

eRedCap: Bridging the Gap Between Broadband IoT and Low-Power Devices

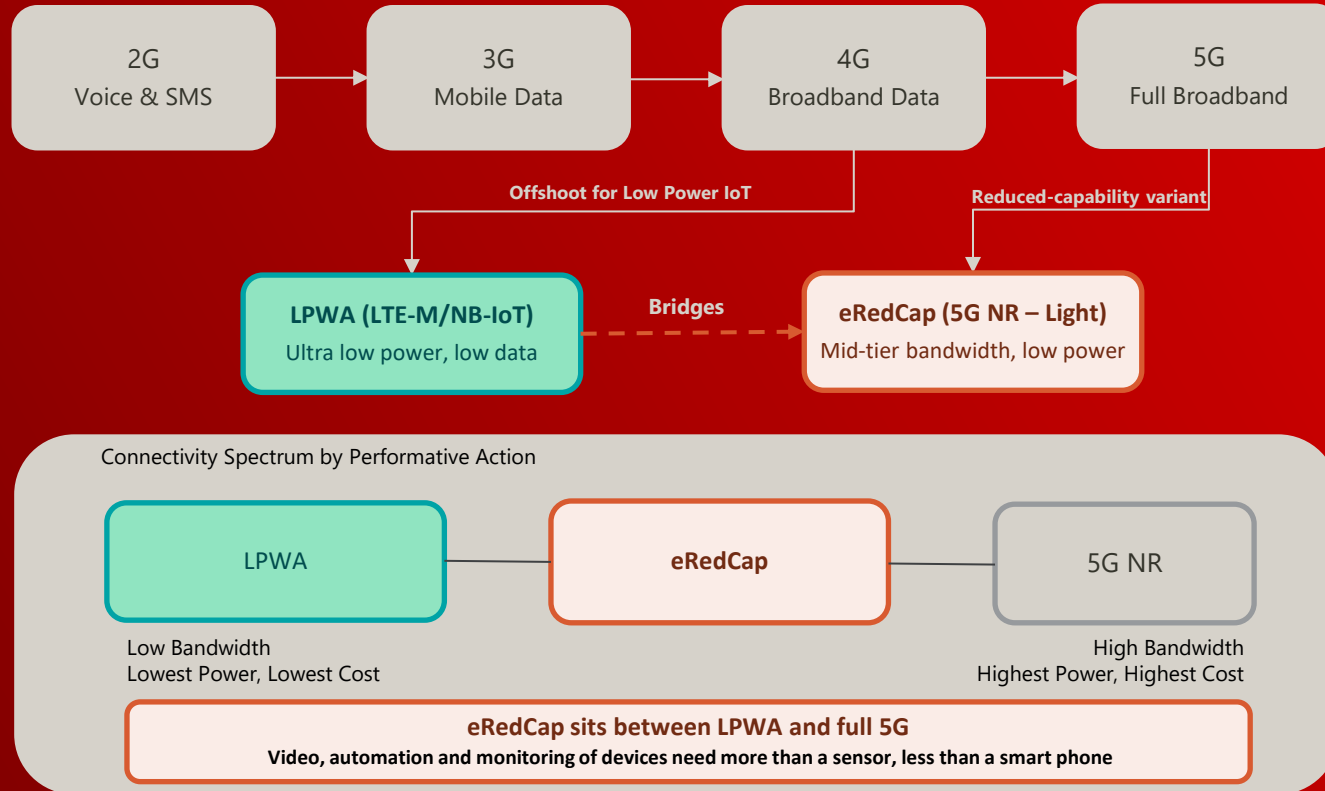
Early Commercial Use Cases
Demonstrating the Next Evolution
of Cellular IoT

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C1 - Public



eRedCap: The Missing Middle in Cellular IoT



eRedCap potential in numbers



Connection
growth:

circa 732 Million
eRedCap connections

by 2035*



Operator
momentum:

commercial launches,
consumer proofpoint

are emerging



Early movers

secure the reference
deployments

that define the market

* <https://omdia.tech.informa.com/om143607/eredcap-starting-a-new-wave-of-connectivity>



Why does the industry need RedCap

Market Drivers

- Growing use of AI-enabled edge devices
- Increasing demand for video and image analytics
- Industrial digital transformation
- Smart city deployments
- Need for cost-efficient 5G connectivity

From systematic IoT to chaotic IoT

- Advanced monitoring
- From one sensor and one attribute to
- One sensor - Many attributes - More data - Low latency –
Edge process - Managing the unknown



eRedCap use cases



Video-enabled Sensors



Industrial Automation



Advanced
Monitoring

Real-Time Use Case: Recycling Plant



The MNO Commercial Case Revenue, ROI & Operator Strategy



The MNO revenue opportunity



This is not an IoT data plan

It is a network monetisation play



Three monetisation levers for MNOs

- New dimension for IoT
- eRedCap and Edge Computing and AI and MPN = Chaotic IoT
- Connectivity tier pricing
- Network slicing as a service



LTE Cat-1/Cat-4 migration

- 3–5 billion legacy devices will need a 5G path
- eRedCap is that path, and the SIM/module replacement cycle is the revenue trigger



TCO Analysis: The Business Case for Operators and Enterprises

Module cost trajectory:
the key lever for mass-
market adoption

- Currently: LTE Cat-4 at \$10–\$15
- 2027 projection: eRedCap module costs falling to \$10–\$15 as production scales ⁺

Where the enterprise TCO
case already stacks up
today

- **Video surveillance:** 60–70% lower deployment cost vs fibre
- **Industrial:**
 - 30–40% reduction in factory rewiring costs;
 - 65% power reduction vs LTE Cat-4
 - Monitoring: single unplanned shutdown can cost \$M+/day

The 4G sunset
argument

⁺ <https://www.abiresearch.com/press/as-device-oems-migrate-from-lte-and-5g-redcap-asps-halve-over-the-next-5-years-redcap-iot-module-revenue-will-hit-us12-billion>



Final Thoughts

Transition Point in IoT

Opportunity is Clear

Technology is Ready



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**Thank
you**

