GSMA MWC™ Barcelona

eSIM

eSIM Summit at MWC22

Unleash the power of eSIM

KEYNOTE SPEAKER
Antoine Thomas,
eSIM solutions Director,
Thales DIS

KEYNOTE SPEAKER
François Bogusz,
Digital Telco Director
Thales DIS

Theatre 3 - Hall 7
Wednesday 2 March 2022
10.30-12:30 (GMT+1)

KORE

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TRUPHONE

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GSMA MWC™ Barcelona eSIM

Unleash the power of eSIM

eSIM summit at MWC 22

Multiple devices types need connectivity

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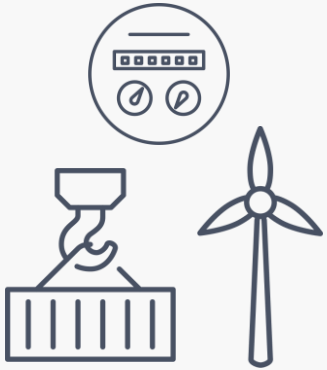
CONSUMER ELECTRONICS

Consumer IoT

Industrial IoT



M2M

Secure

Miniaturized

Robust

Digital

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The IoT market needs

Design constraints

- Miniaturization
- Low power consumption
- Out-of-the-box cellular connectivity

Services

- Scalable
- Cost effective
- Secure
- Device & Connectivity management

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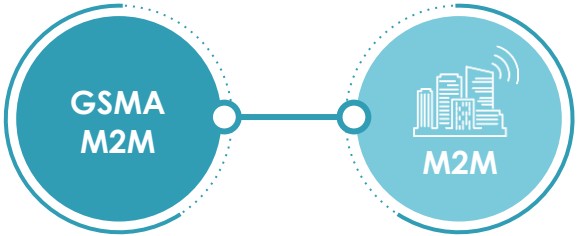
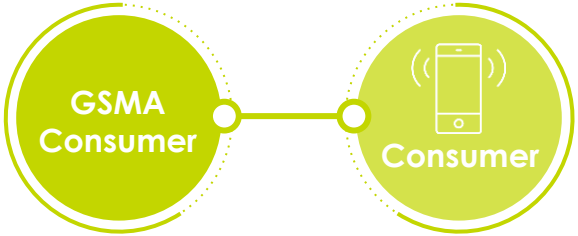
IoT dilemma: How to boost cellular connectivity for IoT devices?



GSMA M2M

- Offers fleet management
- Deployment can be seen as complex



GSMA Consumer

- Simple deployment
- Needs an End-user consent
- No fleet management

OPEN

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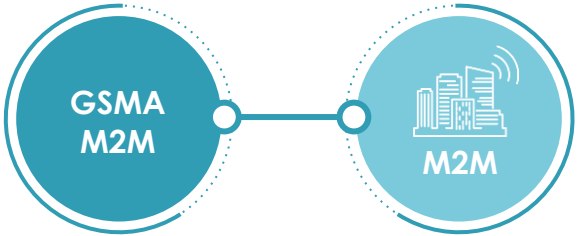

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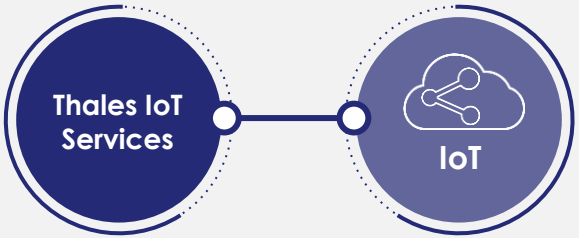
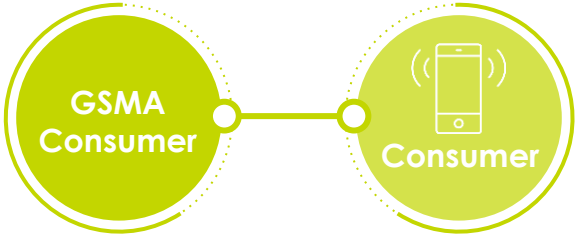


Thales for IoT

- Relies on the Consumer eSIM ecosystem (SM-DP+)
- Leverages on the best of the two models Consumer & M2M



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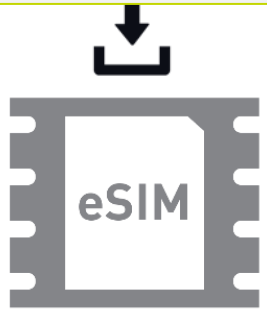
Thales Instant Connect

Bootstrap connectivity for eSIM localization
available in 186 countries with 383 roaming partners

No connectivity

Bootstrap

Final Subscription



Turn Device On

End-user turns on device

Instant Connect

Automatically injects a temporary bootstrap

eSIM Localization

End-user downloads the final subscription

- Ease manufacturing - no bootstrap injection
- Reduce connectivity costs - Less bootstrap IMSIs needed
- Keep logistics simple - single SKU
- Ease supply chain -Bind device and subscription later
- Compatible with GSMA

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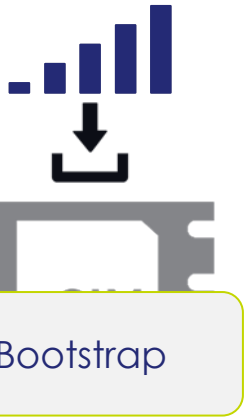
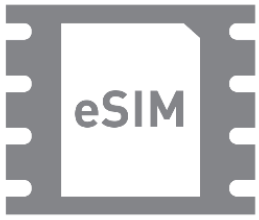


Final Subscription



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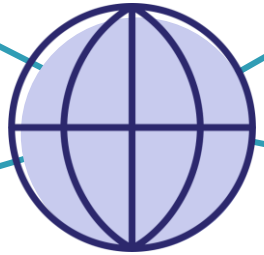
“MAKE THE IoT CONNECTED WORLD A PLACE WE CAN ALL TRUST”

eSIM / iSIM

Smartcard software packaged to be embedded into devices at manufacturing time

eSIM Cloud Platform

Service to MNOs, OEMs and SPs to remotely distribute and manage cellular subscriptions



Thales Adaptive Connect

A connectivity management service to allow enterprises to manage their IoT devices

Thales Instant Connect

Bootstrap connectivity to enable eSIM localization

Join us at MWC Barcelona 2022

28 February - 3 March 2022 | Hall 2 - Stand 2J30

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“Thank you”

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triPica.

GSMA MWC™ Barcelona eSIM

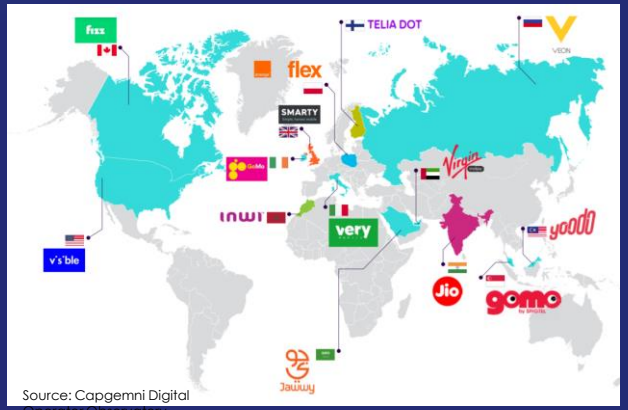
Trusted Digital Telco

Unleash the power of eSIM to launch your digital-first brand

eSIM summit at MWC 22

A Bigger Digital Transformation for Telco

Empower customers by providing a full service mobile app



Source: Capgemni Digital Operator Observatory

Go **cloud-native** to reduce deployment time & cost-to-acquire and cost-to-serve

Get rid of legacy IT Stack and adopt a **greenfield approach**

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Anywhere, Anytime, in a Snap !

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eSIM

eKYC

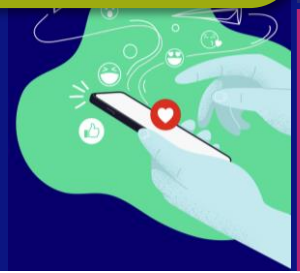
Thales & triPica assembled best of breed technologies to create:

Trusted Digital Telco,
« A telco-in-an-App experience »

A 100% Digital and Simple Customer Experience

triPica.

digital BSS



I order in 4 clicks

I scan my documents

I get all my answers online

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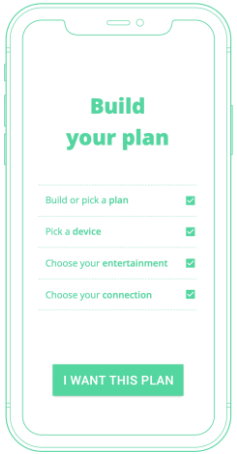
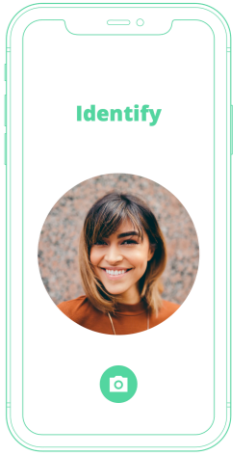
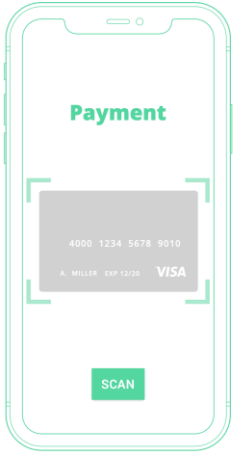
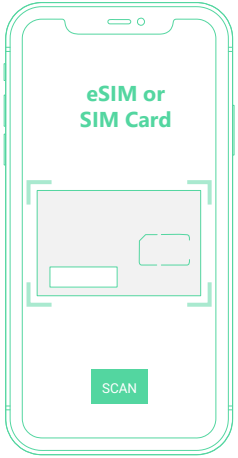
Customer Empowered to Build, Enroll and Manage His/Her Services









Define

Build your plan

Be Enrolled / Buy

Prove ID
Take a selfie and scan the relevant identification document

Pay
Scan your Banking Card and authorize payment

Start Using Your Service

SIM/eSIM card
For eSIM enabled devices the activation is done in instants after enrollment

Make changes at any time
selfcare/support

Digital BSS
Agent Tool: CRM
Analytics : BI & Reporting

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One Step Ahead of the Disruptors

- Implement your Digital Brand in **4 Months**
- Give the tool to your Marketers to launch a marketing offer in **48h**
- Enroll a new customer in less than **7mn**

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