



PLENARY #42

Latin America

24 – 26 NOV, 2014 | QUITO - ECUADOR 



M2M Seminar – 24/11/2014

Fábio Moraes, GSMA

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Agenda



Time	Topic
11:00 – 11:10	Welcome and Introduction Fabio Moraes, Strategic Engagement Manager, GSMA
11:10 – 11:30	Connected Living Programme Update Jose Antonio Aranda, Technology Director, GSMA
11:30 – 11:50	Socio Economic Benefits of IoT and Use Case examples Stefano Nicoletti, M2M Regulation Manager, GSMA
11:50 – 12:15	Perspectives of the M2M Market Nicolás Guillén P., Gerente Innovación, SVA y Roaming, Claro
12:15- 12:40	M2M on the way to the Networked Society Eduardo Arcas, Engagement Manager – M2M, Ericsson
12:40 – 13:00	Q&A Session



468 mobile operators offer M2M services across 190 countries;
this is equivalent to 40% of the world's mobile operators



Global connections beyond handsets

2014 – 800m (250m M2M) - 2020 – 3.2b

North America

19% of Global M2M
Connections

Europe

26% of Global M2M
Connections

Asia

43% of Global M2M
Connections

Oceania

1% of Global M2M
Connections

Latin America

7% of Global M2M
Connections

Africa

4% of Global M2M
Connections

Current CAGR

26%



How are IoT and M2M services different to traditional mobile services?



- Vast range of devices covering many vertical industries



- Innovative new business models



- Global distribution and managed services



- Most revenues are derived from value-added services



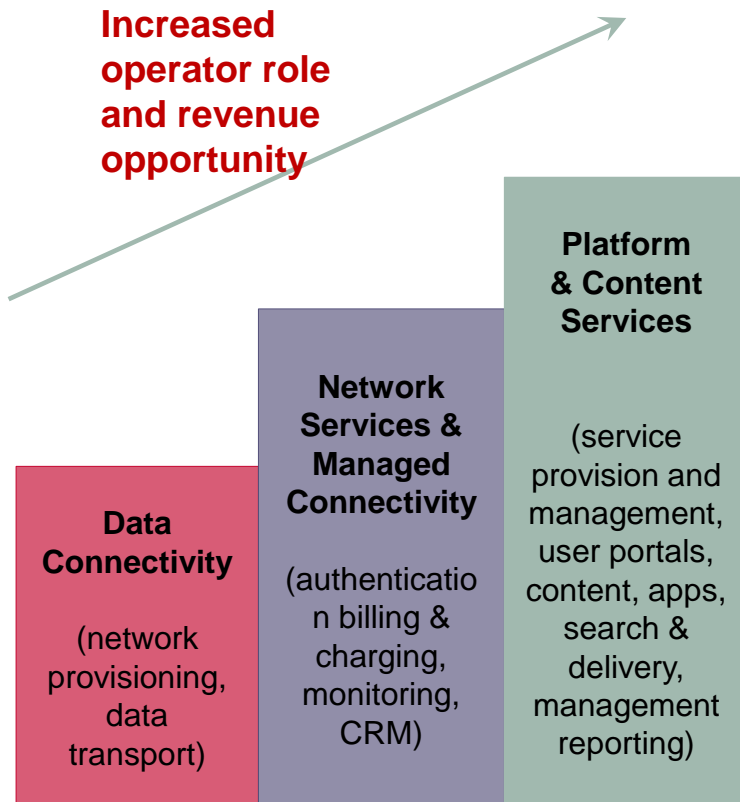
- Permanent insertion of the SIM in some specific cases



Moving up the stack – beyond connectivity

- Value increase further up the value chain

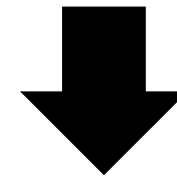
As shown with Korea Telecom's taxi fleet management solution



Before: Basic Service



- Providing basic taxi tracking location services
- \$5 per month per taxi
- 2 year contract



After: Platform Provider



- Providing software platform and call centre as a package with taxi tracking
- \$50 per month per taxi
- 5 year contract



Connected Living – Mobilising the Internet of Things



Our Vision: To enable the Internet of Things, a world in which consumers and businesses enjoy rich new services, connected by an intelligent and secure mobile network.

Our Aim: To help operators add value and accelerate the delivery of new connected devices and services in the M2M market. Achieved by industry collaboration, appropriate regulation, optimising networks as well as developing key enablers to support the growth of M2M in the immediate future and the IoT.

**IoT Connection
Efficiency**

**Future IoT
Networks.**

**Remote SIM
Provisioning for M2M**

**IoT Business
Enablers**

Ecosystem Engagement



Increasing interest by telecoms regulators in IoT and M2M



- CITEL (Inter-American Telecoms Commission) set up a study group to:
 - Understand key market trends for M2M and IoT
 - Study and evaluate technical issues
 - Identify suitable policy and regulatory approaches
- ANATEL (Telecoms Regulator Brazil) is implementing reduction of taxation for M2M in Brazil
- ANE:
 - Colombian regulator is organising an international spectrum congress in October 2014





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Hosted by:



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Fábio Moraes, GSMA – fmoraes@gsma.com