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LAS VEGAS
SEPTEMBER 26 – 28
2023

eSIM Summit
MWC23 Las Vegas

You can have your eSIM and eat it too!

Las Vegas Convention Center, West Hall 300
Theatre 2, W220
Tuesday 26 September 2023
11:30-13:30



Robby Hamblet

Co-Founder and CEO,
TEAL

Platinum: IDEMIA Gold: Valid KORE TEAL

TEAL

You Can Have Your eSIM and Eat it Too! 

HOW TO SCALE CELLULAR CONNECTIVITY

Speaker: Robert Hamblet, CEO of TEAL

Teal Communications, Inc. – Confidential/Proprietary

Today's Agenda

1. Common Challenges to Scaling Cellular Enabled Tech
2. What Should eSIM Do?
3. Evaluating the Different Categories of eSIM Providers
4. Have Your eSIM and Eat it Too!
5. Use Case Highlight
6. How to Make the switch to eSIM



Robert Hamblet
Founder and CEO of TEAL

Common Issues with Scaling Cellular Technology

Going Bigger Than The First SKU



Network Limitations

Prioritization, roaming restrictions, lack of redundancy, outages, sunsets, and upgrades.



Product Complexity

Getting the right network access, adding SKUs, and operational burdens as you try to do more with your devices.

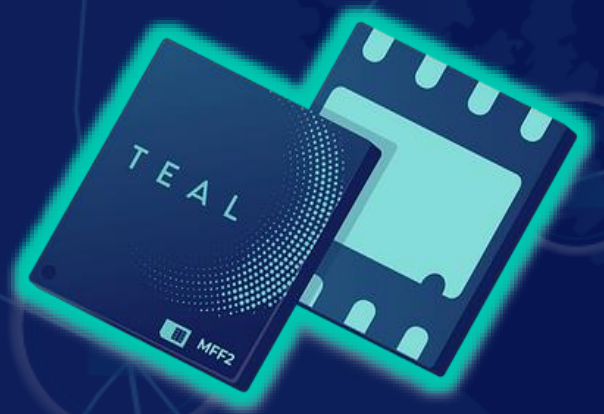


Cost Controls

How can your device benefit from economies of scale that come with new technologies?

What is eSIM?







Digital REST A

A Brief History of eSIM Technology



Four Fundamentals of eSIM?

TEAL | tealcom.io

What Should eSIM Do?

1

Programmability:
No need for multiple versions of device SKUs for markets

2

Availability:
Delivering full performance, low latency, high-throughput anywhere

3

Redundancy:
Eliminate over-reliance on one single provider and its points of failure

4

Upgradability:
Not getting locked into single carrier solutions

M2M vs Consumer vs Consumer for IoT eSIM Specs

Machine-to-Machine eSIM Spec

SGP.02

M2M benefits include:

- Push
- Streamlined manufacturing
- Remote provisioning
- Lower power consumption

Consumer eSIM Spec

SGP.22

Consumer benefits include:

- Pull
- Simpler device setup Devices that can operate independently with their own subscriptions
- New, thinner devices.

Consumer eSIM for IoT Spec

SGP.32

Benefits include:

- Pull
- Simplified integration
- Cost savings
- Interoperability

Assessing the eSIM Supplier Choices

MNO eSIM	MVNO eSIM	SIM Provider eSIM
MNO Rules.	MVNO Rules.	Define your own projects.
One Direct Network.	Many Virtualized Networks.	No built-in network agreements or CMP.
eSIM technology is rented or leased.	eSIM technology is rented or leased.	Direct eSIM technology.
Reliant on operator's inter-carrier roaming agreements.	Over-reliance on brokered roaming.	Extremely long and costly project delivery. Impossible to scale for one enterprise.

True eSIM Delivers a Complete Strategy

Have Your eSIM (Cake) and Eat it Too with TEAL!

1. **Programmability – Profile Switching**
2. **Direct, Native Credentials – Better Performance**
3. **Bring-Your-Own Commercials AND Built-In Connectivity**
4. **Futureproof Against Upgrades, Shutdowns and Outages**
5. **GSMA compliant and Highly Secure**



> ***No other cellular connectivity platform has more operator agreements today than TEAL.***
>
> *-Rob Tiffany, Leading Influencer for the IoT Industry*

Connecting Robots Worldwide

> ***"TEAL's programmable eSIM is the best performing solution on the market. It solves multiple operational pain points for us and reduces costs significantly."***
>
> *- Peter Cowles, Head of Mobile Connectivity at Starship*

STARSHIP







CONNECTING EVERYTHING. EVERYWHERE.

Teal is building a world of interoperable machine data networks.

- Networks should be as accessible to solution providers as apps
- Network providers should be given tools to build more complete solutions



THANK YOU

FOR YOUR ATTENTION!

Contact a TEAL IoT Expert Today!

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