On-Demand Provisioning Service

M2M Forum
Milan, 20th May 2014

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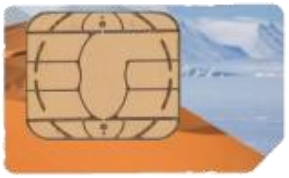
On-Demand Connectivity

Embedded MIM to meet all M2M device requirements



M2M Devices

- Industrial-grade quality
- Rugged hardware design
- Encapsulated or sealed
- Factory line assembling
- Factory quality testing

Embedded MIM

Embedded SIM
= hardly accessible SIM (UICC) integrated in the M2M device

with dedicated M2M features
➔ M2M-grade plug-in MIM
➔ M2M-grade soldered quad MIM

How to solve the subscription deployment issue

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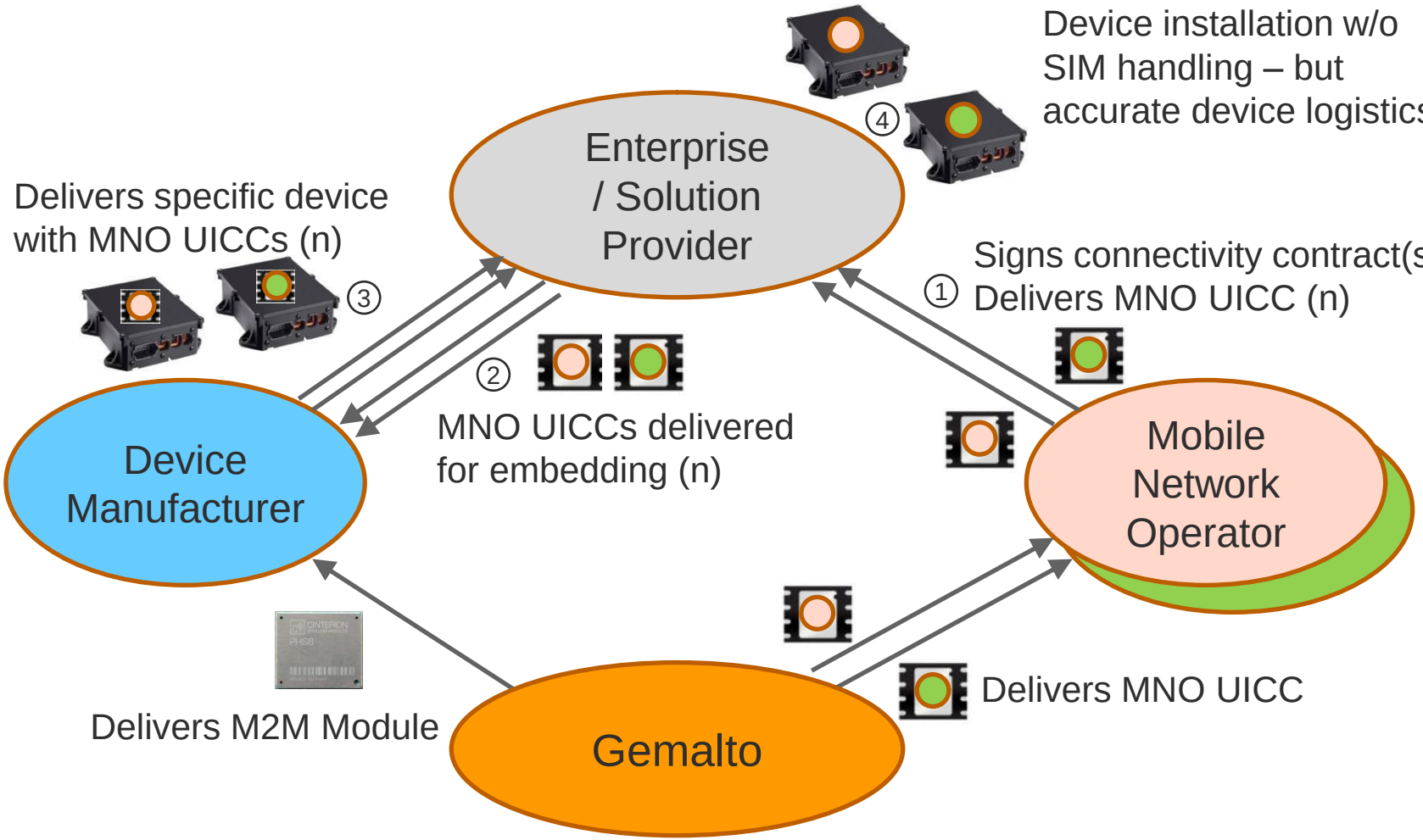
Current situation and limitations



Device manufacturing and delivery part is full linked to one specific customer project → MNO and SP dependent production and logistic

How to solve the subscription deployment issue

On-Demand Provisioning Service

T-Mobile

telenor

kpn

NTT docomo

at&t

orange

SingTel

Telefónica

ROGERS WIRELESS

TeliaSonera

Examples of potential supporters of OPS

gemalto

On-Demand Connectivity

Enables instant data connectivity on first use of a device

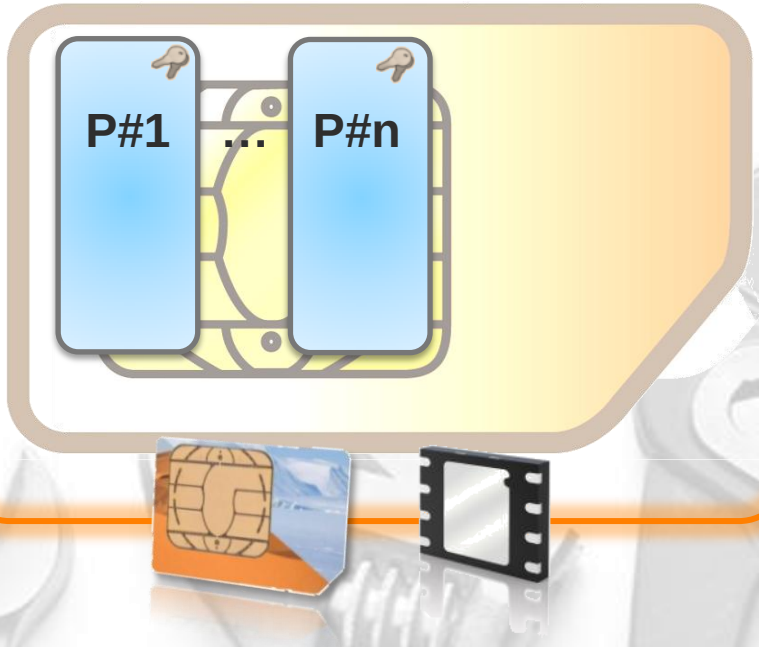
+

Provides flexible mobile subscription management throughout the entire lifecycle

enable. connect. value.

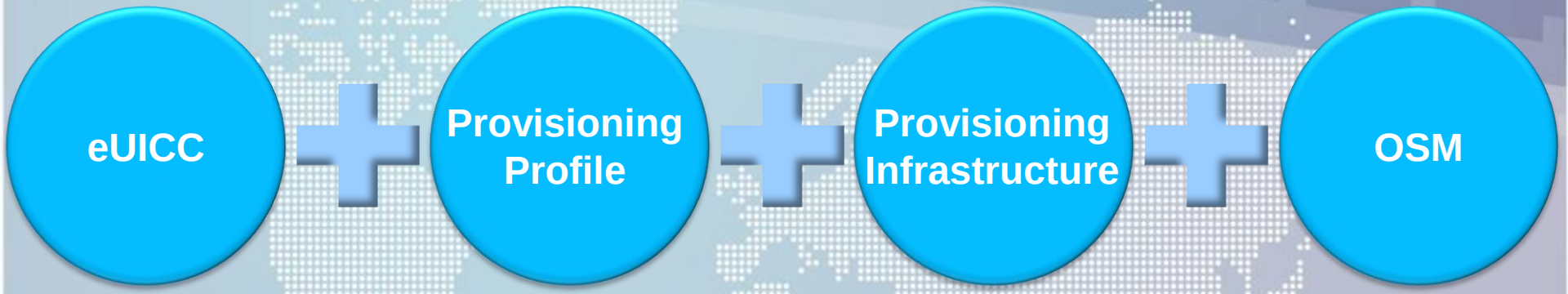
eUICC + OSM = A solution for MNOs which facilitate deployment of connectivity towards customer devices

embedded UICC



On-Demand Subscription Manager

enable. connect. value.



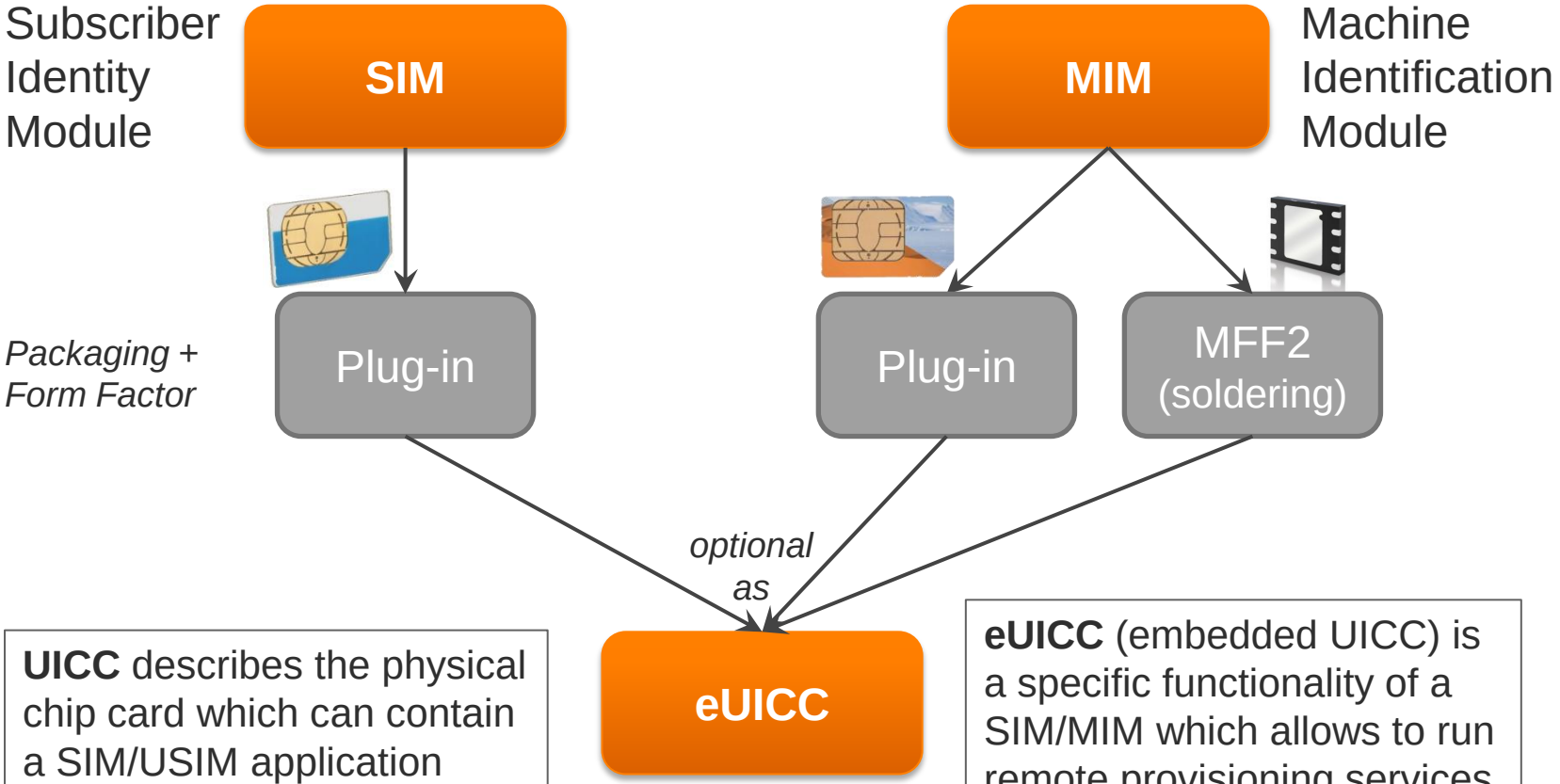
On-Demand Provisioning Service (OPS):
A Gemalto service to facilitate deployment of operational connectivity based on customer's choice

gemalto

Subscription management requires an eUICC

SIM for consumer devices
End user is handling the SIM

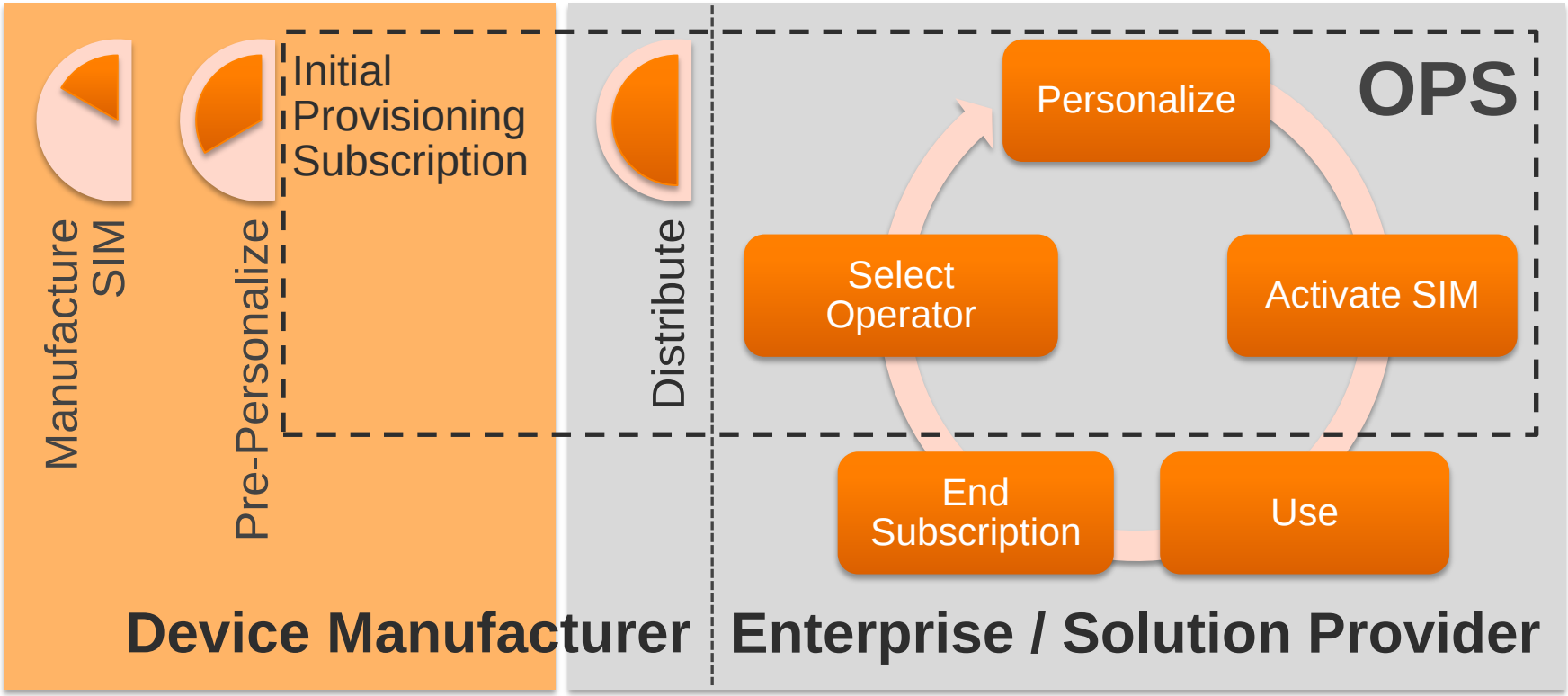
MIM for M2M devices
Enterprises / device manufactures are handling MIMs



UICC describes the physical chip card which can contain a SIM/USIM application

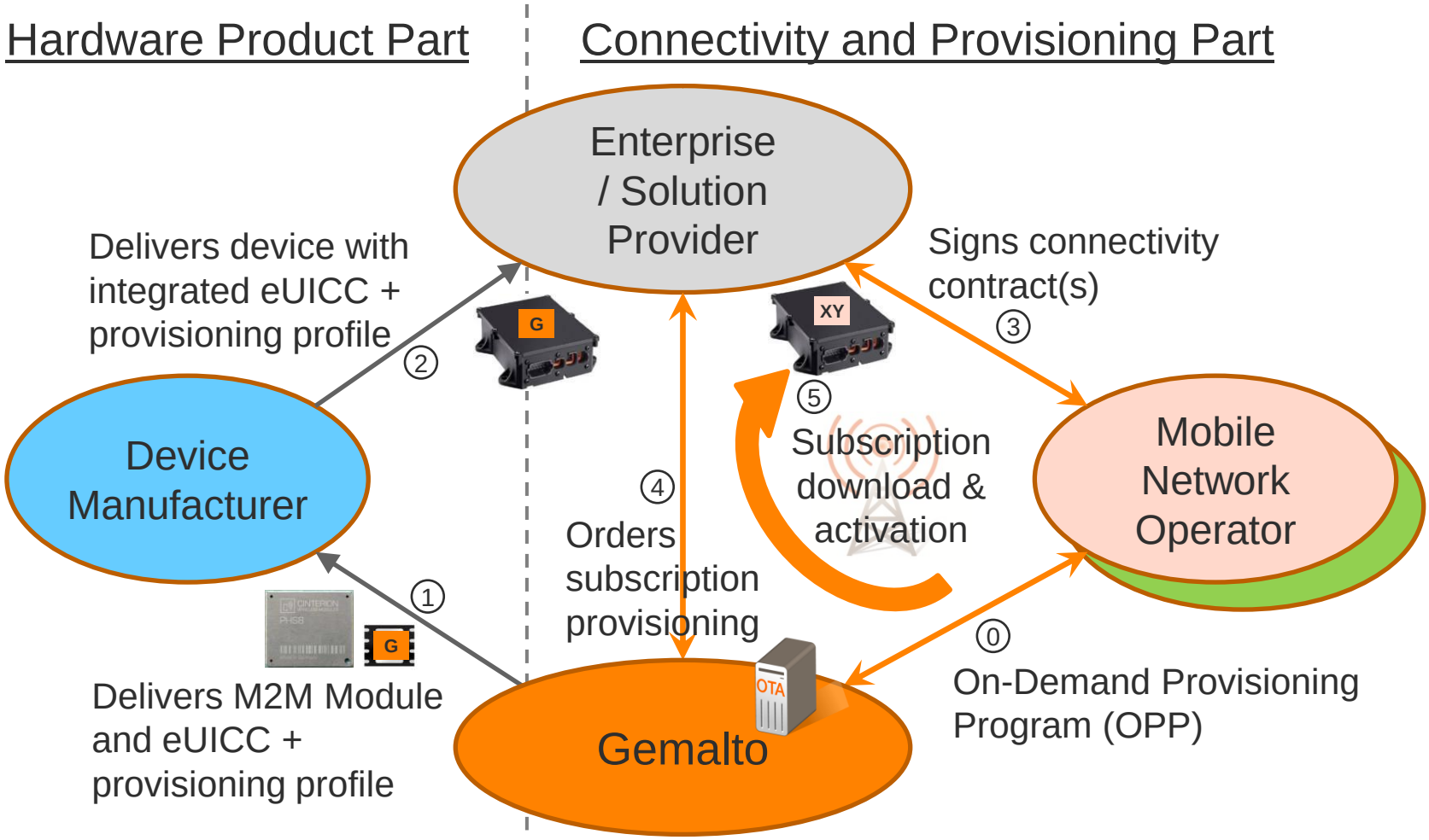
eUICC (embedded UICC) is a specific functionality of a SIM/MIM which allows to run remote provisioning services

Uncoupling of high volume device manufacturing from connectivity selection and provisioning



Gemalto supports device manufacturer and enterprises to optimize manufacturing and deployment by innovative subscription management and provisioning services

On-Demand Provisioning Service: M2M Use Case



Gemalto is acting as specialized **M2M Hardware Provider** as well as **Provisioning Service Provider** for the M2M and CE market

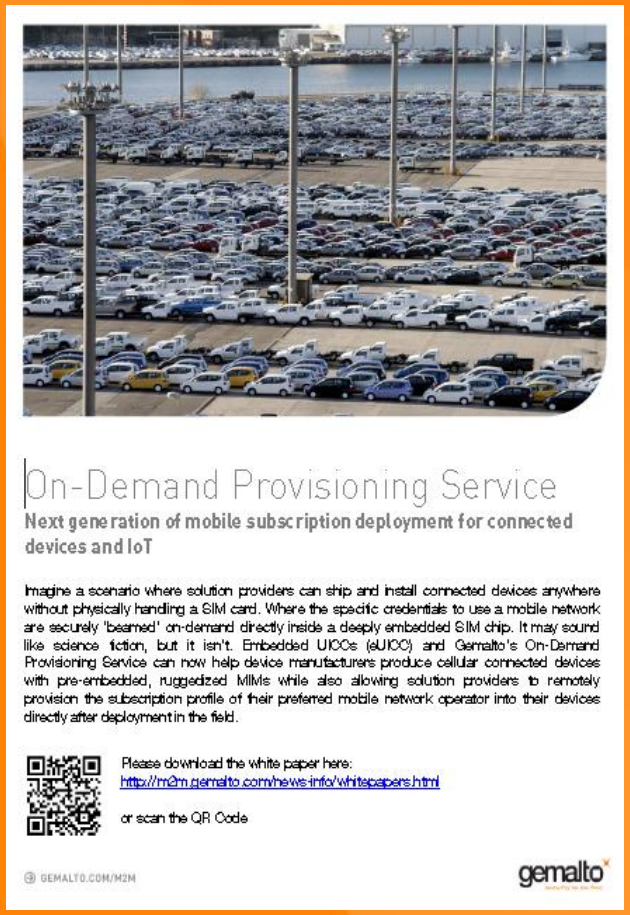
Advantages of Gemalto subscription management and Provisioning Service

Device Manufacturer

- Volume production of MNO-independent devices with embedded SIM
- Reduction of factory time and manual processes
- Device sealing and testing in factory
- Less device variances and improve inventory
- Improved field installation and warranty

Enterprise / Solution Provider

- Selection of regional MNOs to optimize connectivity costs
- Fully automated remote deployment of subscriptions based on customer rules
- Simplified device logistic
- Increased efficiency and reduction of deployment costs
- No SIM card handling and no misuse/loss of SIMs



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