

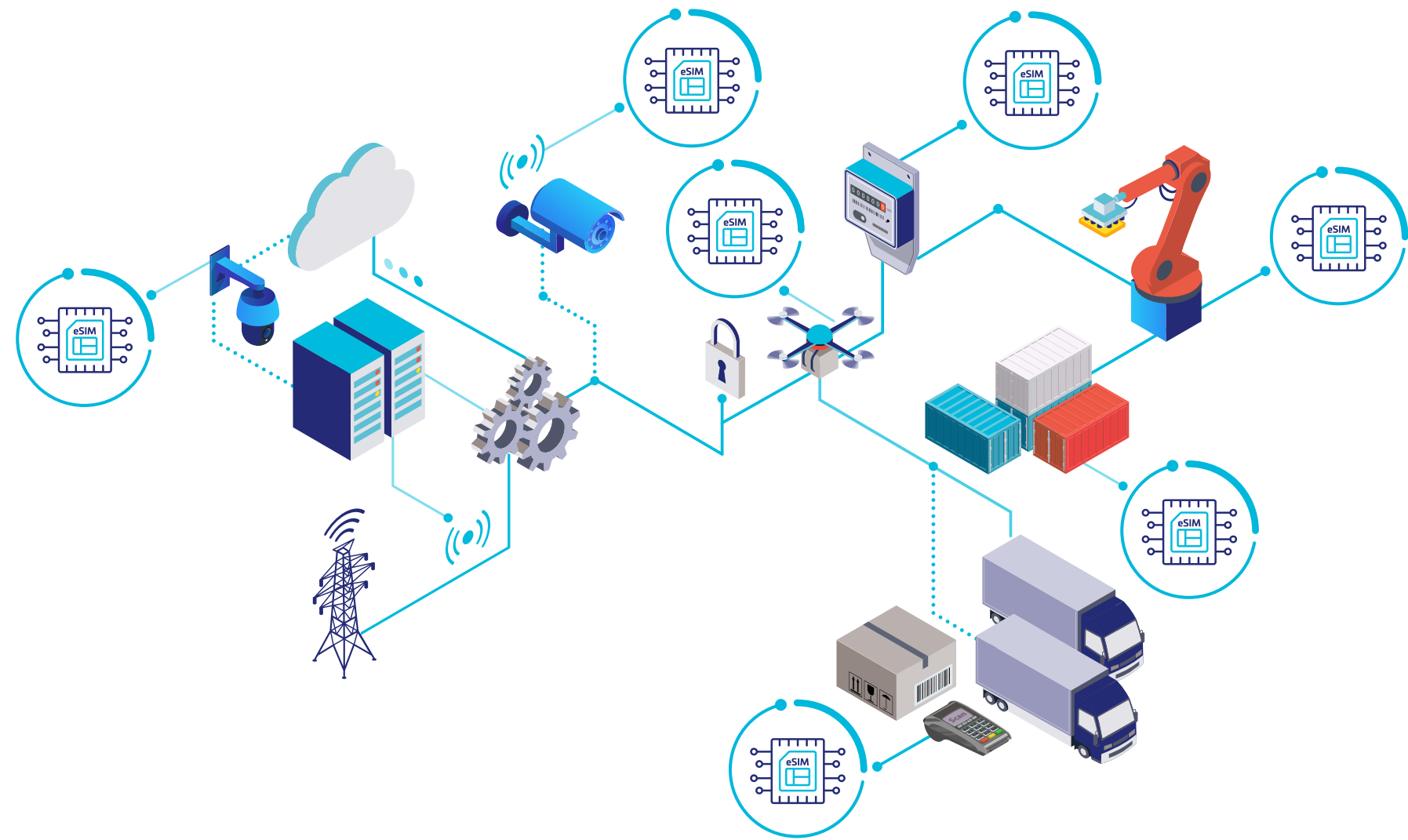
Simplifying IoT deployments with Thales **Adaptive Connect**

The IoT revolution is being built on the eSIM

The IoT (Internet of Things) revolution is here. Innovative use cases are being deployed at speed in both the consumer and industrial domains, with much more to come. Sectors as diverse as agriculture, smart metering and remote healthcare are set to drive dramatic expansion in the IoT over the next decade and beyond. The GSMA Intelligence forecasts the number of licensed cellular IoT connections will reach 5.8 billion globally by 2030, up from 3.5 billion in 2023.

The eSIM (embedded SIM) is at the heart of this new landscape. Crucially, the eSIM provides a compact, secure, low power solution that paves the way for IoT device connectivity to be activated and managed easily, in-factory and over-the-air. As a result, the eSIM is increasingly being embraced by OEMs (Original Equipment Manufacturers). According to Juniper Research, an estimated 3.4 billion devices will feature an embedded SIM by 2025.

This growing population of eSIM-enabled devices forms the foundations for highly efficient IoT use cases. What's more, the introduction of the GSMA's SGP.32 eSIM specifications provides a universally recognised framework for seamless management of massive IoT deployments.



A Major Mobile Network Operator brings simplicity and efficiency to the IoT

The major Mobile Network Operator, is committed to simplifying the IoT, and enabling the widest range of stakeholders to realise its full potential. The Operator offers an extensive range of solutions for both consumers and enterprises, including an array of global connectivity and infrastructure services. This highly progressive company is now creating an IoT ecosystem that supports seamless communication and data transfer between devices via an outstanding connectivity experience.

Built on Thales IoT Connectivity Platform, the new ecosystem enables affiliated and partner Mobile Network Operators, as well as enterprises, to collaborate and grow together. IoT service providers and OEMs will be able to deploy and operate vast numbers of devices with far greater ease and efficiency, because the Operator is addressing a critical challenge for IoT service providers in any IoT use case: seamlessly selecting and activating the best possible mobile

connectivity solution for devices that are already deployed in the field, often across multiple different regions and countries.

Traditionally, OEMs and IoT service providers have had to produce IoT devices with SIMs holding different local mobile subscriptions (profiles) in their factory. This often results in complex manufacturing and supply chain operations, requiring numerous versions of each device to meet the needs of different locations. Without the right approach in place, changing mobile connectivity providers and/or subscriptions at a later stage is both costly and time-consuming.

By addressing such obstacles and inefficiencies, the Operator will be ideally positioned to drive and benefit from spectacular growth in the IoT in the years ahead.

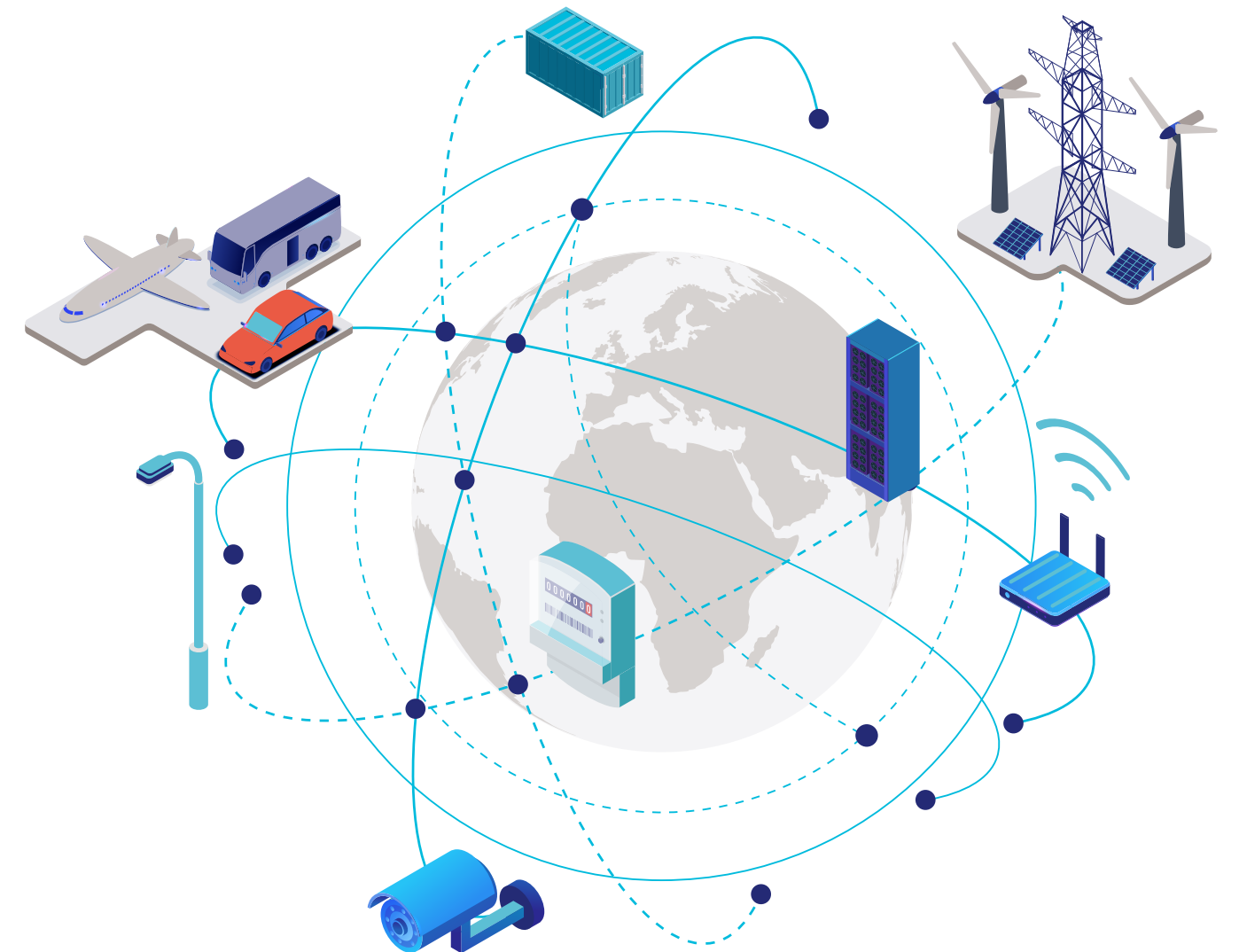
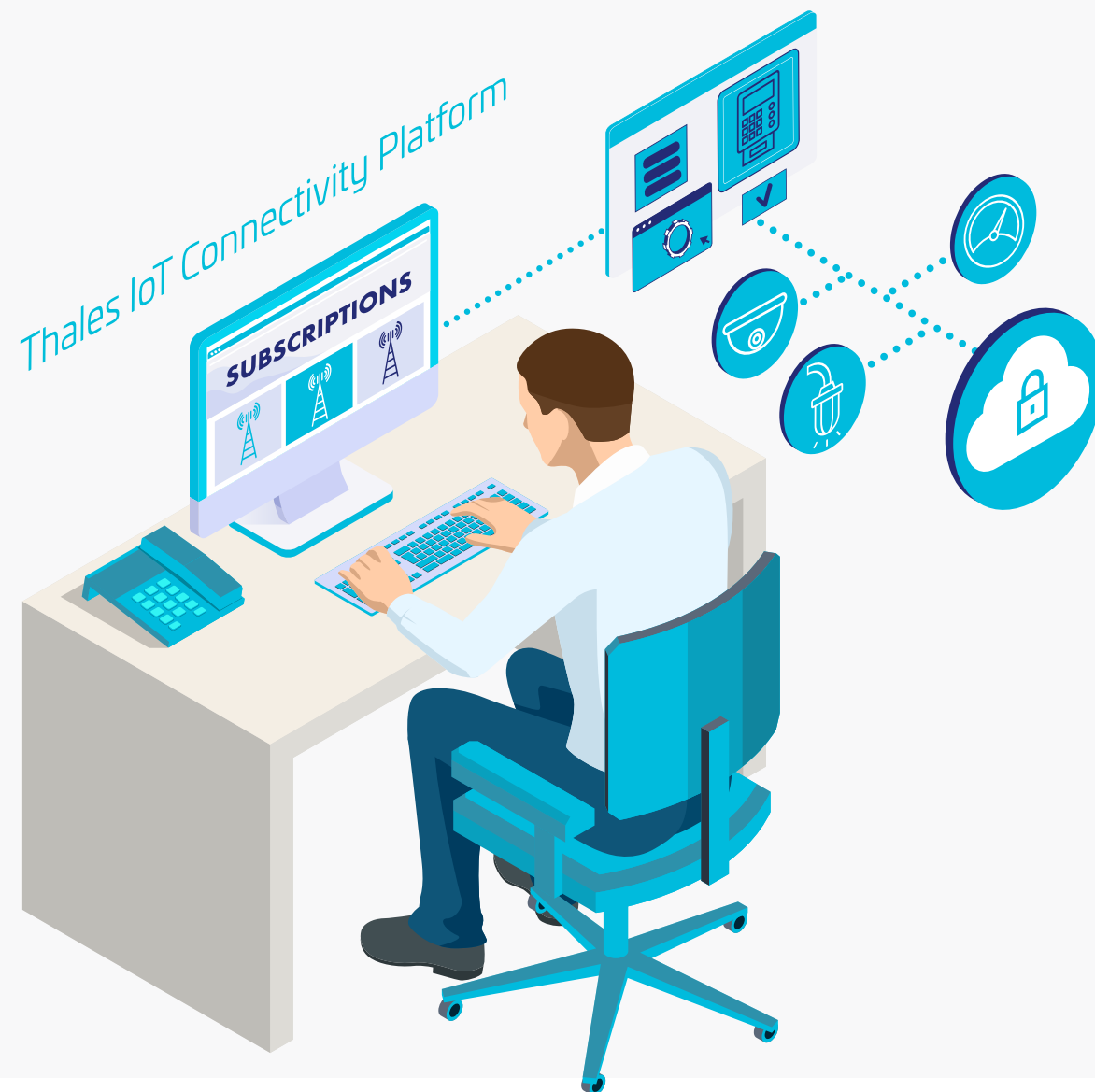
Seamlessly connecting devices once in the field

The major Mobile Network has worked closely with Thales for several years, on projects that include connectivity solutions for eSIM-enabled consumer devices. For this latest initiative, the Operator and the local Thales team have created a highly integrated solution that represents both a robust technical platform and a sustainable business model. This is where the Thales IoT Connectivity Platform comes into play. It comprises two innovative solutions: Thales Adaptive Connect (TAC) and the Thales Connectivity Management Platform. These solutions work seamlessly with the Operator's outstanding connectivity infrastructure to revolutionize the IoT landscape.

TAC allows IoT service providers to effortlessly connect vast numbers of devices to their preferred local mobile networks when they are first powered up in the field. There is no need to configure these devices before deployment.

Service providers simply select connectivity providers and subscriptions via the Connectivity Management Platform's intuitive web interface. The TAC server does the rest, instructing each device's eSIM to remotely download the right subscription from the chosen local mobile network operator. Moreover, service providers and fleet managers can change the network provider and/or subscription just as easily, at any point in the device lifecycle.

TAC also drastically simplifies the entire supply chain for IoT devices. OEMs no longer need to create multiple variants of the same device in the factory. Instead, a single SKU (Stock Keeping Unit) can be deployed to any location, in any country or region. Building and managing the IoT has never been more straightforward.



Welcoming everyone to the IoT

The Operator's new IoT Connectivity Platform is future-proof and eminently scalable. TAC is fully compliant with the GSMA eSIM IoT SGP.32 standards. Beyond adhering to these specifications, TAC offers value-added services (VAS) features that enhance its capabilities. These features include automation and business rules designed to help manage massive fleets of IoT devices, ensuring optimal and resilient connectivity. And with Thales acting as a key enabler, the Operator ensures that its new IoT ecosystem has true international reach. Ultimately, the Operator's vision extends well beyond its border, encompassing more partners and affiliates.

The Operator and Thales will collaborate and explore global opportunities in the IoT connectivity domain, and foster dynamic new partnerships with MNOs (Mobile Network Operators) and OEMs. At the same time, this close cooperation will enable all subsidiaries to join the new IoT hub, and benefit from Thales's innovative technologies and market outreach.

With the support of Thales IoT Connectivity Platform, the Mobile Operator can embrace countless businesses and organisations looking to develop the IoT in other fast-growing markets. By simplifying and streamlining connectivity, the

Operator enhances the productivity, efficiency and profitability of massive IoT deployments, encouraging faster and wider roll-out. At the same time, the Operator and Thales are making the IoT readily accessible to the start-ups and disruptors that will be equally important in shaping the future of the IoT, and with it the lives of billions of people around the world.

Secure solutions for a connected world

Across the globe, we are participating to the digital transformation of our societies connecting and securing cellular communications of billions of individuals and devices. Our commitment to providing 'secure solutions for a connected world' comes from the understanding that in today's age of widespread technology, with booming new usages and also new threats, we must prioritize security, reliability, and simplicity.

[More information on Thales IoT solutions](#)



4 rue de la Verrerie
92190 Meudon
France

Tel: +33 (0)1 57 77 80 00

[thalesgroup.com](https://www.thalesgroup.com)

