Mobile IoT Summit at MWC21

Connecting the Next **Billion of Everything**

Richard Cockle

Head of IoT, Identity, Data and the GSMA Foundry

IoT Strategy Group, Marketing Groups

Solving the challenges to enable IoT to scale

Vertical Communities

Manufacturing

Aviation

Automotive & Mobility

Financial Services

GSMA Foundry

Go-to place for cross-industry collaboration and business development, where GSMA members and industry players come together to rapidly develop real-world solutions to industry challenges, nurture new ideas through initial commercial trials and scale proven solutions at a regional and global level

Engaging at every stage

Focused Teams, Clear Objectives, Dedicated Resources

X-industry collaboration

- Convening power of GSMA's Membership
- Multi-disciplinary teams optimized for the project
- Small groups of committed companies

Independent

- Self-governed; local accountability within the project team
- Self-funded and resourced: participants commit funding, infrastructure or headcount
- GSMA provides framework and resources incl. technical/legal/regulatory expertise, project management etc.

Agile & flexible

- Collaborative and agile way of working
- Ability to pivot quickly and, if necessary, fail fast
- Outcome focused

GSMA Foundry and Communities

Rapid iteration

Foundry Projects

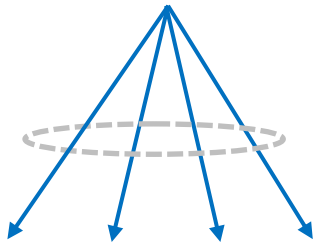
Ideas, requirements

Dissemination

Community Forums

Best practices, learnings, networking

Real solutions, market Impact

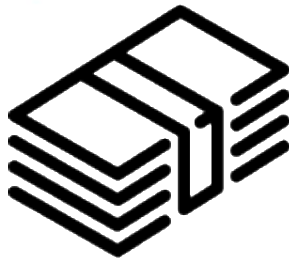


- Manufacturing
- Aviation
- Automotive & Mobility
- Financial Services
- Internet of Things
- IP Comms
- Telco Edge Cloud
- Open Networks
- Identity & Data

- New business (Operators, Partners etc.)
- Industry scheme
- GSMA Managed Services
- Other...

How big is IoT?

The IoT Market



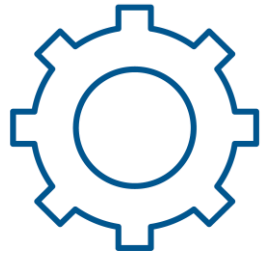
2020	**$400 billion** revenue	**13 billion** devices	**1.9 billion** licensed cellular connections	**0.2 billion** licensed LPWA connections
2025	**$900 billion** revenue	**24 billion** IoT devices	**3.8 billion** licensed cellular connections	**1.1 billion** licensed LPWA connections

Source: GSMA Intelligence

Supporting IoT to Scale

Access

Coverage & Roaming

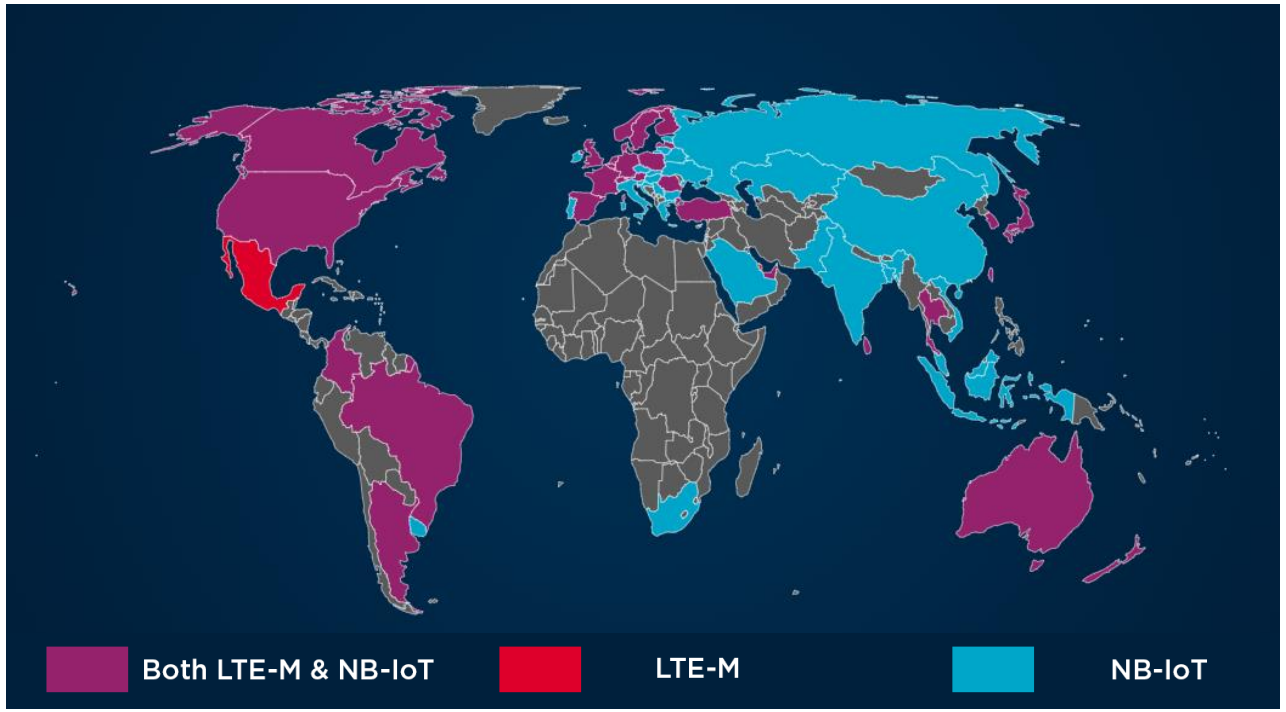


Enablement

Efficiency, Energy & eSIM

Security & Trust

Mobile IoT Is Scaling Globally



https://www.gsma.com/iot/deployment-map/

Total Launches Globally

158

LTE-M

53

In **29** markets

NB-IoT

105

In **54** markets

telenor | connexion

Telenor Connexion to connect 1 million smart meters in Sweden over 12 years using the latest, 5G future proof LPWA technology (2021)

Telstra

Telstra wins 15 year IoT deal with Yarra Valley Water for one million IoT services (Jun 2021)

AT&T

T

docomo

orange

swisscom

TIM

telenet

Telia Company

vodafone

Deutsche Telekom LTE-M & NB-IoT roaming available in 20 countries including the USA (2021)

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Time	Topic	Speaker
14:20-14:40	Keynote 1: **Huawei's perspective on IoT and Industry 4.0 in the 5G era**	**Koby Levy**, Director of IoT & Digital Transformation, **Huawei Technologies Spain**
14:40-15:00	Keynote 2: **Driving Global Take-up of Mobile IoT through Roaming & Partnerships**	**Jens Olejak**, Head of New Access Technologies, **Deutsche Telekom IoT**
15:00-15:20	Keynote 3: **The Internet of Trusted Things – Secure chipsets are the basis for secure every-Thing**	**Dima Feldman**, VP Product Management & Marketing, and **Avishay Shraga**, Head of Security Technologies, **Sony Semiconductor IL**

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Time	Topic	Speaker
15:20-15:55	Panel Discussion: **Mobile IoT LPWA Roaming & Global Partnership**	Moderator: **Sylwia Kechiche**, Principal Analyst, **GSMA Intelligence** • **Andrés Escribano**, New Business & Industry 4.0 Director, **Telefonica** • **Jens Olejak**, Director of New Access Technologies, **Deutsche Telekom IoT** • **Marco Bijvelds**, Senior Vice President EAP, **KORE Wireless** • **Nicolas Damour**, Director, Technology Partnership Development, **Sierra Wireless**
15:55-16:30	Panel Discussion: **Giving 5G IoT a head start with eSIM & iSIM**	Moderator: Gloria Trujillo, SIM Group Director, GSMA • **Andreas Morawietz**, Head of Strategic Product Management, **Giesecke+Devrient** • **Avishay Shraga**, Head of Security Technologies, **Sony Semiconductor IL** • **Dawood Ghalaieny**, CEO, **ZARIOT** • **Gary Waite**, Head of eSIM Strategy, **NetLync**

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Time	Topic	Speaker
15:20-15:55	Keynote 4: **Robust IoT security at scale: setting the standard with IoT SAFE**	**Paul Bradley**, Director of Strategy and Innovation, **Kigen**
15:55-16:30	Panel Discussion: **Secure the IoT Devices – IoT SAFE**	Moderator: **Ian Pannell**, Chief Engineer, **GSMA** • **Jean-Francois Gros**, Director, Marketing & Strategy, **Thales** • **Jeremy Gosteau**, Senior Product Marketing Director, **Sequans** • **Leila de Charette**, IoT Standardization Engineer, **Orange** • **Morgan Lunt**, Program Manager II, Azure IoT, **Microsoft** • **Paul Bradley**, Director of Strategy and Innovation, **Kigen**

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