



# From Complexity to Growth: How Kelios Launched a New Managed Services Business with Edgility

*A success story of delivering simplified, secure, and scalable connectivity across Latin America.*

 **KELIOS**  
partnered  
with **BATM**  
Networks

BATM Networks is a global leader in next-generation networking and cybersecurity solutions, with more than 50 years of innovation and listed on the London Stock Exchange. Through Edgility FlexConnect platform, BATM Networks enables partners worldwide to build scalable, profitable managed services businesses.

Kelios, headquartered in Miami FL with presence in Mexico, Panama, Colombia, Peru and Venezuela is one of Latin America's fastest-growing managed IT services providers. With expertise across finance, retail, healthcare, and logistics, Kelios focuses on simplifying enterprise technology for organizations that lack in-house IT teams, while ensuring secure, enterprise-grade connectivity and performance.

At Andicom 2025, Kelios and BATM Networks announced the launch of K-ONE in Colombia, a fully managed connectivity and security solution designed to transform how small and mid-sized enterprises manage their digital infrastructure.

# The Challenge:

## Networks too Complex to Scale Profitably

Kelios' enterprise customers were struggling with:

- **Fragmented Infrastructure:** Firewalls, VPNs, SD-WAN, and UTM from multiple vendors created inefficiency and security gaps.
- **High Costs of Ownership:** Maintaining several systems increased OPEX, making advanced networking unaffordable for many mid-sized companies.
- **Downtime & Security Risks:** Lack of centralized monitoring left businesses exposed and disrupted by frequent outages.
- **Slow Expansion:** Rolling out new branches took weeks or months, limiting growth opportunities.
- **Resource-Intensive IT Operations:** Ensuring secure and reliable connectivity required a dedicated IT team for ongoing support and maintenance. Without this, companies were forced to lease costly dedicated infrastructure from telecom providers, driving up operational expenses.

# The Solution:

## K-ONE, a "Smartphone for the Enterprise"

To transform this challenge into opportunity, Kelios partnered with **BATM Networks** to develop **K-ONE**, powered by **Edgility FlexConnect**.

### Key Capabilities

- ✓ **Fixed + Mobile Connectivity:** Support for 4G and 5G, with redundancy and load balancing.
- ✓ **ISP-Agnostic:** Works with Claro, Tigo, Movistar, satellite, or any local provider.
- ✓ **Plug & Play Simplicity:** Ready to use "out of the box," requiring only power and a basic internet connection.
- ✓ **Integrated Security:** Firewall, UTM, and advanced cybersecurity built-in, without extra solutions.
- ✓ **Centralized Orchestration:** Automated provisioning and 24/7 monitoring from Kelios' Global NOC/SOC.
- ✓ **Service Integration:** Supports PBX, POS systems, and video surveillance on a single managed platform.

**EDGiLiTY**

**FlexConnect**

**K-ONE**

K-ONE integrates what once required a full IT rack into a **single device**, combining router, firewall, switch, PBX, and more, described by Kelios' CEO Javier Rey, as a "smartphone for the enterprise world."



# With K-ONE

Enterprises get high availability, cost savings, and enterprise-grade security, while Kelios gains a new subscription-based managed services business model.

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*The Kelios K-ONE solution has been a game-changer for our business. We can now provide our distributed locations with enterprise-grade connectivity and security, without management headaches. It's a win-win for us and our customers.*

Javier Rey, CEO, Kelios

## The Results:

# Simplicity for Customers, Growth for K-ONE

### For Customers

**Up to 35%**

Up to 30–35% cost reduction compared to traditional dedicated connectivity models.

**92%**

Fewer downtime incidents, ensuring stronger business continuity.

**80%**

Faster branch deployments, enabling scaling in days instead of weeks.

**24/7**

Enterprise-grade security and compliance, monitored 24/7.

### For Kelios

**28%**

YoY growth in managed services revenue, with K-ONE as the main driver.

**5%**

Targeting 5% share by unlocking mid-market access in Colombia within 24 months.

**One**

Positioning as one of the first regional providers to offer fully managed SD-WAN + security.

## Why this Case Matters for Partners

K-ONE's journey shows how Edgility helps partners turn complexity into opportunity. By delivering secure, all-in-one connectivity as a service, they built new recurring revenues and entered new markets. With BATM Networks' co-branding and event support, partners can scale faster, stand out, and grow with confidence.

### Ready to build your own success story?

Join the BATM Partner Program and transform customer challenges into profitable opportunities.