



**commsCLOUD**  
Global IoT Connectivity Made Simple.

**BHL Group**  
**Strengthens Cargo**  
**Security and Driver Safety**  
with floLIVE  
and CommsCloud



## The Background

BHL Group, a leading Zambian logistics company, operates a fleet of over 600 long-haul trucks across Southern Africa, including Zambia, DRC, Namibia, Botswana, Zimbabwe, and South Africa.

Specializing in the transport of high-value mining minerals such as copper, cobalt, zinc, and nickel, BHL faces unique challenges from cross-border logistics to extreme security risks like theft and hijacking.

To maintain operational visibility across this vast and volatile region, BHL built a 24/7 in-house control center and deployed AI-powered dashcams across its fleet. Initially introduced to improve driver behavior and safety, the cameras quickly became vital for cargo protection and real-time situational awareness. They allow BHL to monitor the driver, road, and trailer simultaneously, identify incidents as they occur, and support post-event analysis and insurance investigations.

However, inconsistent network coverage and high satellite costs made reliable real-time data challenging until BHL partnered with CommsCloud and floLIVE.

## Business Impact by Numbers



**30% Reduction in satellite data costs**  
After cellular migration



**1 SKU, 1 CMP, and 1 integration**  
Instead of managing 5 different providers



**24/7 real-time visibility**  
Across all fleet assets

## THE CHALLENGE

# Reliable Connectivity for Critical Security

BHL's control center depends on constant visibility to track driver behavior and cargo safety. Each truck carries high-value minerals, often traveling in high-risk environments where continuous monitoring is essential. Despite robust physical security and escort protocols, the company still faced major operational challenges:

- Limited network coverage

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Local mobile operators provided inconsistent connectivity, particularly in remote regions of Zambia and Namibia.

- Complex network management

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The company relied on **five different MNOs and roaming providers**, each with separate billing, SIM profiles, and regional restrictions.

- Lack of real-time visibility

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Coverage gaps reduced control room awareness during critical transit moments.

- High satellite costs

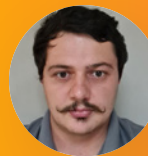
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Satellite data created unsustainable operating costs for the business.

- Border-crossing complexity

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Telematics units with dual SIMs often failed to automatically switch between networks when crossing borders.



“We carry high-value cargo that’s constantly at risk. We can’t afford even a few minutes of lost visibility. With CommsCloud and floLIVE, we finally have uptime we can trust.”

**Emile Cloete**, IT Manager, BHL Haulage

# Goals for the Partnership



## Cross-Border Connectivity

BHL needed a single connectivity solution that would seamlessly cover operations across six countries, without manual SIM switching or local operator management.



## Real-Time Security and Risk Management

Constant video and AI data were essential for monitoring driver fatigue, hijack attempts, and cargo integrity. The control room required immediate alerts for drowsy driving, seatbelt violations, or unauthorized stops.



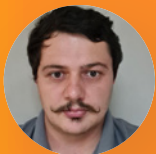
## Cost Reduction and Data Optimization

Satellite data was prohibitively expensive. BHL sought a cellular solution with multi-network redundancy that could lower operational costs while maintaining reliability.



## Simplified IoT Management

Managing connectivity across five different network providers was complex and time-consuming. The goal was to consolidate everything under one centralized IoT management platform with real-time SIM visibility, unified billing, and streamlined support.



**Emile Cloete,**  
IT Manager,  
BHL Haulage

“Our biggest goal was reliability. We needed one solution that could keep every truck connected, across every border, without worrying about which network was working that day.”

## THE SOLUTION

Working with CommsCloud and floLIVE, BHL deployed a multi-IMSI cellular connectivity solution that replaced its fragmented network approach with one globally managed platform.

This unified system ensures seamless cross-border coverage, multi-network redundancy, and centralized visibility for both telematics and dashcam data.



## THE RESULTS

# Reliable, Secure, and Cost-Effective Operations

- Seamless Cross-Border Coverage

From Zambia to Namibia and beyond, trucks now stay connected through **floLIVE's borderless IoT infrastructure**, with no more SIM switching or downtime.

- 30% Reduction in Satellite Costs

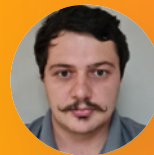
With dependable cellular coverage, satellite usage has dropped dramatically, saving **thousands of dollars monthly** while maintaining 24/7 visibility.

- Enhanced Driver and Cargo Safety

AI-enabled dashcams now deliver **real-time behavioral and security alerts**, helping prevent accidents, improve training, and secure cargo in high-risk zones.

- Simplified Fleet Management

One platform. One connectivity provider. One bill. BHL consolidated from **five previous telecom providers** into a **single connectivity ecosystem**, improving operations, finance, and support response time.



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**Emile Cloete**, IT Manager, BHL Haulage



## About floLIVE

floLIVE delivers IoT connectivity through a global network purpose-built for intelligent IoT: seamless, secure, adaptive, and compliant.

Powered by distributed core networks and more than 40 local points of presence, floLIVE enables low-latency performance, built-in redundancy, and end-to-end security designed to support national and regional compliance requirements. floLIVE's platform simplifies global IoT operations through multi-IMSI SIM and eSIM capabilities, enabling single SIM and single SKU deployment models with centralized visibility and control.

Trusted by leading global brands and connectivity partners, floLIVE empowers partners to thrive by simplifying global IoT operations and delivering measurable business impact.

## Let's connect

**Get in touch to discuss how we can meet your IoT requirements. We're sure to surprise you**



## About Commscloud

Commscloud is a South African firm that provides innovative solutions to African organizations, streamlining the management of connectivity.

We aim to simplify the management process by offering quality and up-to-date solutions that connect people, workplaces, and things. Our vendor-agnostic team focuses on delivering fit-for-purpose, cost-effective solutions aligned with our clients' needs.

With over 12 years of experience in ICT & IoT optimization and SIM management, we ensure global connectivity everywhere. Our track record of success, saving clients an average of 30% on monthly costs, speaks to our commitment to building long-term partnerships and staying ahead of industry disruptions.

