

## Partner cheat sheet

# 3G sunset and 5G upgrade with Cradlepoint

## 1. Understanding the 3G Sunset

### What is the 3G sunset?

Australian cellular carriers are phasing out their 3G networks to allocate spectrum for improved LTE and 5G coverage.

### What is the opportunity?

Contact your existing customers and prospects and educate them on the 3G Sunset to uncover new Cradlepoint opportunities to replace with a more effective 5G router.

### Key carrier sunset dates in Australia

Telstra: June 2024

Optus: September 2024

Vodafone (TPG): Closed December 2023

Please note: the above timelines are based on previous communication by key carriers and may be subject to change.

## 2. Impact on Cradlepoint endpoints

### 3G-only modems

Endpoints with 3G-only modems will become inoperable after the 3G network sunset.

### 3G/LTE, LTE only, or 3G/LTE/5G modems:

These endpoints can still attach to cellular networks post-3G sunset.

Some may require firmware upgrades for proper operation on remaining LTE networks.

## 3. Transition to 5G with Cradlepoint

### Upgrade path

Clear upgrade path: 4G or 5G solutions.  
Cradlepoint has a 5G endpoint device for your IoT, Branch and Vehicle mobility customers enabling seamless access to 5G services.

### Benefits of cloud-managed routers with advanced cellular

- Improved operations.
- Enhanced coverage and performance.
- Future-proofing for 5G.

### High-performance 5G

5G routers provide higher-bandwidth needs enabling an organisation to utilise new applications and technologies that require faster download and upload speeds. New 5G technology features also support Application Quality of Service at the cellular layer and Network Slicing to prioritise 5G Usage bandwidth (when enabled by the carrier).

### Centralised management that streamline rollouts

Companies can easily replace a large amount of 3G routers either all at once or in phases through a single-pane-of-glass cloud platform through Cradlepoint NetCloud Manager. NetCloud Manager includes zero touch deployment features and intuitive configuration tools that greatly expedite 4G and 5G router rollouts.

### Comprehensive network security

Security in Cradlepoint hardware:

- Penetration Testing: Cradlepoint hardware and NCOS are regularly tested to quickly identify and remediate vulnerabilities.
- Secure Storage of NCOS User Passwords.
- Secure by Design default configuration:
  - Unique default passwords for every device.
  - Stateful zone-based firewall with default deny for all unsolicited inbound traffic.
  - Remote administration, GPS, and UPnP disabled by default.
  - Ban-IP Address enabled by default, which temporarily blocks IP addresses after five failed login attempts into NCOS.
- Signed NCOS Upgrades.

NetCloud Manager provides user configurable security options including:

- Force Multi-Factor Authentication (MFA).
- Federated ID/Single-Sign-On:
- Enhanced Security Login.
- Granular User Permissions.
- Alerts.

Enterprise-grade routers that integrate with cloud security services give IT teams the control they need to seamlessly and securely add IoT into existing network frameworks.

## 4. Remediation actions:

### Check your customers router model:

If customers are using a 3G router suggest Cradlepoint 5G routers which meet their current and future needs.

### What if endpoints are not remediated?

Endpoints directly impacted by 3G sunset may lose cellular connectivity.

Update your customers and ensure they take action to avoid disruptions. Remote or cloud access to remediate devices will no longer be a viable option post-3G sunset event.