iBASIS
POWERED BY TOFANE

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# CUSTOMER FIRST

24 - 26 SEPTEMBER, 2019 | CASCAIS, PORTUGAL

DAY 2, TOMORROW'S HERE

10:00 – 10:30, WEDNESDAY, SEPT 25

# New Revenues from Global IoT

How can globalized IoT bring new wholesale revenues to MNOs?

Ajay Joseph

CTO and IoT Head, iBASIS

# Ajay Joseph

CTO and IoT Head, iBASIS

# Device Manufacturers and IoT Service Providers (IoTSPs) need to deliver their products and services globally

## PAIN POINTS

- Negotiating and managing connectivity plans with multiple MNOs in each region is a monumental task and not a core competency
- Flexibility in controlling their thing data

# An eSIM is a remotely programmable embedded or “electronic” SIM

The eSIM is most often in the form of an integrated circuit chip soldered into the device circuit board.

eSIMs are also offered in traditional Removable SIM packages supporting Remote Provisioning like the micro and nano formats you would find in your smartphone.

Standardized by the GSM Association

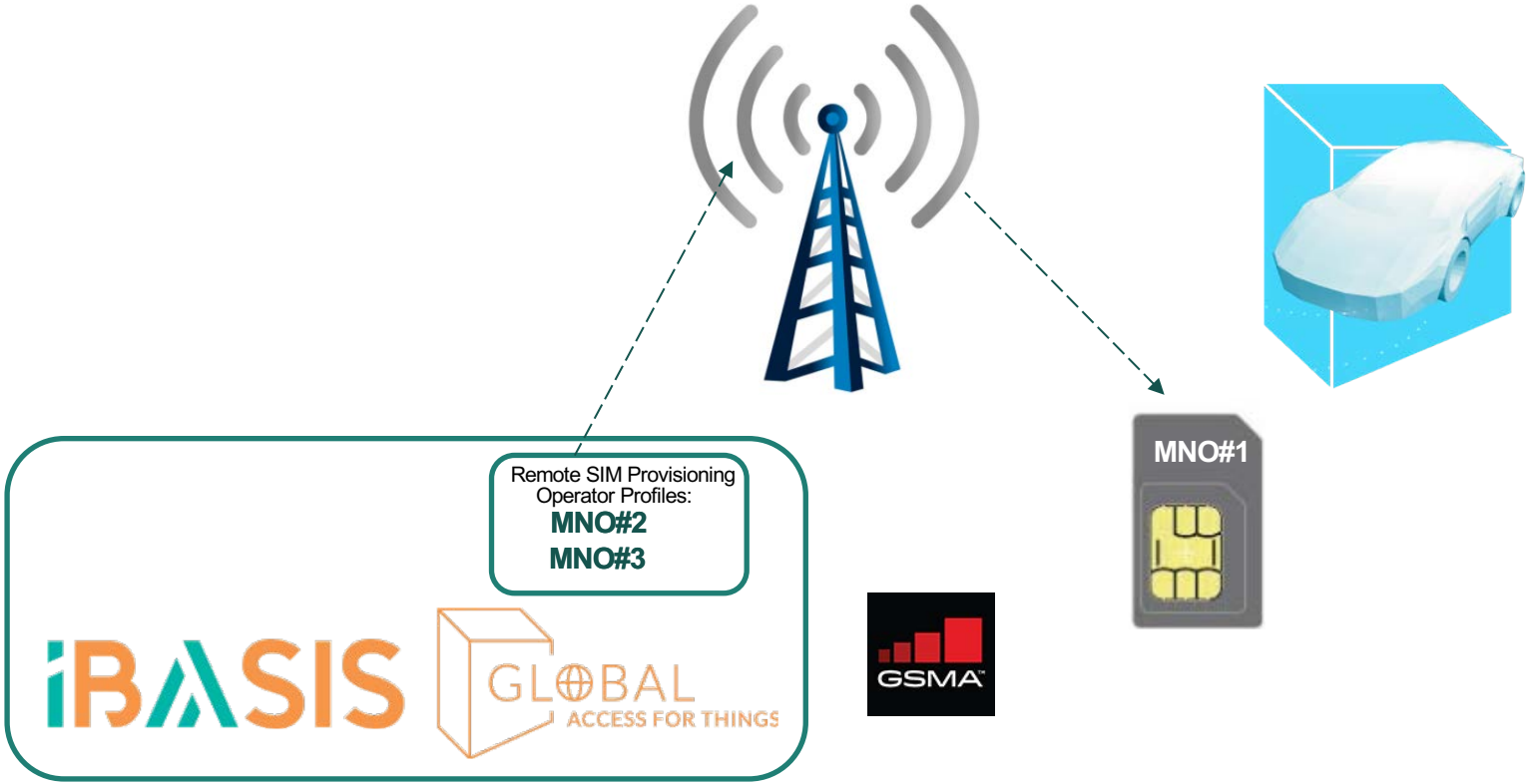
**One stop shop for global mobile access for your "Things" with control over your thing data!**

## GSMA Standards Based

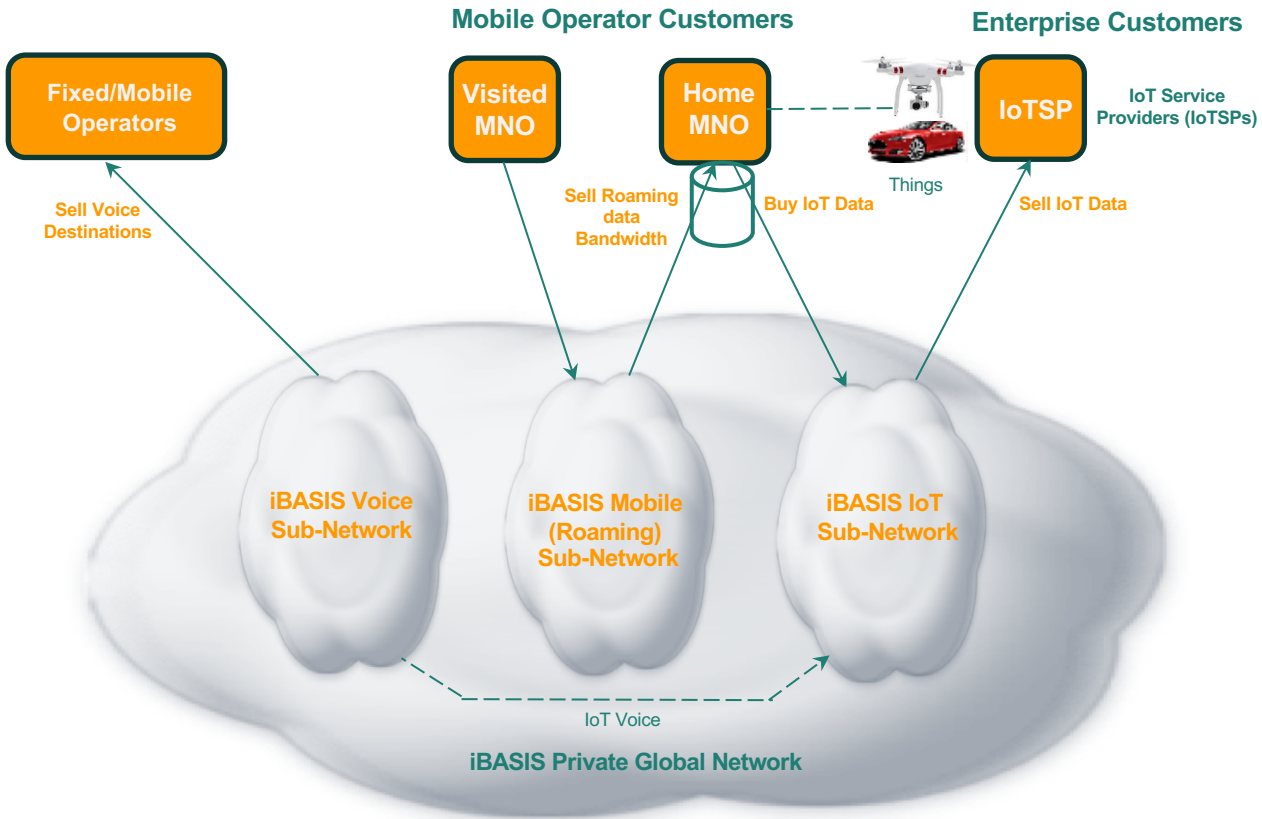
iBASIS GLOBAL ACCESS FOR THINGS

- eSIM with Local or Roaming Access
- Data Path Selection
- LPWA: LTE-M, NB-IoT 4G LTE
- eSIM/eUICC OTA Programmable
- Mobile Network Selection Logic
- "Thing Data" Control
- Over 700 Mobile Networks Worldwide
- Analytics
- Over 190 Countries

# HOW DOES REMOTE SIM PROVISIONING WITH eSIM WORK?



# BUILDING A MUTUALLY BENEFICIAL ECOSYSTEM



## Global eSIM for Travelers

Focused on connecting travelers with world-wide MiFi

Uros launches phones anti bill-shock roaming solution

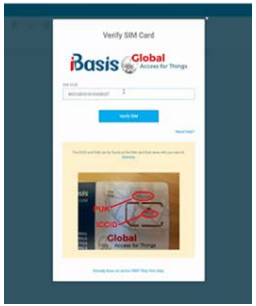
at MWC 2017

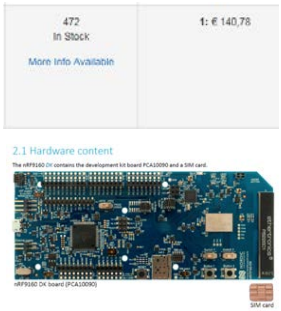
## eSIMs for Maritime, Energy, Ocean Cleaning

## Global connectivity to expand access into Africa and strengthen network coverage

# Nordic Semiconductor, Top 2 European Market Leader in Bluetooth

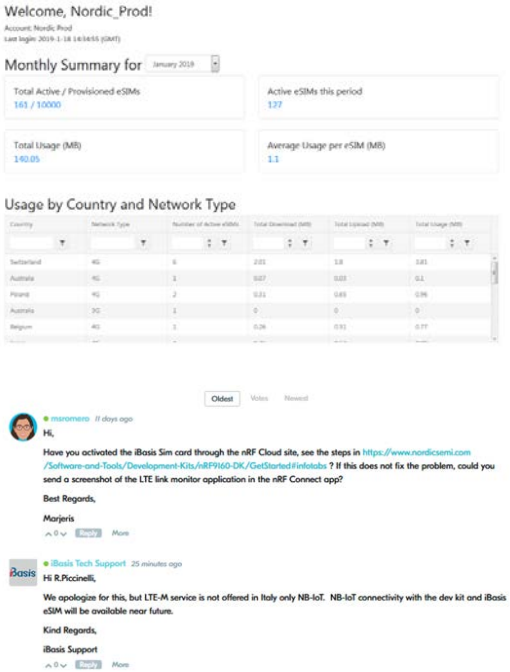
Driving developments -nRF91




New Nordic powered products

| Xiaomi 70mai Tire pressure | Estimote LTE Beacon | Polar 'Vantage M' and 'Vantage V' | IntSpo Asset tracking | Acuity Brands Professional light control |
|---|---|---|---|---|
| Automotive | Asset Tracking | Wearables | Asset tracking | Lighting |
| nRF51 | nRF52 | nRF52 | nRF52 | nRF52 |



# THANK YOU