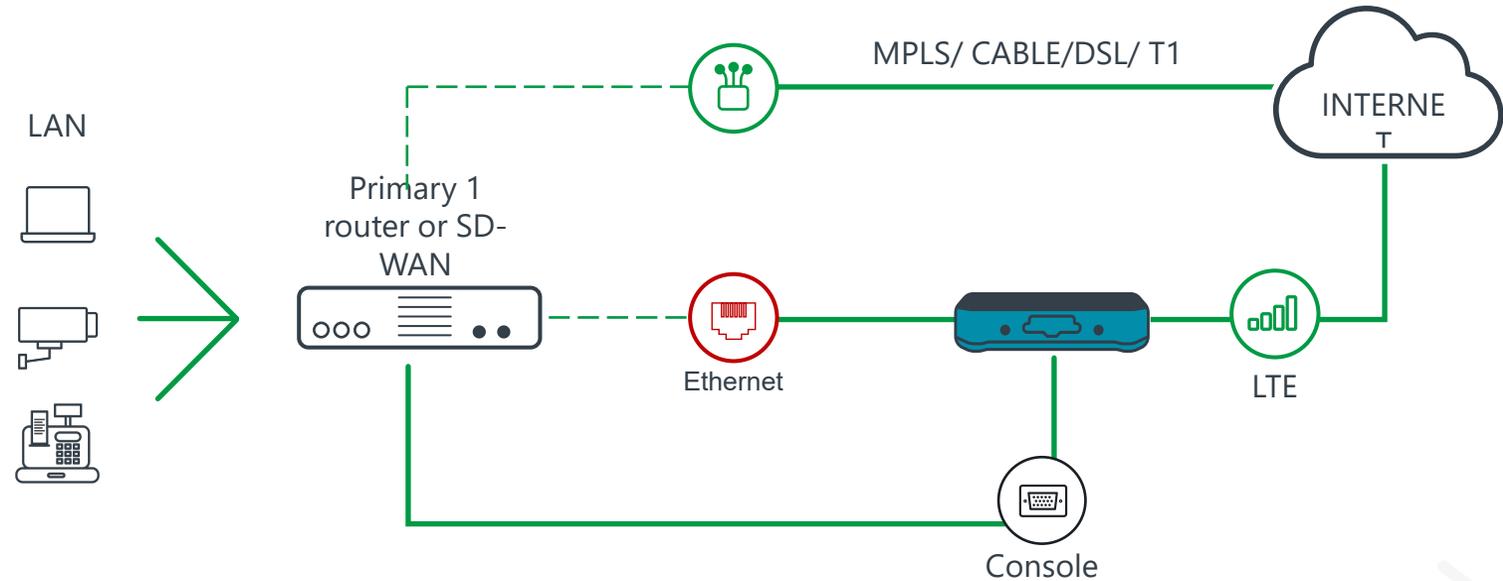
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6 Troubleshoot remotely/OOBM

REMOTE CONNECT

OOBM

LAN MANAGER



Ways to protect you:

- ① Backup WAN
- ② Identify points of vulnerability
- ③ Troubleshoot after disruption

How Is 5G Changing Things?

Currently reaching 75% of Australian population

Much faster performance

Reduced latency

Better network efficiency

Much better agility

Full-edge coverage

Continued security evolution

Cradlepoint W2005 Outdoor Wideband 5G Adapter



**Passthrough Throughput:
2 Gbps**



**Dual Connectivity:
5G Low/Mid-Band
& Cat 20 LTE**



**LAN Connectivity:
2.5 GbE**



**Management:
NetCloud**

Secure Remote Management & Orchestration	●
Adapter Operating Modes (IP Passthrough, IP Passthrough with Inline Failover, NAT, Captive Modem)	●
Traffic Steering & QoS	●
Diagnostics & Troubleshooting	●
Insights, Alerts & Dashboard Analytics	●
Extensibility (SDK, API, third-party integrations)	●
In-Band Remote Management	●
Real-Time Troubleshooting Tools	●
Cellular Health & Modem Data-Usage Dashboards	●
Customized Failover Report	●

Cradlepoint E3000 5G embedded router



Firewall Throughput:
2 Gbps



WAN Connectivity:
5G Low/Mid-Band, Cat 18 LTE, 2.5 GbE



LAN Connectivity:
Wi-Fi 6, GbE, SFP+



Management:
NetCloud

Secure Remote Management & Orchestration	●
Dynamic Routing Protocols, Traffic Steering & QoS	●
Zone-Based Firewall & VPN	●
In-Band & Out-of-Band Management	●
Real-Time Troubleshooting Tools & Diagnostics	●
Insights, Alerts & Dashboard Analytics	●
Modem-Data-Usage Dashboard & Predictive Alerting	●
Location Services	●
Extensibility (SDK, API, third-party integrations)	●
Application-Aware Traffic Steering, QoS, Networking & Firewall	●
Web Filtering & Threat Management	●
Cellular Health, Traffic & Security Dashboards	●
IoT Ecosystem Integration (Microsoft, AWS)	●
Docker Container Support	●

Use Case #1



- 45 sites across coastal NSW, Alpine Lakes, Murray River, Lord Howe Island.
- Locations without access to physical infrastructure, including water's edge, boat ramps, coastal headlands, mobile incident communications vehicle.

"Cradlepoint provides failover connectivity at the edge of the network, providing network redundancy, quality of service to ROIP and TIPT, and continuous monitoring utilising NBN and Telstra private APNs to ensure a robust network for emergency Services."

Use Case #2



Failover for Ticketek network at all of Australia's major stadium venues providing business continuity for venue access technologies.

"Fully managed Cradlepoint edge devices that incorporate SD-WAN with IPsec tunnels and localised firewall. Fully automated with 4G/5G failover."

Use Case #3

Education

Independent school with five campus. Primary link dark fibre. Cradlepoint W2005 Outdoor Adapter with existing Palo Alto router for failover link.



Use Case #4

Construction

Primary link for warehouse build at Kemps Creek, outer Sydney, while waiting on NBN. Subsequently re-purposed to secondary failover link.





Talk to us about a 5G Site Feasibility Survey or POC

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