

MANAGED IOT CONNECTIVITY

# The Gateway to new business opportunities

The answer to customer challenges in all IoT ecosystem dimensions



## MARKET CONTEXT

The number of global IoT connections increase every year. With the expectation of 50 billion connections in 2030, and a CAGR of 17%, it is clear that IoT is the next digital revolution.

Applications are infinite and IoT comes to cover the main challenges the market faces nowadays:

- How to take better data-driven decisions thanks to its big data capabilities.
- How to increase efficiency, with reliable networks, monitoring and immediate visibility and action in case of incidents.
- With the ultimate objective of reducing costs, controlling expenditure and minimize downtime.

## OUR PRODUCT

IoT Managed Connectivity service cover any customer IoT business needs, providing **control and management over IoT communications, in real-time and at any location worldwide.**

It is supported by the **Kite Platform**, a **proprietary solution** with a **dedicated network infrastructure** that is **deployed globally and hosted in the cloud**, allowing access via Web Portal or API.

Kite supports a **wide range of SIM cards** (including eUICC) and is capable of managing, in addition to cellular connectivity, all the new IoT network connectivity technologies: NB-IoT, LTE-M...

# The key to generate unlimited business opportunities

Global IoT dedicated network, software and hardware with the best quality standards

- **Real-time billing:** It allows you to monitor not only usage but also expenses in real time.
- **Geolocation:** Displays the geographic location of SIM cards based on cell ID. Allows to control location changes by triggering automatic notifications and actions.
- **Imei/MSISDN & black/whitelists:** for voice calls or SMS to limit device communications and prevent undesired uses.
- **Advanced analytics and dashboards:** Five dashboards for monitoring and control usage, expenses, security, location and security that provide valuable information to customers.
- **Split billing** at APN level and at data flow level.
- **Security:** It provides tools that help prevent, detect and correct situations that compromise the security of devices or connectivity: private APN and VPN, alarms...
- **Dedicated and redundant network:** Network Integrated with the local infrastructures. Redundancy to guarantee the availability of the best standards.
- **Worldwide connectivity** through Telefonica's extensive network of roaming partners (more than 700)
- **Excellence** in end-to-end service execution and support.

# How does managed IoT Connectivity help?

- We cover **all customer profiles**: wholesalers, distributors, aggregators, corporations...
- **We accompany our customers during their "journey"** in the design and construction of the IoT solution.
- **Fully focused integrated support** (24x7/365) with unique interface to address anything.
- **Turnkey Solution** (device, platform and connectivity) which simplifies the process of developing a complete IoT solution.
- Possibility of **routing data traffic to Europe, America and Asia**.

## If you are a Wholesaler:

We also help you to bring new business that can be billed to end customers meeting their expectations with a fully branded experience.

## Our numbers

**Top 5 Telco worldwide**  
with higher number of lines\*

More than  
**10 k B2B Customers**

**Leader in 2022 Gartner® Magic Quadrant™  
for IoT Connectivity**  
Top 3 providers, 8 years in a row

(\*). Except Asia

SIM cards in  
**> 150 countries**

Worldwide connectivity through Telefónica's footprint  
**> 700 roaming agreements**

**> 30 M IoT lines**  
\*\*

(\*\*) Provisioned lines

## Use cases



**Fleet Management**



**Cargo Locate**



**Workforce Management**



**Smart Spaces**



**Factory Automation**



**Smart Agriculture**

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