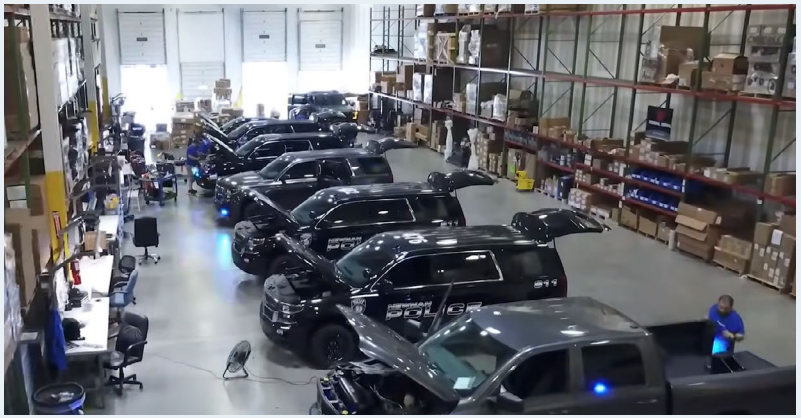
AIRGAIN CASE STUDY

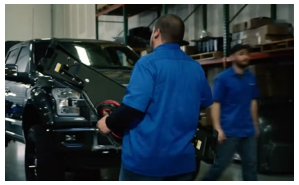
Airgain

Simplifying Vehicle Connectivity: An Installer's Perspective



ProLogic ITS

ProLogic ITS provides IT products, services, and technology solutions with more than 14 years of experience serving government, education, business, and healthcare organizations. Headquartered in Acworth, Georgia, ProLogic specializes in end-to-end deployments and professional vehicle upfitting for law enforcement, fire, EMS, and fleet operators.



When it comes to vehicle installations, simplicity matters. We sat down with **Dylan Moore, Fleet Field Services Manager at ProLogic ITS**, an experienced vehicle upfitter with more than 15 years in the field and several years focused on mobile fleet deployments. His perspective reflects recent real-world experience installing AC-Fleet and highlights why many fleets are moving away from traditional multi-component setups toward more integrated solutions like AC-Fleet.

> *"What stood out most about AC-Fleet was that it's an all-in-one package."*

The Reality of Traditional Installs

Most vehicle connectivity installs still follow the same model. A roof-mounted antenna. A pizza-boxed sized router mounted somewhere difficult inside the vehicle. Dozens of RF cables connecting the two.

The process works, but it introduces complexity at every step.

As Dylan described it, a typical install involves dropping the headliner, drilling into the roof, mounting the antenna, and then pulling the “entire vehicle” apart to run up to a dozen RF cables down to the router location.

From there, installers still need to:

- Find a suitable space inside the vehicle for the router
- Source power, ignition, and ground connections
- Secure and manage multiple cable connections

All of this results in more time and variability. According to Dylan, traditional installations often take **60-to-90 minutes per vehicle**. Across a fleet, that time adds up quickly.

Typical router-and-antenna install

- 2 separate devices
- Up to 12 RF cables (Cellular, Wi-Fi, GNSS)
- Interior router mounting
- Multiple failure points
- 60–90 minutes per vehicle

How AC-Fleet Changes the Install

AC-Fleet takes a very different, yet simpler approach. Antennas, the cellular gateway, Wi-Fi, and Ethernet connectivity are combined into a single, roof-mounted unit.

The installation process becomes much simpler.

You drill one hole in the roof, mount the unit, and connect 3-4 cables: power, ground, ignition, and optional Ethernet. There's no internal router to mount, no RF cables to route through the vehicle, and no antenna connectors to manage.

What this removes from the installation:

- Searching for interior router mounting locations
- Running numerous RF antenna cables
- Managing connections between separate components

The result is a faster, cleaner and more repeatable install.

> *"Finding a place to mount the router is one of the biggest headaches in a traditional install. AC-Fleet alleviates that entirely."*

Time Saved Becomes Cost Saved

Reducing install time has a direct impact on cost.

Traditional installs typically take **60 to 90 minutes**. Dylan found that the AC-Fleet can be installed in **30 to 45 minutes**, nearly cutting install time in half.

Fewer labor hours mean lower installation costs for customers. A wiring kit for extending power, ground and ignition is also available for AC-Fleet. This reduces material sourcing and helps make installs more consistent in the field.

For fleets deploying connectivity across dozens or hundreds of vehicles, those savings scale quickly.

Install Time: AC-Fleet vs. Traditional Router + Antenna

- Traditional router + antenna: **60–90 minutes**
- AC-Fleet: **30–45 minutes**

Designed to Reduce Failures Over Time

Installation is only part of the story. Long-term reliability matters just as much.

With traditional router-and-antenna systems, RF connectors are a common failure point. Over-tightening, vibration, or accidental damage can cause failures that require vehicles to return for service. In many cases, antennas need to be replaced entirely.

AC-Fleet eliminates those failure points.

There are no antenna leads connecting to a router. Everything is integrated into one unit. The only external connection is Ethernet, routed through the headliner, which is simpler and easier to service if needed.

> *"As far as future maintenance goes, you really wouldn't have much to do with AC-Fleet"*

In Dylan's experience, traditional setups across mid-sized and large fleets often require at least one repair visit per month. Those visits can take vehicles out of service for a few hours or even an entire day, depending on the issue. AC-Fleet's integrated design significantly reduces those interruptions.

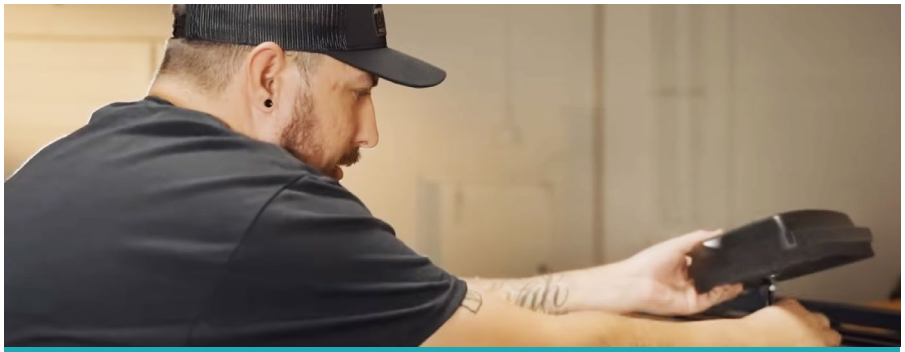
Long-Term Impact

Over time, AC-Fleet helps reduce

- Service calls
- Vehicle downtime
- Maintenance labor
- Hardware replacements

An Installer's Perspective

After working through multiple AC-Fleet installations, Dylan's recommendation is straightforward. AC-Fleet simplifies the install. It reduces failure points. And it keeps vehicles in service. From an installer's perspective, it's a more practical way to deploy vehicle connectivity.



> *"Make the switch, I don't know why anyone wouldn't want to go this route"*

Simplify Your Deployment

AC-Fleet removes the complexity that has defined vehicle connectivity installs for years. One integrated unit leads to faster deployments, lower costs, fewer service calls, and more reliable connectivity over time.

Whether supporting public safety fleets, transportation and logistics, school buses, or field services, AC-Fleet delivers dependable connectivity without the installation burden and complexity.

About Airgain

Airgain delivers ruggedized, integrated wireless connectivity solutions—combining 5G, Wi-Fi, GPS, and high-performance antennas—to simplify deployments for fleets, field operations, and mission-critical infrastructure.

Learn more at **airgain.com**.

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