kajeet®

API Alliance: Building Connected Products Faster, Smarter, and at Global Scale

At a glance

Partner: API Alliance (Fort Wayne, IN)

Industry: Electronics design & manufacturing, IoT enablement

Flagship Platform: SKYe-OT™ — secure, intelligent device management, SMS and data platform

Kajeet® Solutions:
→ Managed, multi-carrier cellular connectivity
→ Sentinel® platform for SIM management
→ Global eSIM/SIM coverage

API ALLIANCE
"Partners in Design and Production"

HGAutomation

Visit the API Alliance website to learn more

The story

API Alliance, headquartered in Fort Wayne, Indiana, has helped original equipment manufacturers (OEMs) turn ideas into connected products since 1994. The company offers a full array of services including hardware/software engineering and project management, as well as SKYe-OT™ – a complete platform that provides the most secure, intelligent, and adaptable solutions for organizations looking to manage their connected devices and data.

Why Kajeet: Selecting the Right Network Strategy

Kajeet stood out by pairing secure, scalable, cost-effective connectivity with carrier-agnostic coverage, so SKYe–OT™ customers could connect virtually anywhere without worrying about lock-in to a specific provider. That let API Alliance present a complete solution: its team could manage design and device intelligence while Kajeet delivered the managed SIMs, security, and fleet control that make remote monitoring possible — a true partnership that brings value without added complexity.

"We believe we offer a valuable end-to-end solution with Kajeet that moves beyond hardware — empowering customers with actionable insights and reliable connections," shares Matt Gigli, Sales and Business Development Associate at API Alliance.
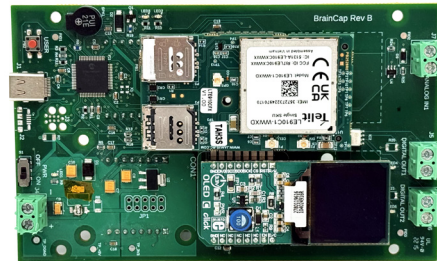
"With our two companies paired up and working together, we can give that full start-to-end solution to someone"

MATT GIGLI
SALES & BUSINESS DEVELOPMENT ASSOCIATE, API ALLIANCE

What Stood Between Devices & Data

As its SKYe–OT™ platform gained traction, API Alliance needed secure, reliable, and scalable cellular connectivity that would work wherever customers deployed equipment — from U.S. factory floors to overseas assembly lines. Cost-effective deployment mattered, too, as customers scaled from pilots to fleets.

Kajeet became the natural fit: a managed, multi-carrier partner that simplifies the connectivity piece while API Alliance focuses on hardware, integration, and intelligence. Together, they provide an end-to-end solution in which Kajeet ensures devices connect safely and reliably in the field while API Alliance's SKYe–OT™ platform provides a circuit board that embeds/connects to new and/or legacy equipment. This solution allows Kajeet SIM cards to drive insights and operational efficiency to fielded products.

The Solution: An End-to-End Path to Connectivity

Day to day, API Alliance uses Kajeet's Sentinel platform to activate SIMs, monitor data usage, apply points, and keep each solution up and running. API Alliance customers view device status through SKYe–OT™ while Kajeet's managed connectivity keeps the solution secure and dependable. This division of labor creates a turnkey, end-to-end operating model that's easy to scale.

Outcomes that Matter

Since partnering with Kajeet, API Alliance has expanded its impact by ensuring low-cost, dependable data transmission and by making it easier for clients to scale nationwide. One office leased equipment client now manages thousands of units through a centralized SKYe-OT™ dashboard, with Kajeet providing seamless connectivity even where Wi-Fi is limited.

When competition arose, Kajeet collaborated on pricing and equipped API Alliance with selling points and objection handling, helping protect and grow the account.

"Partnering with Kajeet has had a direct, positive impact on our business," Gigli shares.

Some of the key benefits API Alliance has experienced working with Kajeet include:

→ **Reduced downtime** and **simplified deployments** through fast support and proactive monitoring tools.

→ **Protected wins** and unlocking **new business** with competitive pricing support and sales enablement materials.

→ **Scaled** from pilot lines **to hundreds of devices** managed in one dashboard, even in low-Wi-Fi environments.

→ Delivered a high-value, low-barrier entry point to connected equipment via **flexible data plans and reliable SIM technology**.

→ **True partnership and support** – quick response time, timely shipments, and effective SIM card/data usage monitoring differentiate the Kajeet team.

The Connectivity Vision for 2026 & Beyond

Looking ahead to 2026 and beyond, API Alliance plans to further embed SKYe-OT™ into core offerings and workflows, redesigning boards to highlight alerts, remote diagnostics, and controls — with seamless, secure field access that makes the platform a central enabler of intelligent remote operations. It is a vision they plan to achieve together with Kajeet.

"Kajeet is more than a connectivity provider... if you are looking for a partner that truly invests in your success, Kajeet is the right choice."

To learn more about API Alliance's SKYe-OT™ Solution, visit us here.

Contact us today at Kajeet.com or call 877-3KAJEET to schedule a free demo.