

SGP.32 From Standard to Scalable Reality

HOW TO ACHIEVE IOT
CONNECTIVITY THAT ACTUALLY
WORKS AT SCALE

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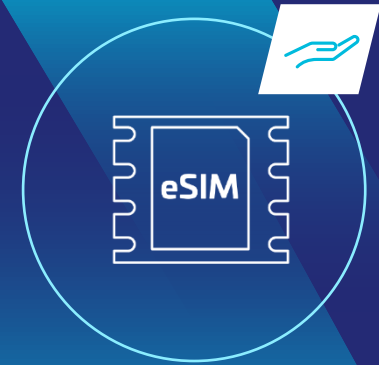
From simple SIM to evolved connectivity



SIM



SGP.02



SGP.32



◆ SIM-based connectivity

was easy

- Plugged or soldered, it works
- Connectivity is dedicated to one MNO
- Manufacturing and logistics challenge

◆ eSIM SGP.02 introduced some flexibility for M2M

- Complex architecture
- Limited for large-scale IoT

◆ eSIM SGP.32 changes the game

- ◆ Specifically designed for IoT
- ◆ Open, scalable ecosystem

Over 1B embedded products by Thales deployed to connect IoT devices

The ecosystem is ready

- ◆ **SGP.32 specifications** are finalized
- ◆ **SGP.32 compliant eSIMs** are commercially available
- ◆ **A growing choice of eIMs** (eSIM IoT Remote Manager) providers exists

Imagine you are



**IoT Stuff
Inc**



**On
paper,
you are
ready
to scale**

But will it work ?

◆ THE REAL CHALLENGE

Turning a standard into reliable, scalable, end-to-end IoT connectivity

YOUR BUSINESS



Interoperability

Initial connectivity

Connectivity management

Connectivity monitoring

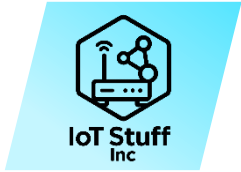
SGP.32

OPEN

Thales IoT Summit

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The full IoT lifecycle remains the same



- **Device** and service design
- **eSIM/Module/eIM** selection
- **Initial connectivity** strategy

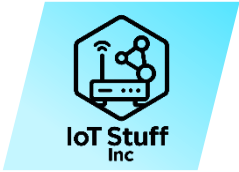
- **Functional integration** of eSIM with module
- **End to end use** case validation

- **Supply chain** & sourcing
- **Planning**
- **SKU** optimization
- **Quality** control

- **Device** localization
- **Connectivity** activation

- **Fleet control** and lifecycle management
- **Resilience** over time
- **Automation** at scale
- **Fast** troubleshooting

Where ecosystem gaps appear



- **Not fully certified** SGP.32 solution
- **Limited** initial connectivity

- **Lack of interoperability**
- **Dependent** on device and use case

- **Multiple SKUs**
- **Constraints** on supply chain and production planning

- **Manual** localization
- **No ability to recover** from activation failure without human intervention

- **Fragmented view** of the device fleet through multiple CSPs
- **Unsure about QoS** truly experienced on the field

From standards compliance to full control



- **GSMA eSA** certified SGP.32 eSIM
- **Advanced eIM**

- **Continuous** end to end interoperability testing
- **Broad module** and MNO test coverage

- **In factory connectivity injection**
- **Enhanced initial connectivity** and resilience from first activation

- **End to end connectivity** orchestration
- **Business rules** and automation at scale

- **Unified, cross operator view via Single Pane of Glass (SPOG)** integration
- **Accurate** connectivity monitoring



TACTACAM



SEQUANS



Thales Adaptive Connect



THE PATH TO SIMPLIFIED

SCALABLE IOT MANAGEMENT

SGP.32 standards enable innovation
— ecosystems deliver value

Simplicity, resilience, orchestration
and visibility are critical at scale

Effective collaboration and strategic partnerships

Thales stands ready as your trusted partner all along your IoT journey

YOUR KEY PARTNER TO SEAMLESSLY
EMBRACE **CELLULAR IOT**

Thank
you

