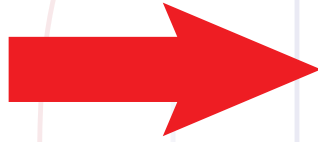# Transitioning from
ANALOG to CELLULAR
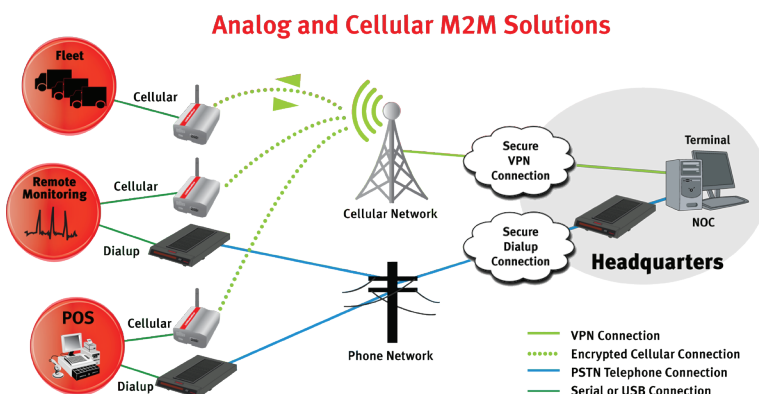
USR843453C
Courier 56K Business Modem

USR3500
Courier M2M 3G Cellular Modem

Many M2M customers are considering making the transition from analog to cellular but may not be sure what that entails. Compare the process and requirements below to see if making the jump to cellular makes sense for your business or your customers.

	Analog	*Cellular*
Requirements	2 Analog Modems 2 Telephone lines	1 Cellular modem 1 Wireless data package
Connection Process-Send	Modem at a remote location dials a pre-determined number and sends data to a second modem (HQ) for a peer-to-peer connection.	Modem at remote location sends data to an IP address through a wireless network.
Connection Process-Receive	Modem at HQ receives and translates the data into packets then sends data over a COM port to a computer.	Data is sent in data packets directly from the modem and arrives at the HQ server or network ready to use.
Application Software	Designed to receive data from a COM port.	Designed to receive data over an IP network.
Security	Dedicated connection with password authentication.	Encrypted wireless connections, VPN tunnels and static IPs available.
Modem Intelligence	Alarm, sensor, device or computer initiates call to HQ. Modem is "dumb" and requires external processing.	"Smart" modem includes functionality to configure alarms, sensors or other connected devices to detect when to initiate call to HQ. No need for additional computer.
Ability to accept/make calls	Always available to accept/make calls. This feature is required for remote management applications.	Normally, inbound connections are not accepted. For remote management, persistent connectivity and a static IP address are required to keep the modem online and ready for an IP session.
Mobility	None - requires land line.	GPS data can be sent through cellular connection.

Analog and Cellular M2M Solutions

Fleet — Cellular
Remote Monitoring — Cellular / Dialup
POS — Cellular / Dialup
Cellular Network
Secure VPN Connection
Secure Dialup Connection
Terminal
NOC
Headquarters
Phone Network

— VPN Connection
···· Encrypted Cellular Connection
— PSTN Telephone Connection
— Serial or USB Connection

Things to know

- Not all systems can support both Analog and Cellular data transfers. Check the current software or system to verify if an update or different configuration is needed.

- If the system is analog only there is an alternative option using "COM port redirector" software to send the data from a COM port to a network port.

- For remote management connections using SMS "shoulder taps" responses are not guaranteed and can encounter unpredictable delays in delivery.

- By using cellular, monthly recurring costs can be greatly reduced meaning a faster ROI and long term cost savings.

For more information please visit www.usr-emea.com/cellular

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