

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 5 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 o 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

