eSIM Summit at MWC22

Unleash the power of eSIM

Theatre 3 - Hall 7
Wednesday 2 March 2022
10.30-12:30 (GMT+1)
Unleash the power of eSIM

eSIM summit at MWC 22
Multiple devices types need connectivity

**CONSUMER ELECTRONICS**
- Secure
- Miniaturized

**Consumer IoT**
- Miniaturized
- Robust

**Industrial IoT**
- Secure
- Digital

**M2M**
- Miniaturized
- Digital

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The IoT market needs

- Scalable
- Cost effective
- Secure
- Device & Connectivity management

Design constraints
- Miniaturization
- Low power consumption
- Out-of-the-box cellular connectivity
IoT dilemma: How to boost cellular connectivity for IoT devices?

GSMA M2M
- Offers fleet management
- Deployment can be seen as complex

GSMA Consumer
- Simple deployment
- Needs an End-user consent
- No fleet management
IoT dilemma: How to boost cellular connectivity for IoT devices?

GSMA M2M
- Offers fleet management
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Thales for IoT
- Relies on the Consumer eSIM ecosystem (SM-DP+)
- Leverages on the best of the two models Consumer & M2M

GSMA Consumer
- Simple deployment
- Needs an End-user consent
- No fleet management
Bootstrap connectivity for eSIM localization available in 186 countries with 383 roaming partners

**No connectivity**

**Bootstrap**

**Final Subscription**

**Turn Device On**

End-user turns on device

**Instant Connect**

Automatically injects a temporary bootstrap

**eSIM Localization**

End-user downloads the final subscription

- Ease manufacturing - no bootstrap injection
- Reduce connectivity costs - Less bootstrap IMSIs needed
- Keep logistics simple - single SKU
- Ease supply chain - Bind device and subscription later

Compatible with GSMA
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  - Single SKU

- Ease supply chain
  - Bind device and subscription later

- Compatible with GSMA
“MAKE THE IoT CONNECTED WORLD A PLACE WE CAN ALL TRUST”

**eSIM / iSIM**
Smartcard software packaged to be embedded into devices at manufacturing time

**eSIM Cloud Platform**
Service to MNOs, OEMs and SPs to remotely distribute and manage cellular subscriptions

**Thales Adaptive Connect**
A connectivity management service to allow enterprises to manage their IoT devices

**Thales Instant Connect**
Bootstrap connectivity to enable eSIM localization

Join us at MWC Barcelona 2022
28 February - 3 March 2022 | Hall 2 - Stand 2J30
“Thank you”
Trusted Digital Telco
Unleash the power of eSIM to launch your digital-first brand

eSIM summit at MWC 22
A Bigger Digital Transformation for Telco

- **Digitization**: Empower customers by providing a full service mobile app

- **Uberization**: Go cloud-native to reduce deployment time & cost-to-acquire and cost-to-serve

- **Disruption**: Get rid of legacy IT Stack and adopt a greenfield approach

- **New Segments**: Source: Capgemini Digital Operator Observatory

- **Resilience**: Make mobile plans that suit you the best.
Anywhere, Anytime, in a Snap!

Thales & triPica assembled best of breed technologies to create:
Trusted Digital Telco, « A telco-in-an-App experience »

A 100% Digital and Simple Customer Experience

I order in 4 clicks
I scan my documents
I get all my answers online

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Customer Empowered to Build, Enroll and Manage His/Her Services

**Define**

Build your plan

**Be Enrolled / Buy**

Prove ID
Take a selfie and scan the relevant identification document

Pay
Scan your Banking Card and authorize payment

**Start Using Your Service**

SIM/eSIM card
For eSIM enabled devices the activation is done in instants after enrollment

Make changes at any time
selfcare/support

Digital BSS
Agent Tool: CRM
Analytics : BI & Reporting
One Step Ahead of the Disruptors

- Implement your Digital Brand in 4 Months
- Give the tool to your Marketers to launch a marketing offer in 48h
- Enroll a new customer in less than 7mn

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THALES
Building a future we can all trust

tripica.
“Thank you”