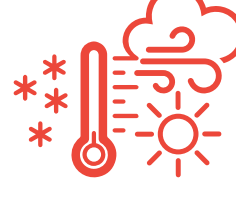


IoT Challenges

Support devices distributed over a wide area, including remote regions



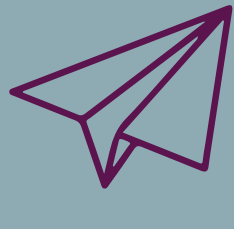
Stay connected in challenging climates, or in moving vehicles



Devices must operate for long periods requiring low power usage



Building an IoT infrastructure can be time-consuming and complex



To overcome these challenges, companies need robust IoT connectivity, rugged devices, and intuitive applications.



Cost of a Typical IoT Solution

Application
30-60%
of total cost



Device
5-20%
of total cost



Service provision
20-30%
of total cost



Connectivity
5-30%
of total cost

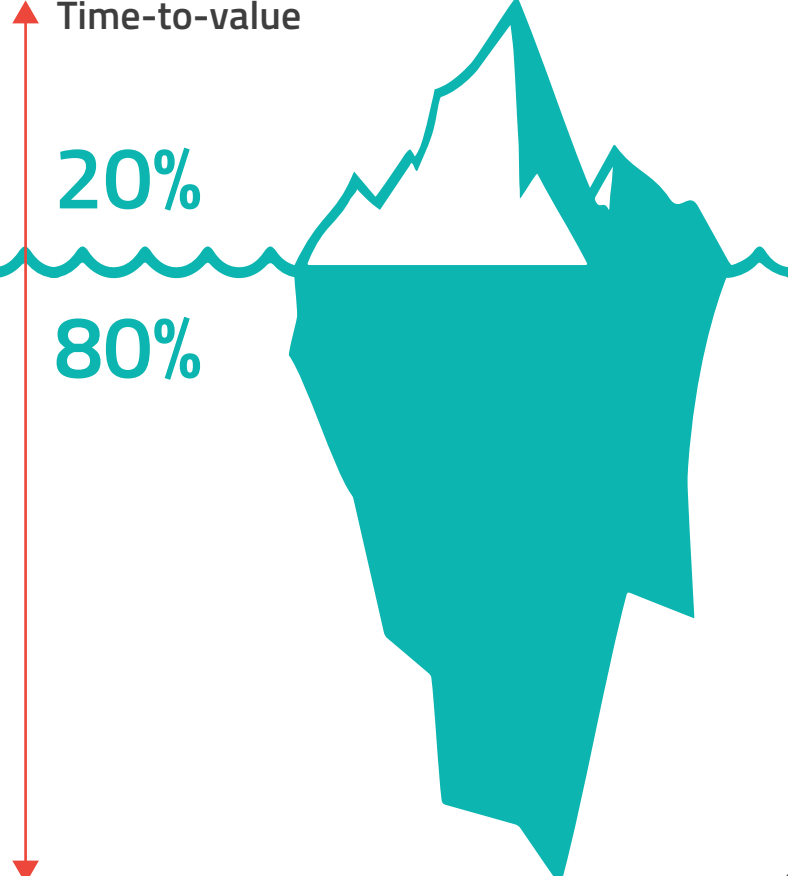


Systems integration
20%
of total cost



The Iceberg of Things

Time-to-value



For a typical IoT deployment:

80% of the budget goes on the business applications

But this only represents **20%** of the time-to-value (TTV)

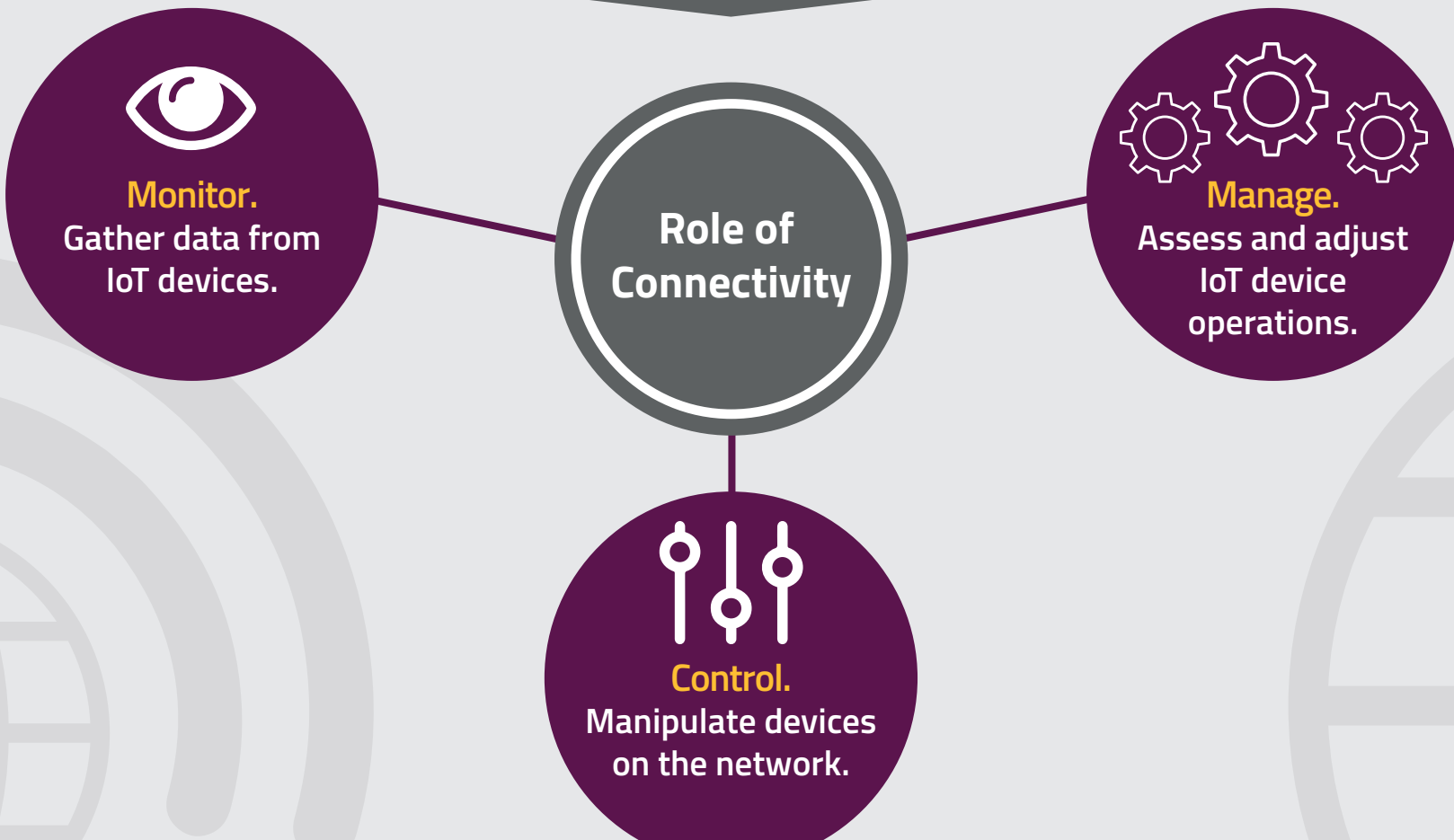
Whereas only **20%** of the total budget goes on building the full device-to-cloud (D2C) infrastructure

But this represents **80%** of the time-to-value

Companies should focus budget and resources on getting the right D2C infrastructure in place first, if they want to maximize TTV

CONNECTIVITY IS KEY

With cellular operators rapidly rolling out support for LTE and LPWA, the missing link for IoT deployment teams has been the creation of robust, low-powered connectivity solutions for their devices to interact with.

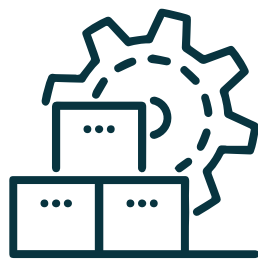


TOP 5 CONNECTIVITY CONSIDERATIONS

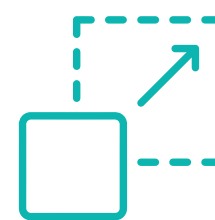
Geographic coverage
IoT deployments should span multiple geographies, and support different carriers.



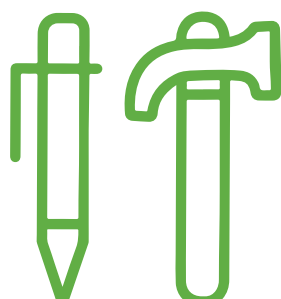
Data quality
Connectivity solutions must preserve data integrity and reliability, delivering data streams for mission-critical processes.



Scalability
Collections of connected IoT devices must grow and adapt as organizational needs change. Technology must support the relocation of devices and the creation of new applications.



Easy to build
With potentially millions of devices to support, connectivity solutions must be simple to con-figure and set-up.



Robust management
Companies may have to manage millions of devices across a wide area. Monitoring these IoT devices across the network and controlling their operation requires a robust connectivity layer.



SIERRA WIRELESS CONNECTIVITY SOLUTIONS

SMART CONNECTIVITY for Secure and Resilient Global Coverage



- Designed for IoT devices
- Offers global connectivity across 600+ partner networks in 190+ countries

- Simplifies cross-regional network support
- eSIM allows customers to change connectivity provider at any time

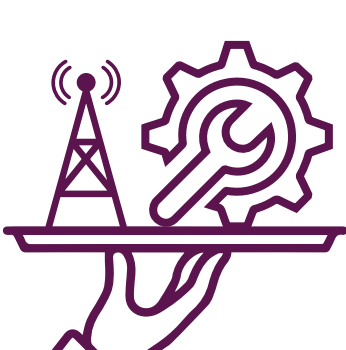
READY-TO-CONNECT devices with easy access to Smart Connectivity



- Offers modules with embedded SIMs pre-connected to Smart Connectivity
- Simpler development – Reduce time-to-revenue

- Streamlines operations – Deal with one supplier
- Strengthen end-to-end security with concealed eSIMs and encryption technologies

Guaranteed Managed Connectivity for Mission-critical Applications



- End-to-end integrated solution
- Covers installation, configuration, management and support

- 99.9% uptime service level agreement (SLA)

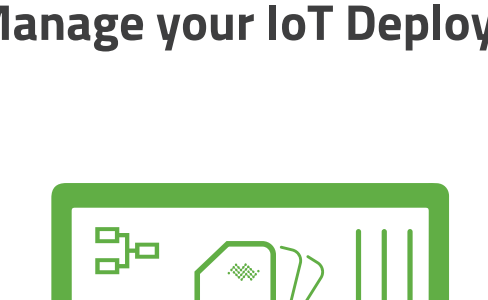
ENHANCED CARRIER CONNECTIVITY to Optimize North American Deployments



- Get robust, reliable connectivity from major carriers in US, Canada, and Mexico
- Direct connectivity to a single designated carrier

- Single, integrated management platform
- Companies can 'bring their own SIM' and manage via one single SIM and device management platform

Manage your IoT Deployment Through a Single Point of Management



- Monitor and control devices across entire global IoT network with single interface
- Tracks device health and performance from a central dashboard and can remotely upgrade device firmware

- Track operational behavior in the field and upgrade the device
- Manage your whole suite of SIMs, whether that is a Sierra Wireless SIM or a SIM from another service provider