

2016

Gemalto Mobile ID

MOBILE CONNECT ACCELERATOR PARTNER
GSMA MCX



Your Identity on Mobile

Responding to the GSMA recommendation, **Mobile ID** allows mobile operators to become identity providers. Mobile phone users can securely authenticate and confirm any transactions **using their mobile phone as an identity verification mean.**

Gemalto is now proposing MNO to use its cloud based service and be part of the Mobile Connect Accelerator Program from GSMA



A G E M A L T O
S E R V I C E



A simpler, safer way to login in your hands

A Global Framework

- Mobile Connect, a **secure universal log-in** solution
- Led by GSMA following Personal Data Group recommendations



An active contributor

Gemalto highly involved in the specifications' work done for MC

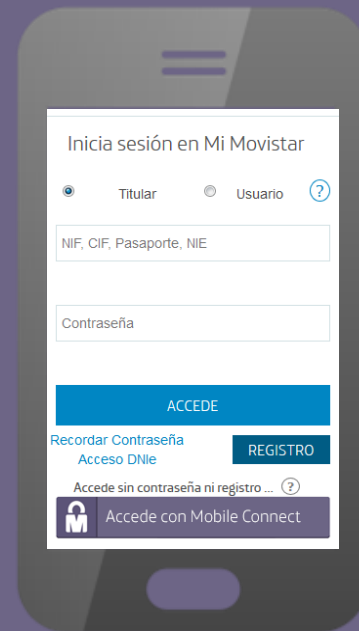
A Mobile Connect Accelerator Partner

Gemalto, official MC Vendor thanks to **Mobile ID offering**

A key partner for MNOs in all MC steps, providing technologies with limitless potential of use cases bridging with the need of commercial & business enablement support.



Mobile Connect in Spain



- i.e.: - Mobile Connect universal ecosystem to login
- Gemalto the technology vendor behind

Gemalto creates the TRUST for the eco-system

SECURITY

- ✧ Ensure solid user authentication
- ✧ Allow mobile Digital Identity
- ✧ Digital signature

CONVENIENCE

- ✧ Convenience = Adoption
- ✧ Ease enrolment and usage with best user experience



REACH

- ✧ Address fragmented market: multiple devices
- ✧ To all: consumers, citizens, employees
- ✧ Funnel GSMA Mobile Connect initiative

Benefits for online service providers

Fulfill their main needs with our answer with Mobile ID



More transactions thanks to a simpler user journey

- Increase conversion rate
- Customer Service costs saving
- Better knowledge of the customer journey



Enhance the promotion of online and mobile sales channels

- Enhanced security
- Financial transactions validation
- Costs saving (token...)
- Strong and inexpensive authentication means



Match employees' mobility and data security

- Leverage Cloud Services
- Make workforce Mobile
- Trusted remote access to working tools (VPN, etc)
- Secured access to Cloud
- Costs savings



Enabling secured dematerialization e-Gov

- Reduce administration costs and time frame
- Simple access to a wide range of eGov services
- Costs & time saving
- Online ID theft avoided

EASE AND FAST TRACK
THE LOGIN ACCESS
TO THE CLOUD

STRONG AUTHENTICATION
& HIGH VALUE
TRANSACTION
CONFIRMATION

STRONG
AUTHENTICATION
ALLOWING MOBILITY

ENABLING DIGITAL
IDENTITY AND DIGITAL
SIGNATURE

All-in-One Mobile ID service by Gemalto

PERSONAL IDENTITY SERVICES



IDENTITY
GATEWAY

Mobile Connect
Access & Discovery

Enable access to Mobile Connect service for all service providers and users with **registration and discovery**



DATA
SHARING

Personal Identity Data
Brokerage & Share

Share and control identity information with user consent to service providers

ENABLERS

AUTHENTICATION SERVICES



STRONG
AUTHENTICATION

Strong authentication &
transaction validation

LoA 2, 3

Relied authentication **with 2nd factor** for all online services and transactions



DIGITAL
SIGNATURE

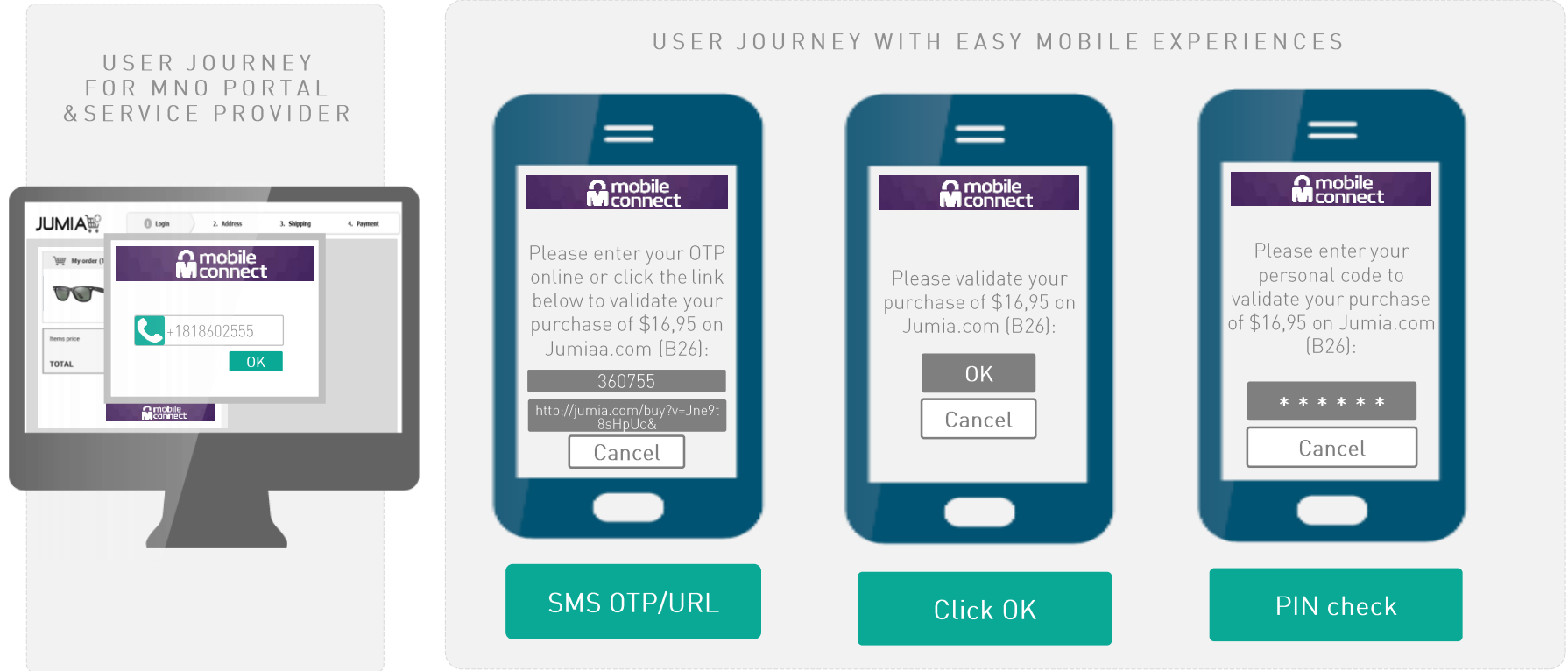
Digital signature &
qualified digital signature

LoA 4

Digital signature based authentication and **information signing** with non repudiation for all online services

AUTHENTICATORS

Convenient user journey for all



Start on the fly Mobile ID service with SMS

The Mobile ID entry level SMS OTP/HTTP allows MNO to quickly start Mobile Connect services **with no client deployment constraints**



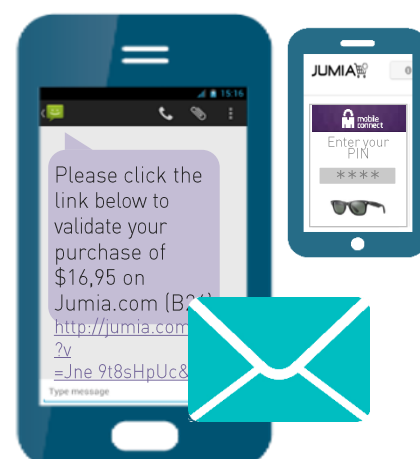
SMS CHANNEL ONLY

User receive an SMS which contain an OTC to be entered manually by the user on the web site to access it.



SMS & DATA CONNECTION

User receive an SMS which contain an http header. By clicking the link you get access through the service.



SMS & DATA CONNECTION

User receive an SMS which contain an http header. By clicking the link you are requested to enter PIN.

The PIN is verified at server backend, to grant access to the service.

Mobile ID, a Single & Secure Digital Identity for all

One-click to access all digital services



Mobile ID enables
secure & simple
online authentication
& transactions for
end-users
*Including citizens,
consumers, employees,
patients...*

But not only...

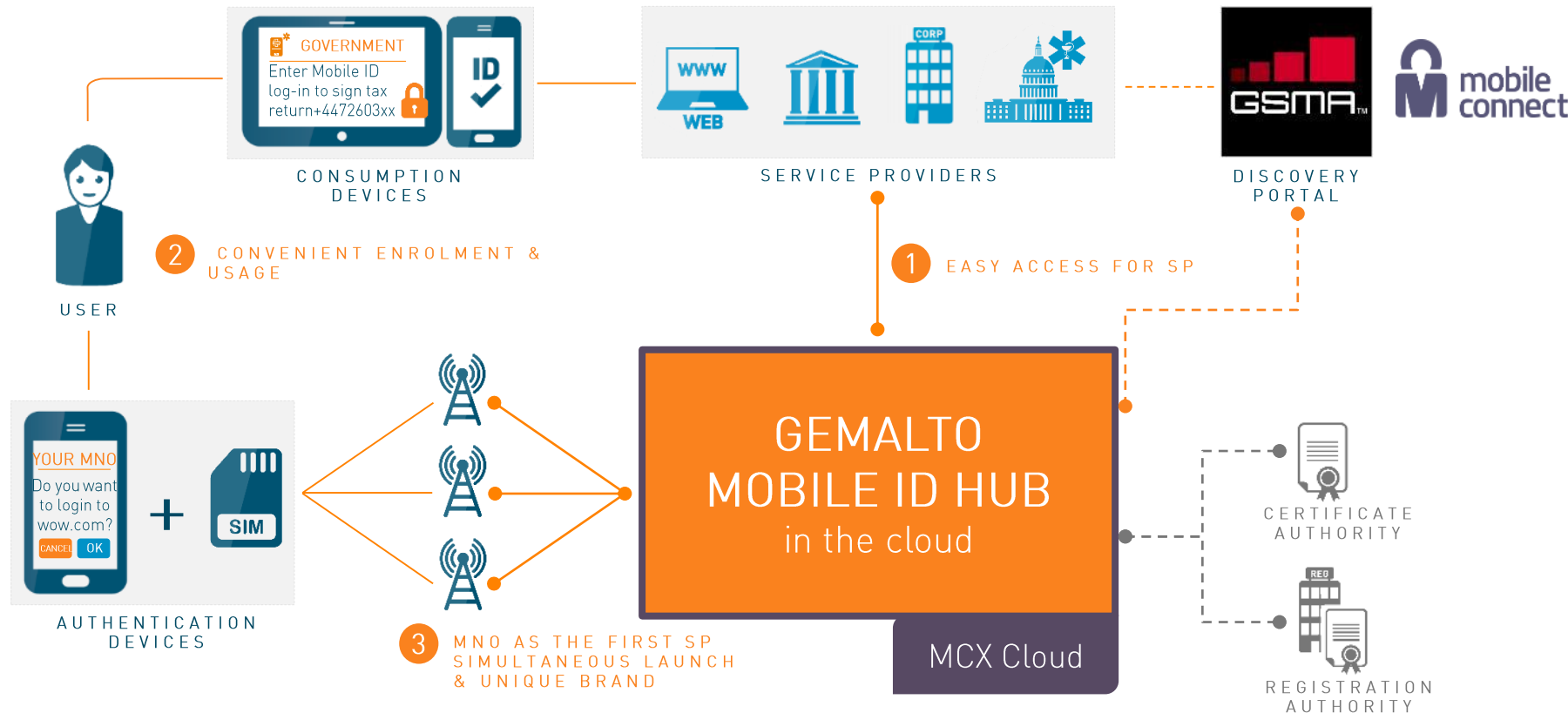
Mobile ID, a Single & Secure Digital Identity for all

One-click to access all digital services

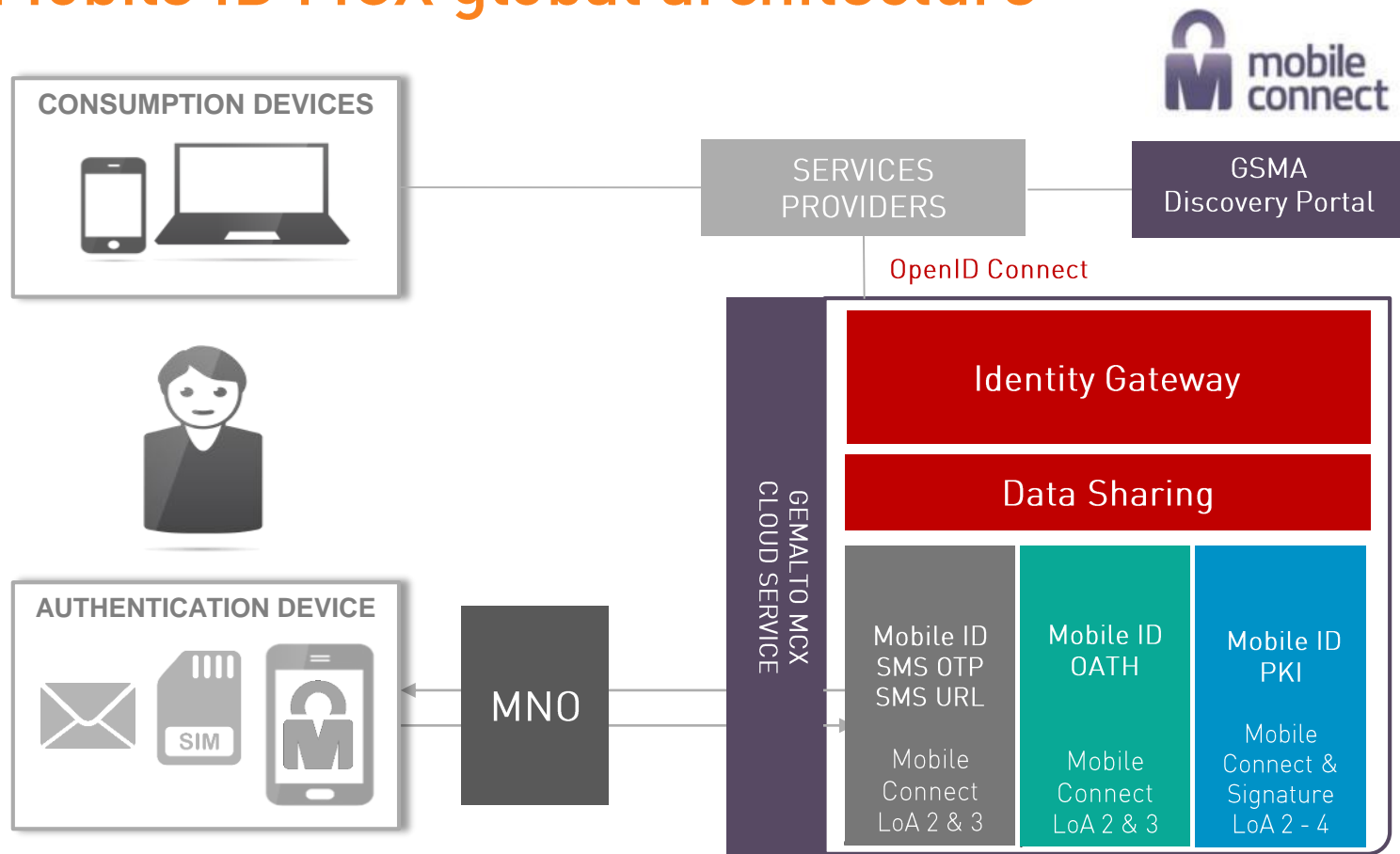


Mobile ID allows also to share & control identity information, with user consent, with the service providers.

Gemalto proposed Mobile Connect MCX scheme

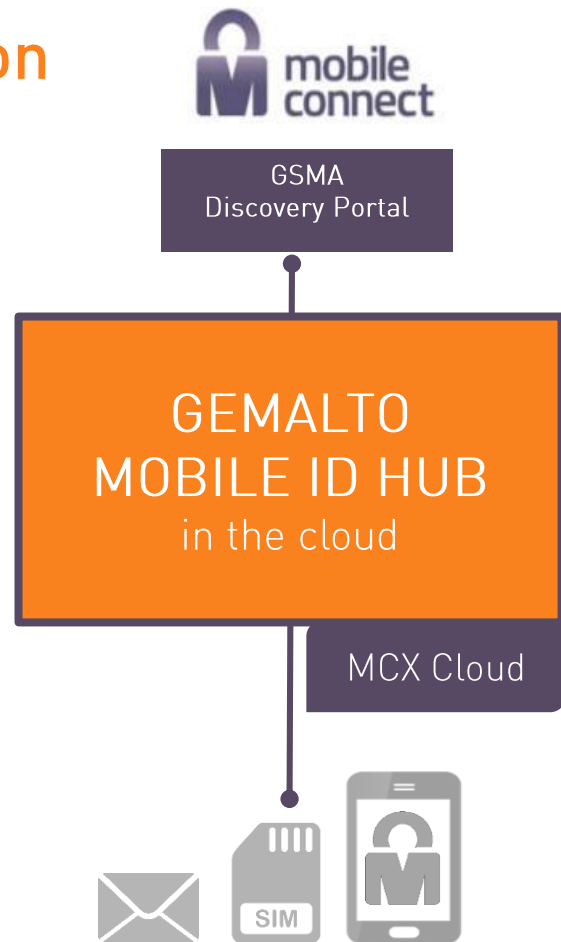


Mobile ID MCX global architecture

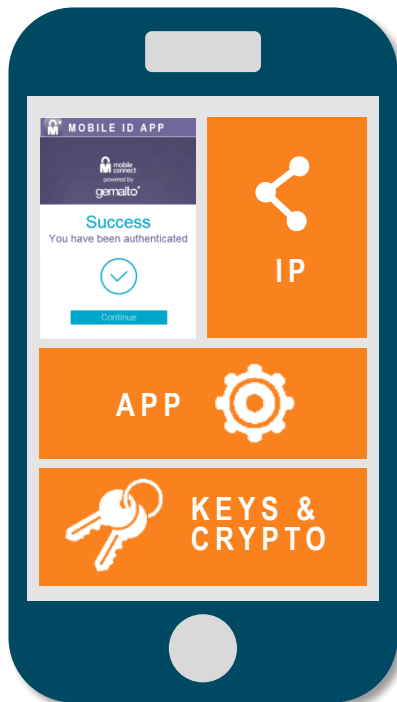
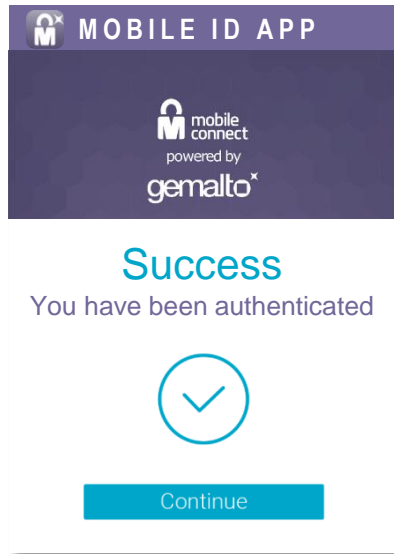


Mobile Connect MCX Service Description

- ✧ MCX Identity Gateway service management with routing capabilities and authentication services
- ✧ Data sharing with subscriber consent management
- ✧ Highest security, privacy and scalability for strong authentication services
- ✧ Digital identities supported with qualified signature
- ✧ End-user subscriber self-service registration
- ✧ Service Provider self-service portal for registration, lifecycle management
- ✧ Robust cloud services and strong SLA with proven mass launch track records
- ✧ Support OneAPI integration, SDK for API
- ✧ Support standard protocols: OIDC, ETSI, SAML
- ✧ Compliant with the Mobile Connect Service Mark
- ✧ Authenticators: SMS, IP, OATH, 3DES, PKI, eSE, TEE



Mobile ID for Smartphone



Create trust with your users:
mobile ID applications are protected by
advanced software tools

Enhance service discovery and usage
with simple rich smartphone interface

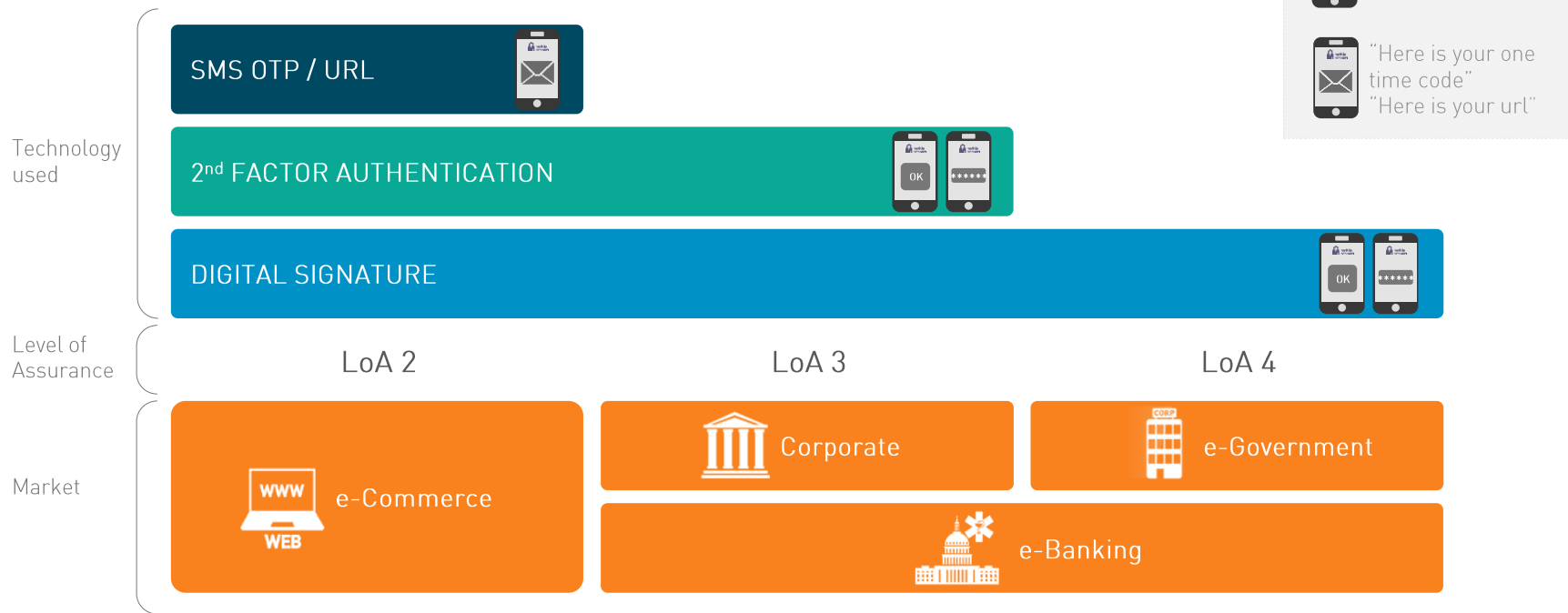
Avoid identity usurpation with secure
element options (SIM, TEE, eSE)

ADVANCED SECURITY SOFTWARE

- Secure Storage with device fingerprinting to prevent cloning
- Jailbreak/rooted-phone detection
- Secure keypad with scrambled PIN pad avoiding key logging captures
- Code obfuscation
- Debugger detection
- Application encryption on top of TLS network security

Gemalto Mobile ID

An all in one simple and universal solution



Gemalto to simplify the ecosystem

Why choose an aggregator ?

A successful launch involves
a solid & future proof development of the
Mobile Connect Ecosystem

Threats to a successful MC Launch



- ✗ **Low SP engagement.** Efforts done by the acquirer in charge (including any deployment scenario)
- ✗ **Complex implementation for SP.** Many integration points, several billing systems, different pricings,...
- ✗ **No unique interacting service:** how to manage service outage?



Attracting key SPs for fast users' adoption, & then continuous SP engagement

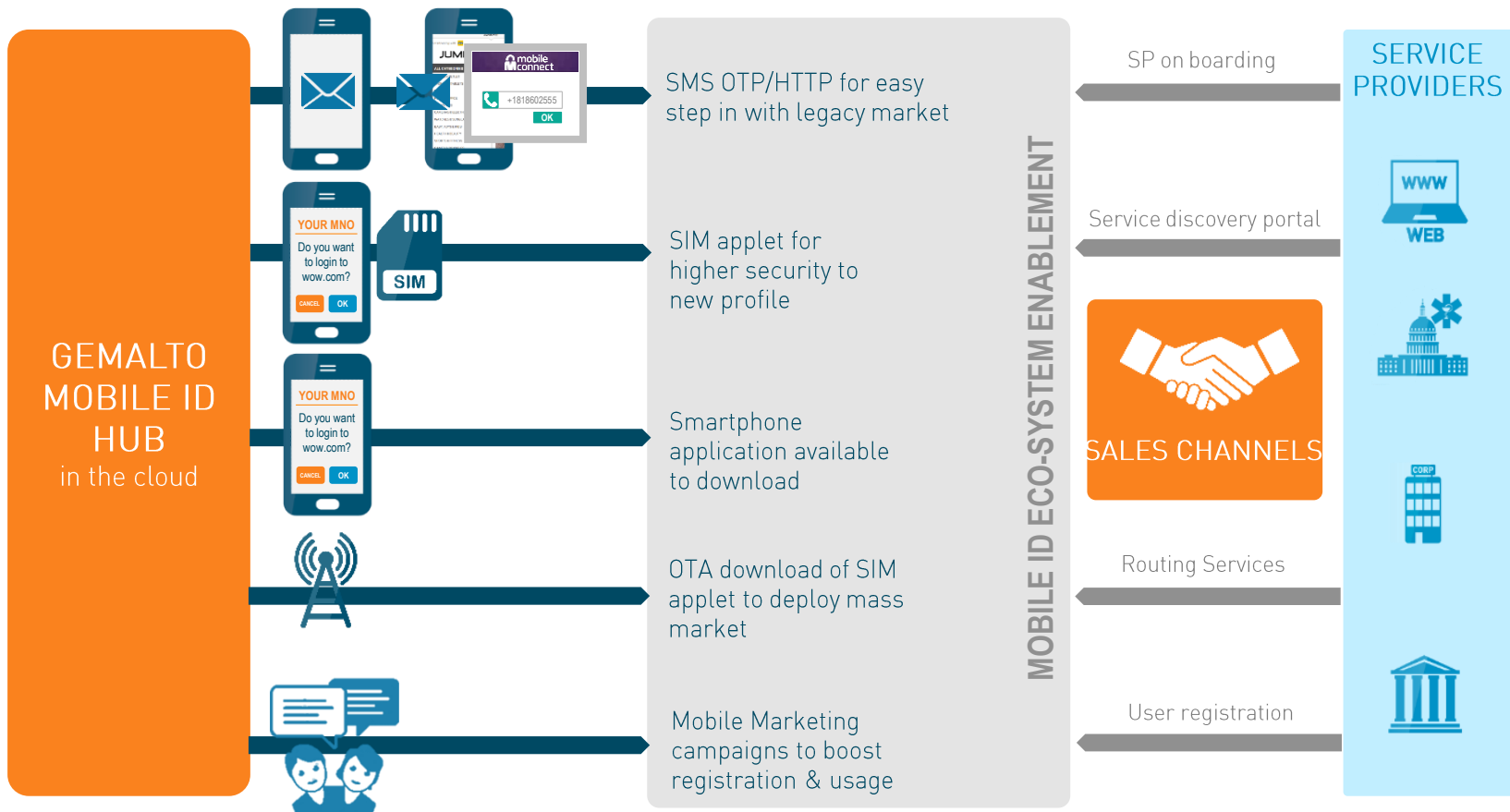


Smooth & simple SP integration

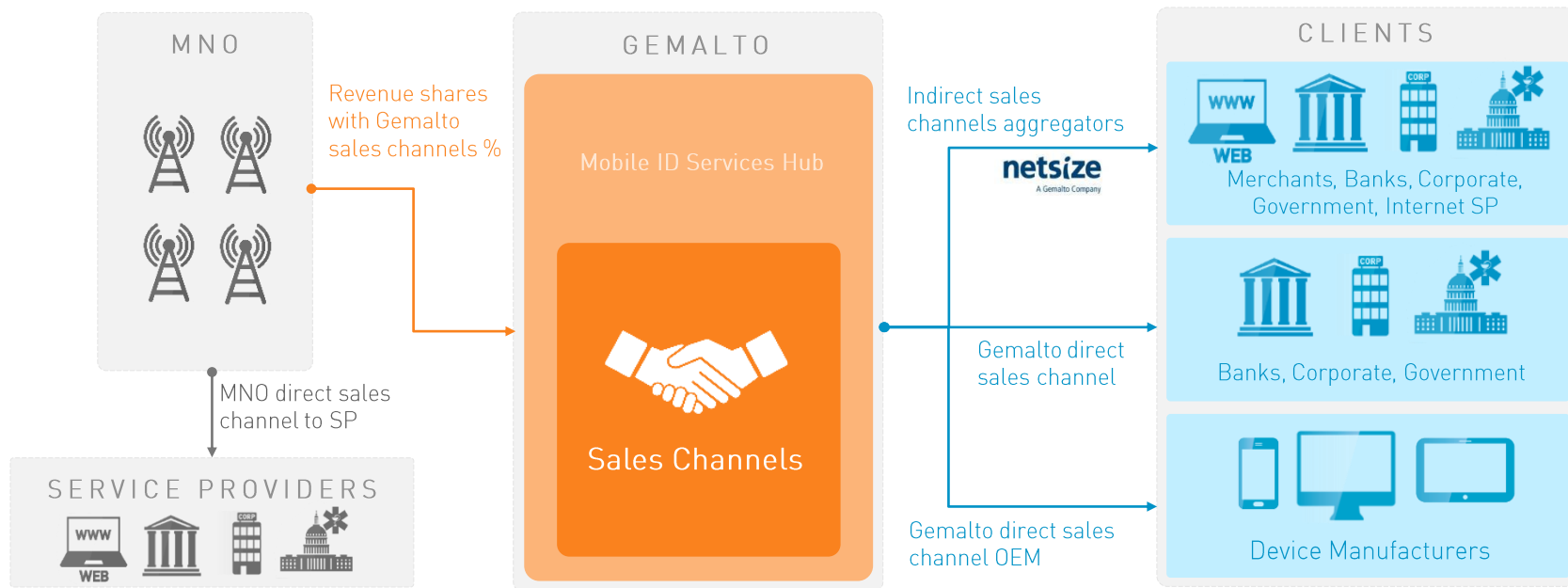


Dedicated National entity to ensure a consistent service

Mobile ID ease deployment with universal approach



Gemalto Enabling Businesses



Gemalto can support direct sales and promotion of Mobile ID services through its existing sales channels to help MNO accelerate service take off by service providers

Gemalto to simplify the ecosystem

Why choose Gemalto as Aggregator too?

AGGREGATOR ROLES

Sales & Marketing	<ul style="list-style-type: none">Educate & Recruit service providers
Contractual	<ul style="list-style-type: none">Contract for service provider covering the whole servicesReseller: Contract with all MNOs providing the services
Business Model	<ul style="list-style-type: none">Reseller: Adapts the business model of each operator to a single proposal for service providers
Payment	<ul style="list-style-type: none">Generates a invoice for service provider
API	<ul style="list-style-type: none">Provide API for service provider covering his Mobile ID services
SP Onboarding	<ul style="list-style-type: none">Uses its B2B customer care / support center to help each Service Providers to connect and validate their Mobile ID integration
Supports	<ul style="list-style-type: none">Provides B2B customer care / support for service providersReseller: Provides B2B customer care / support for service providers and MNOs
MNO Connection	<ul style="list-style-type: none">Takes care of the GSMA identificationReseller: Integrates its platform to all operators



Mobile ID is full of potential...



...putting a single mean
in users' hands...

For
Anonymous Login

For
Strong Authentication

For
Payment validation

For
Identity validation

For
Mobile Signature

For
Sign-up

For
Attribute brokerage

...for all market segments.



eServices



CRM Cie



Utilities



Financial



Medias

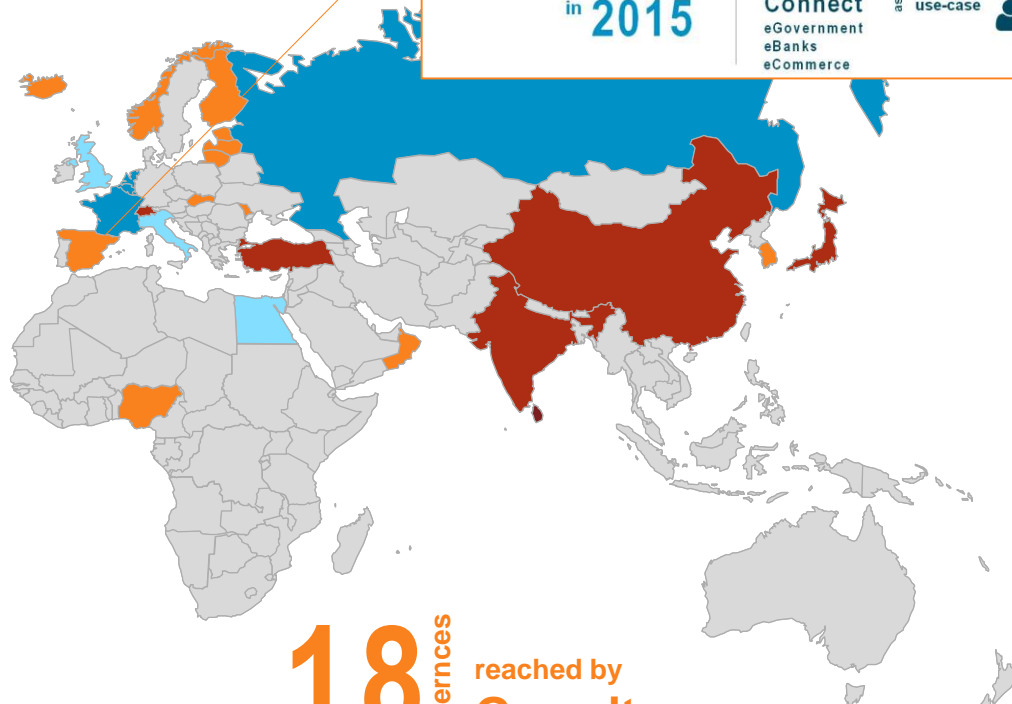
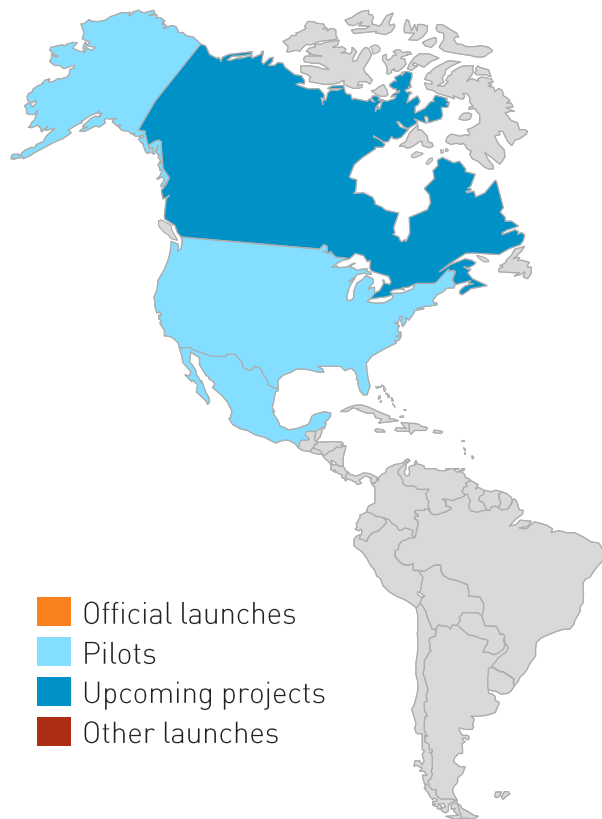


Retail


And many more others...

Gemalto Mobile ID around the world

The world is getting mobile connected



Spain & Mobile ID





Mobile ID
launch
in 2015

Deployment with
Vodafone

Mobile
Connect
as the principal
use-case

eGovernment
eBanks
eCommerce



18 references reached by
Gemalto

Why choose Gemalto?

Consulting: advanced consulting mission to help MNO and service providers to set the eco-system for having one Mobile Connect service

A solution provided on **SaaS mode** for easy, fast & cost effective deployment

True reach: works for **all mobile devices** with field proven **best user convenience**

Gemalto's experience & expertise: 10 years of experience on mobile security and millions active users on mobile identity

Future proof solution: extend to other technologies and services: attribute management services, fingerprint, browsing, standardizations (eIDAS)



Registration fast track for service providers and users

Gemalto sales channel to support commercial deployment and **service providers** on boarding

Ease Service providers and eco-system with **discovery portal services**



MCX Business Models

Identity Gateways or Authentication services can be sold independently depending on the existing legacy system in place

Pilot Out of the Box

- 100's users
- 3 months
- MCX ID GW
- Mobile ID authentication services

▶ €50K

SAAS MODEL
SETUP & YEARLY FEE
MONTHLY FEE

- ✦ Standard Setup
- ✦ License per users /year
- ✦ Monthly operation fee

SAAS MODEL
TRANSACTION FEE

- ✦ Business case agreement
- ✦ Revenue Share models if Gemalto Channel brings Service Providers contract

Standard SLA from 99.5% to 99.8%

Gemalto – A Key MCX partner

Mobile Connect MCX Service Description Support	Gemalto MCX
End-user subscriber self-service registration portal	yes
Security, privacy and authentication	strong to very strong
Subscriber consent	yes
Identification and application of preferred Authenticator	yes
Interface for subscriber lifecycle events	yes
User journeys and self service flow definition	yes
Compliance with the Mobile Connect Service Mark Communication Guidelines	yes
Service Provider self-service portal for Service Provider registration, lifecycle mgt	yes
Service provider support for on-boarding	yes
Sales channel to promote MC services /resale MC services through direct channels	yes (Netsize)
Standard support for SP integration	yes
SDK with Mobile Connect API and the relevant API Exchange APIs	yes (third parties)
Robust logging capability of any transactions occurring through Mobile Connect platform	can support 100m trans/mth
MCX Identity Gateway as an abstraction layer between SP and MNO with policy-based, configurable authenticator selection	yes
MC/ Mobile ID references with commercial launches	18 references: Norway, Finland, Iceland, Oman, Turkey, Slovakia, Lithuania, Spain, Nigeria, USA, Moldova, Belgium, Estonia

Mobile Connect MCX Service Description Support	Gemalto MCX
MCX Accelerator (cloud) accredited	yes
MC cloud services with track records	yes Norway (5 MNOs), Spain, Nigeria
MC on premises	yes all other references
OpenID Connect /Mobile Connect Profile Support	yes
Support for ETSI 102.204 authentication/signature protocol	yes
Support for SAML2.0 authentication protocol	yes
User self service: registration and profile management	yes
User self service: consent management	yes
MNO service portal discovery	yes
Developer/service provider portal	yes (&third parties)
Custom integration /branding implementation services	yes
Authenticator: SMS PIN based /OTC /OTP	yes
Authenticator: On-Network/Header Enrichment with PIN	yes
Authenticator: Mobile App (PKI)	yes
Authenticator: SIM applet with MASP /MSSP (LoA 2, 3, 4)	yes
Evolution to use other secure elements: TEE, eSE	yes
LOA 2, 3 & 4	yes
Service Level Agreement	99.5% - 99.9%
Support	Gemalto standard SLA for levels 1-3
Traffic restriction	No restriction /per user active
Price	start at €50K
contract requirement	yes

Your Gemalto main point of contacts



Tomi SOININEN
tomi.soininen@gemalto.com



Christian MARC
christian.marc@gemalto.com



Samia HACHIR
samia.hachir@gemalto.com



www.facebook.com/mobileidgemalto
www.linkedin.com/company/valimo-wireless

Trust

Every day Everywhere

About Gemalto



**We enable our clients
to offer trusted and
convenient digital
services to billions
of individuals.**



We are the world leader in digital security



WE'RE UNIQUE. WE'RE GLOBAL. WE'RE INNOVATIVE

The world of digital security has immense potential

28bn

MOBILE PAYMENT TRANSACTIONS
IN 2014
(CAPGEMINI/RBS)

34bn

ECOMMERCE
TRANSACTIONS
(CAPGEMINI/RBS)

1bn

LTE CONNECTIONS BY
2017
GARTNER

2.5bn

PEOPLE WITH A
NATIONAL EID CARD
BY 2015
(ACUITY)

26%

CLOUD-BASED SECURITY
SERVICES GROWTH RATE
2013
(GARTNER)

1.5bn

USERS ALREADY COVERED BY
TSM
INFRASTRUCTURE

4.5bn

CONNECTED MACHINES
(ERICSSON)

000

110001101010

000111010110010

10001101001000011

10110100011010010

0001110101100101

0011001000001

101010

00011101011001010001101001000011010100101

We bring trust to everyday services

By securing identities

Billions of people can communicate, travel, shop, bank, work and play because they know their unique identities are secure



Mobile services



Payment security



Online banking



Secure cloud access



Identity and privacy



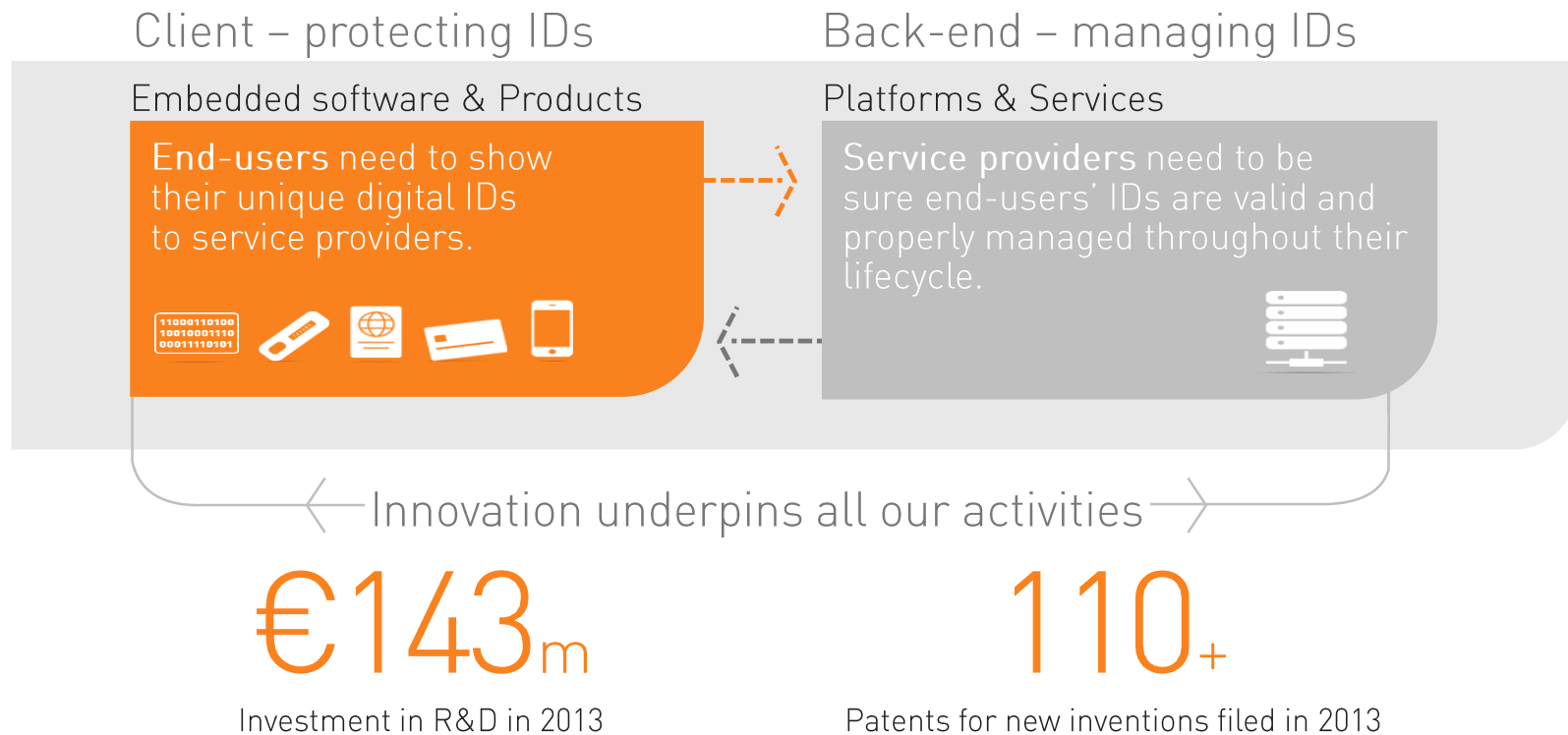
Electronic government



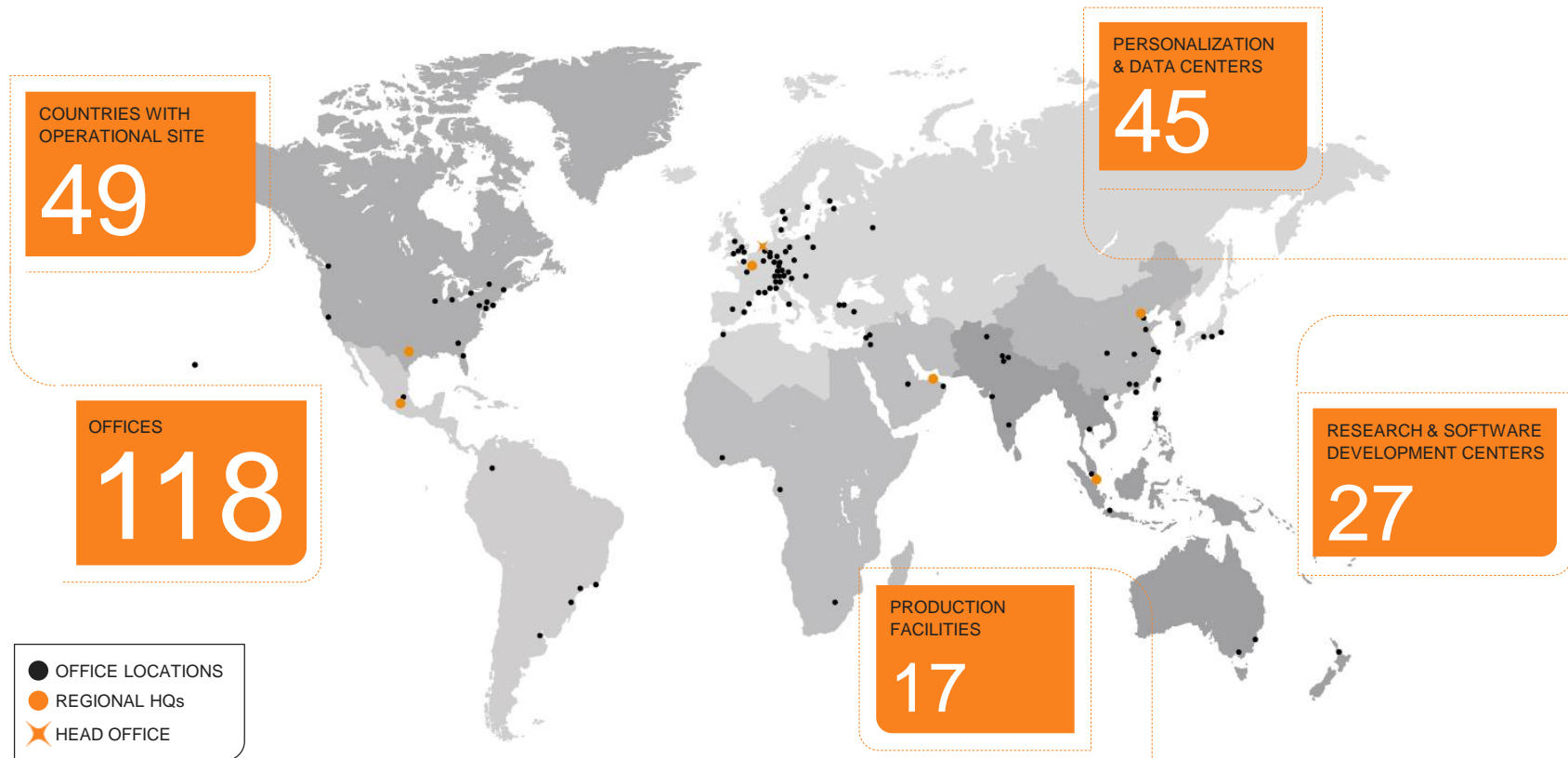
M2M applications



We secure and manage the entire trust chain



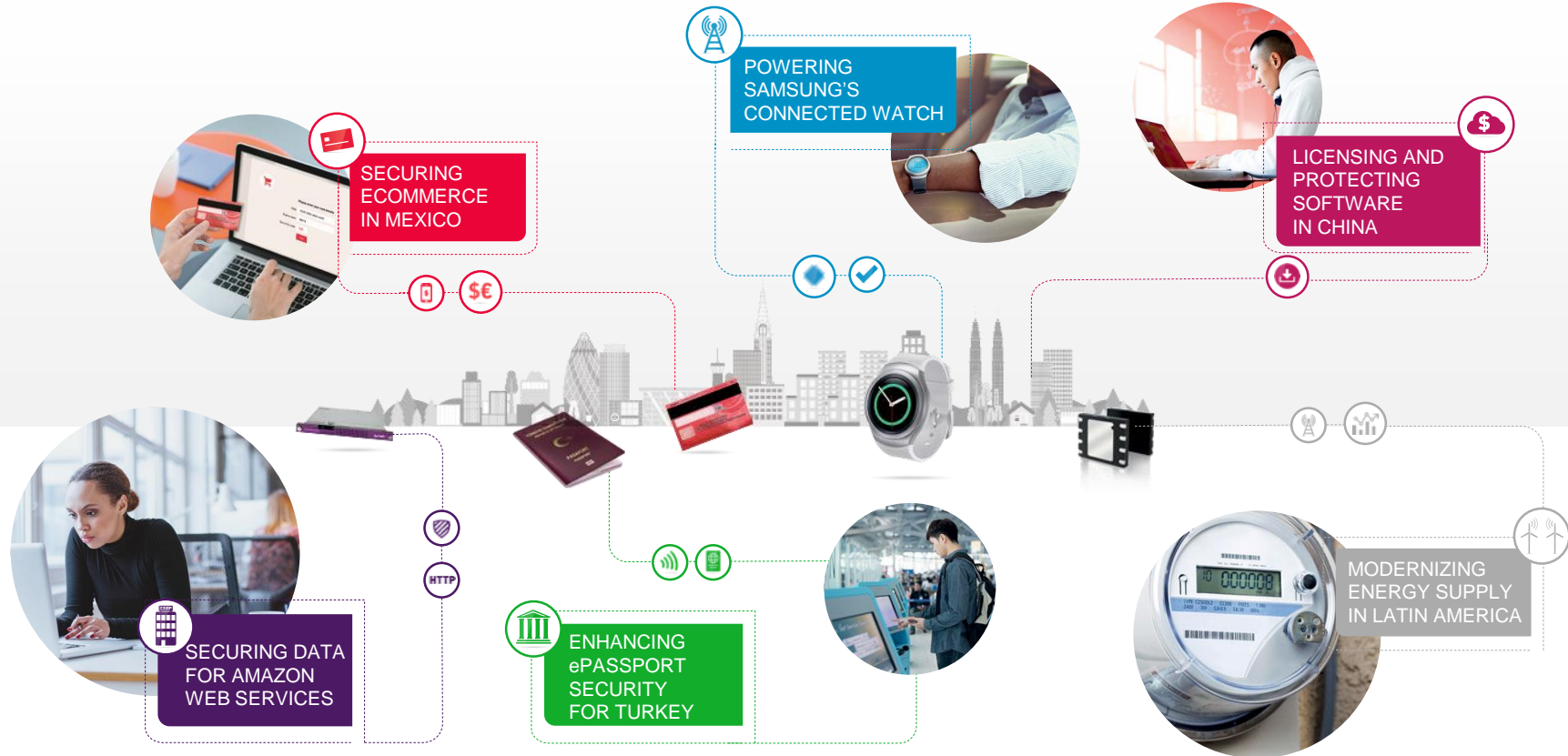
We share global expertise to answer local needs



We are trusted by some of the world's biggest brands



Our solutions are at the heart of modern life



Our clients span five sectors



Mobile



Machine-to-Machine



Financial Services and Retail



Identity and Access

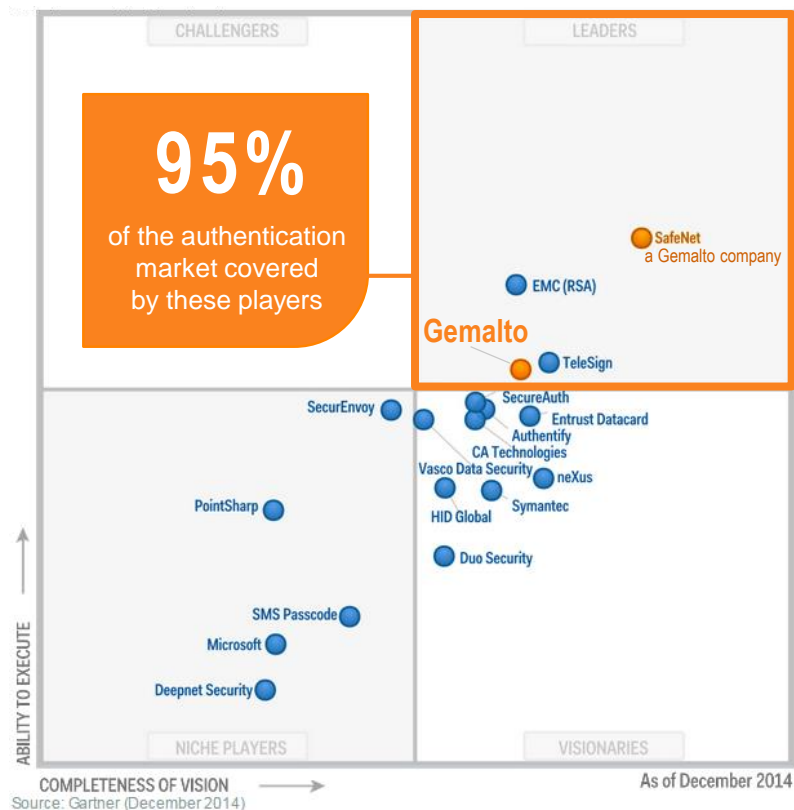


Government

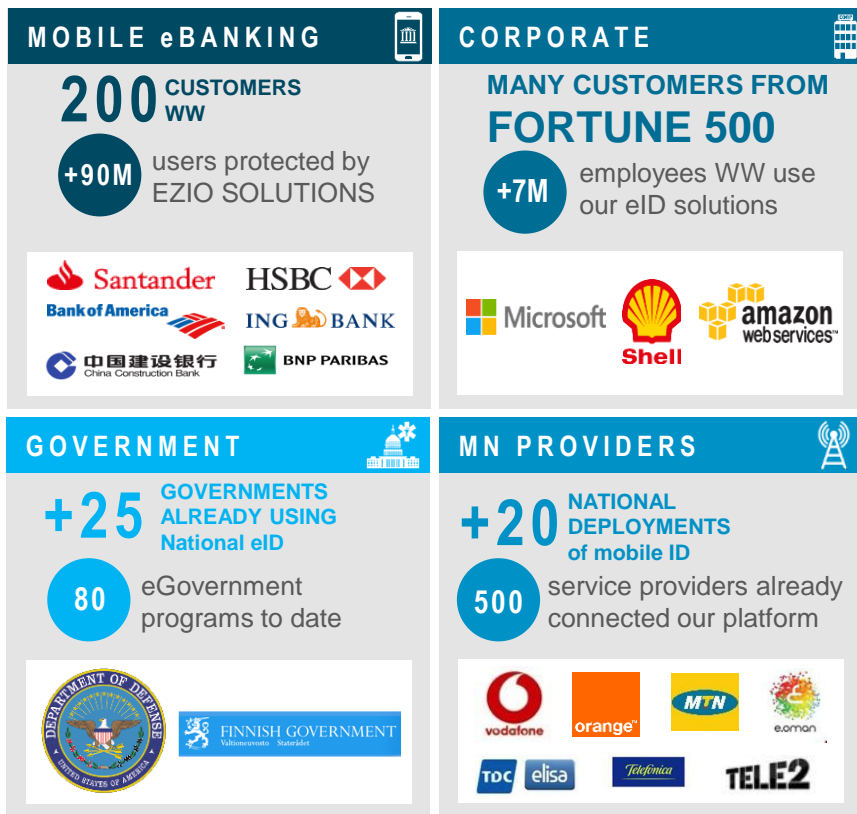


...and they trust us to secure and manage their valuable data

Gemalto assets...



+100 millions
people using our authentication solutions



Wherever you are, talk to us



Stay in touch

twitter.com/gemalto

facebook.com/gemalto

linkedin.com/company/gemalto

youtube.com/gemaltovideos

