

# Delivering connectivity at scale for high-volume service environments



## The Challenge

### Balancing requirements, compatibility, and availability at scale

An automotive service provider operating across multiple locations needed a cost-effective and reliable way to charge tablets used in vehicle service bays, where space constraints and environmental features create frustration. The customer needed right-angle connectors in longer cable lengths that are not commonly available and assurance that the solution would work with their existing devices.

## The Solution

### Specialized product recommendations through a trusted partner

Working through a reseller partner, StarTech supported the customer by identifying compatible USB-C cables with unique right-angle connectors that met both technical and pricing requirements. The team provided guidance based on the customer's environment aligning product selection with both operational needs and cost targets. StarTech was able to support the customers' transition to a more efficient and practical solution without disrupting existing workflows.

## The Result

### A reliable product supply for improved deployments and operations

The customer achieved a more cost-effective charging solution while maintaining compatibility with their existing devices and meeting the demands of their service environment. Access to a reliable, high-volume supply enabled smoother deployment across locations, while improved pricing helped reduce overall costs. This resulted in a solution that better aligned with both operational and financial goals.

### Key Product:

6in (15cm) Right-Angled USB-A to USB-C Fast Charging Cable

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We helped identify a cable configuration tailored to the customer's needs at the volume and price point they required, making it easier to support their operations at scale.



**Cristian Vergara**  
Solutions Engineer



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