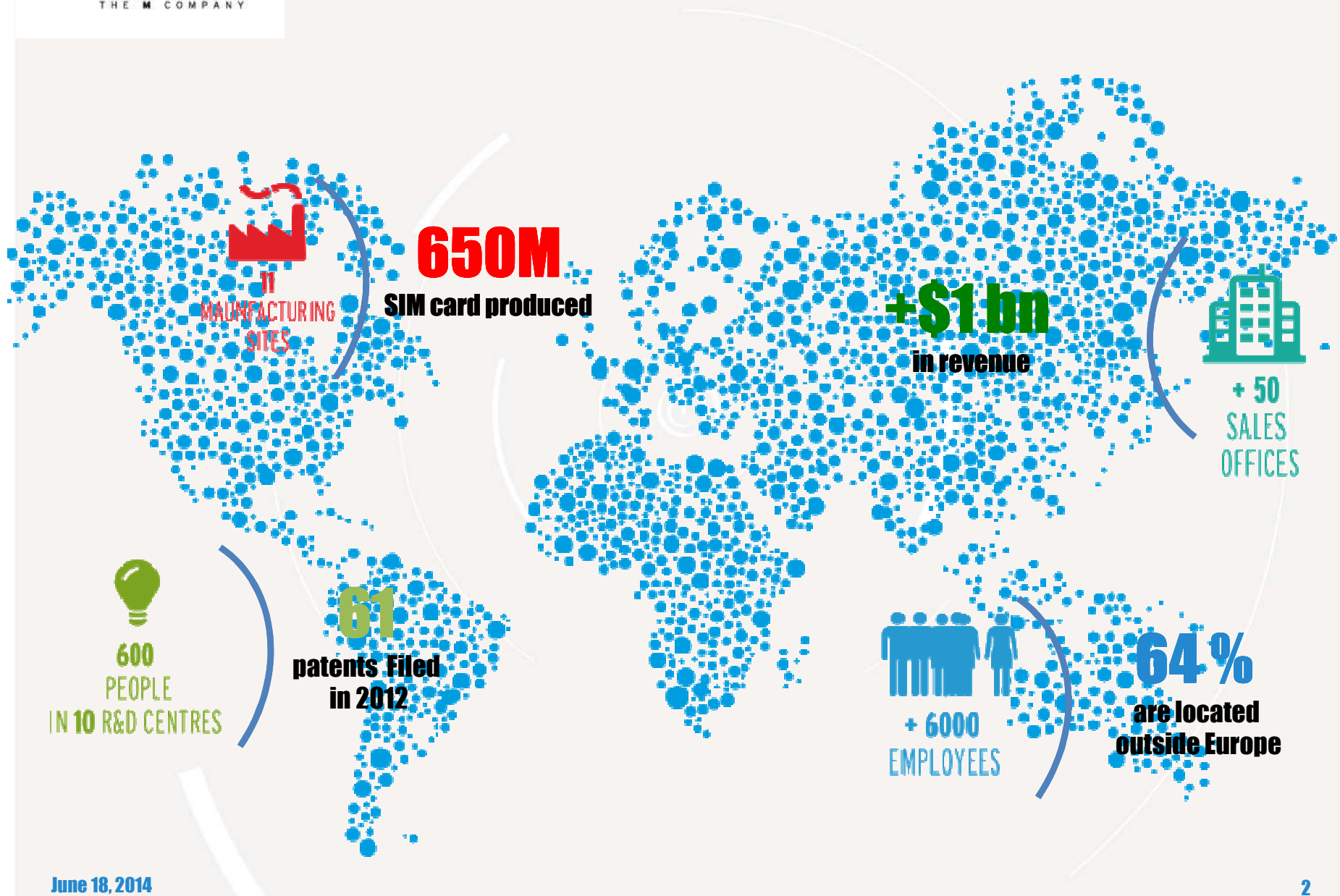


Sierra Wireless Developer day

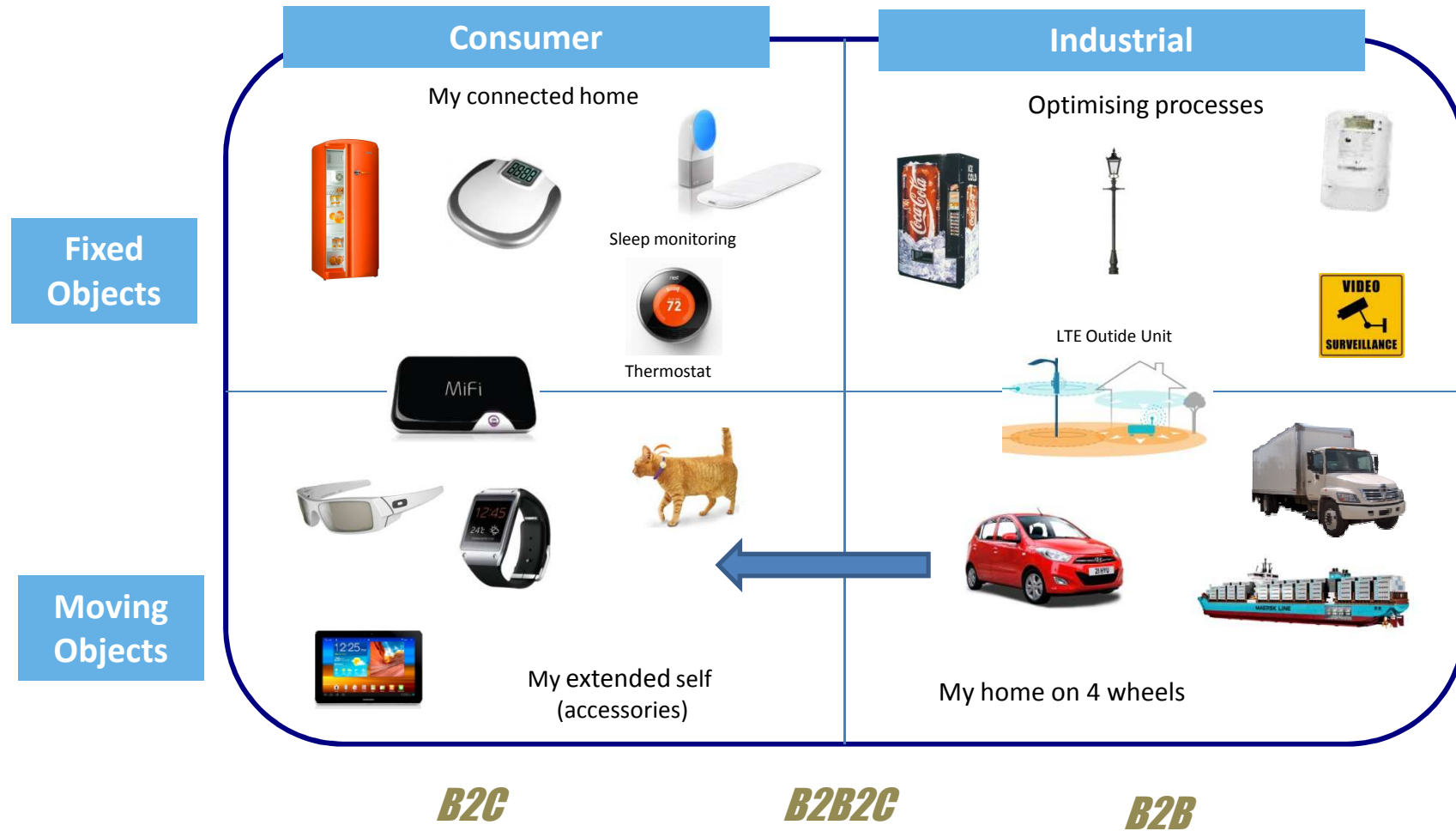
Role of the SIM in M2M: What will the future bring?

Philippe DE OLIVEIRA
Email: p.deoliveira@oberthur.com

OT, an **agile** worldwide leader



M2M & IoT Business Models per segments



OEM –Telematics – (first mount)



Emergency call,
Stolen vehicle recovery,
Strong drive from regulator

11% new connections
+41% cagr (3yrs)

Smart Metering



Smartgrid implementation
Strong drive from regulator

18% new
connections
+2% cagr (3yrs)

~ 250m

M2M subscriptions

> 50 m

devices shipped

~ 30% growth

RMAC (fleet mgmt,asset tracking,
telemetry..)

Mostly private enterprise
projects
Eco-Tax
Toll collection



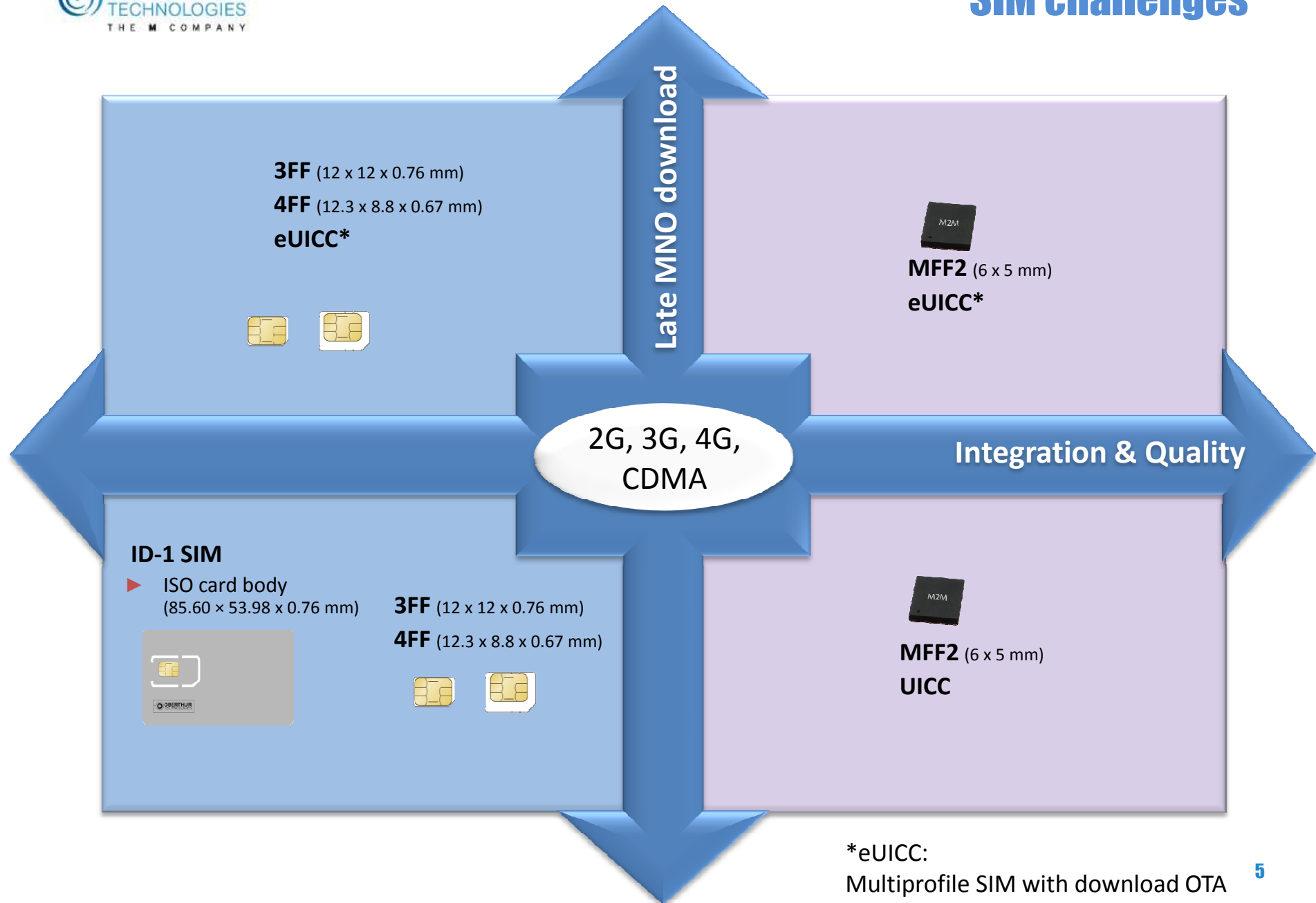
26% new connections
+10% cagr (3yrs)

M2M consumer (Alarm,
PND, e-readers)

Mostly private projects
B2B2C

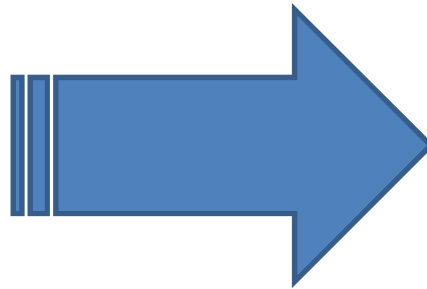


45% new connections
+7% cagr (3yrs)





UICC: MONO-TENANT
Single Customized House



eUICC: MULTI-TENANT
Building with separated
customized apartments

Use Case 1: 1st MNO activation

Easy manufacturing and logistic process

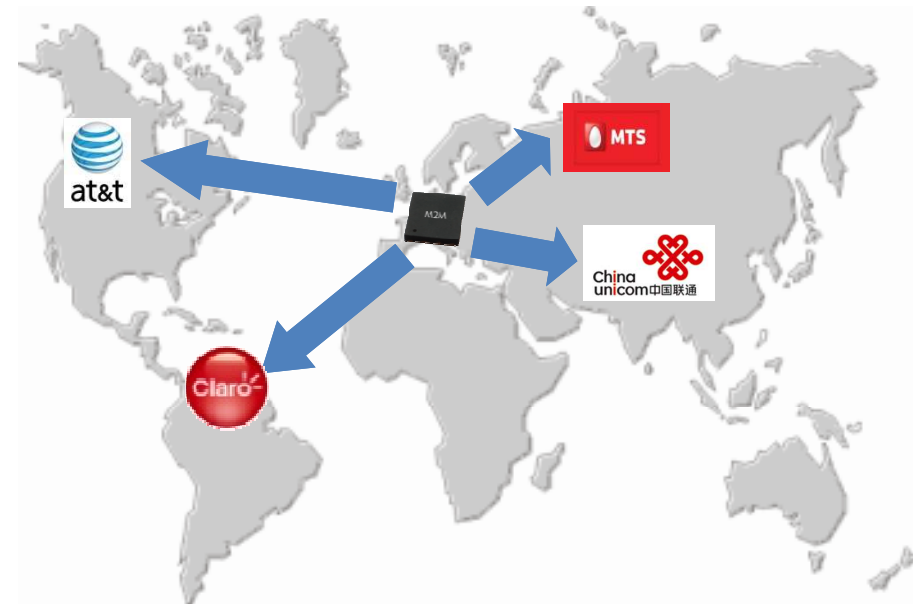
- SIM as a standard auto component
- Shipment optimization

Easy qualification process

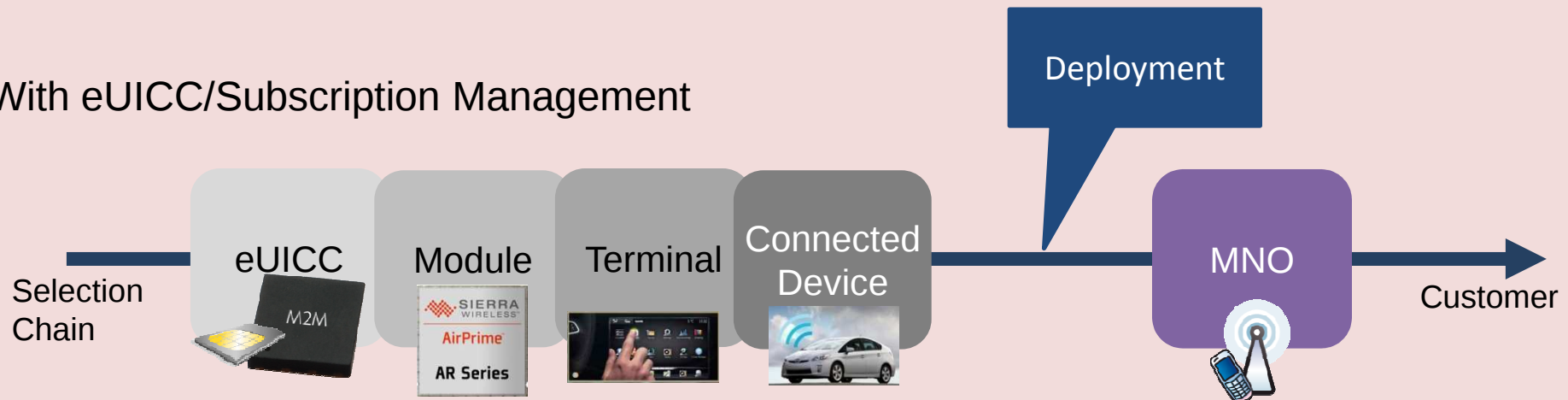
- Only 1 design qualified

Easy supply chain

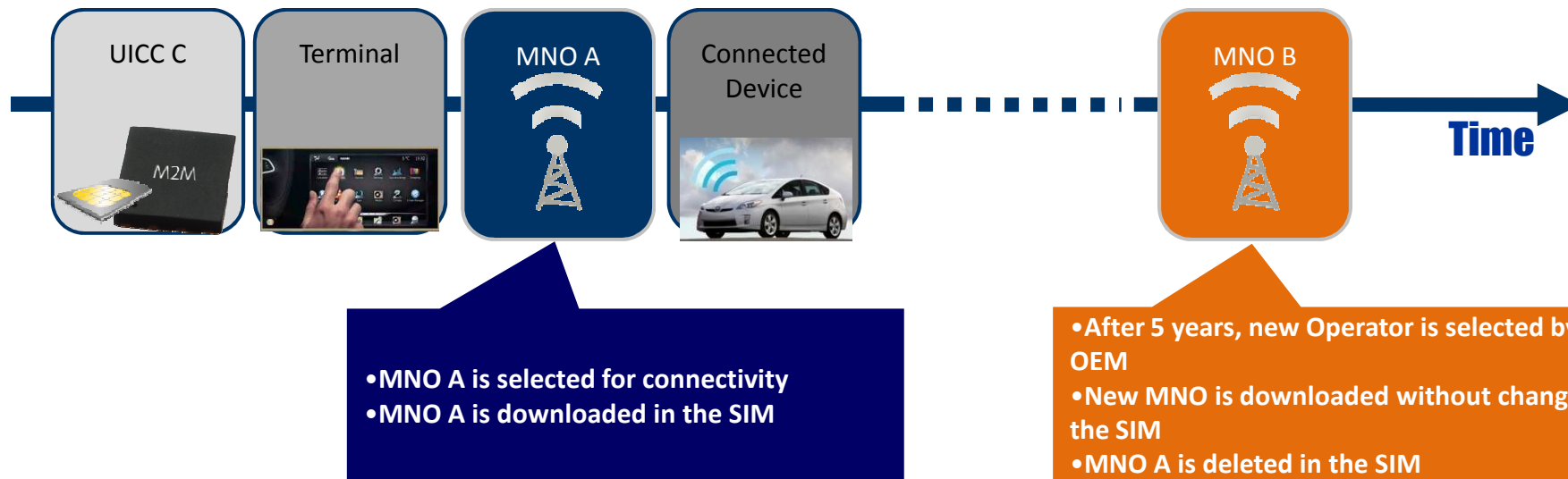
- 1 Telematics System ww

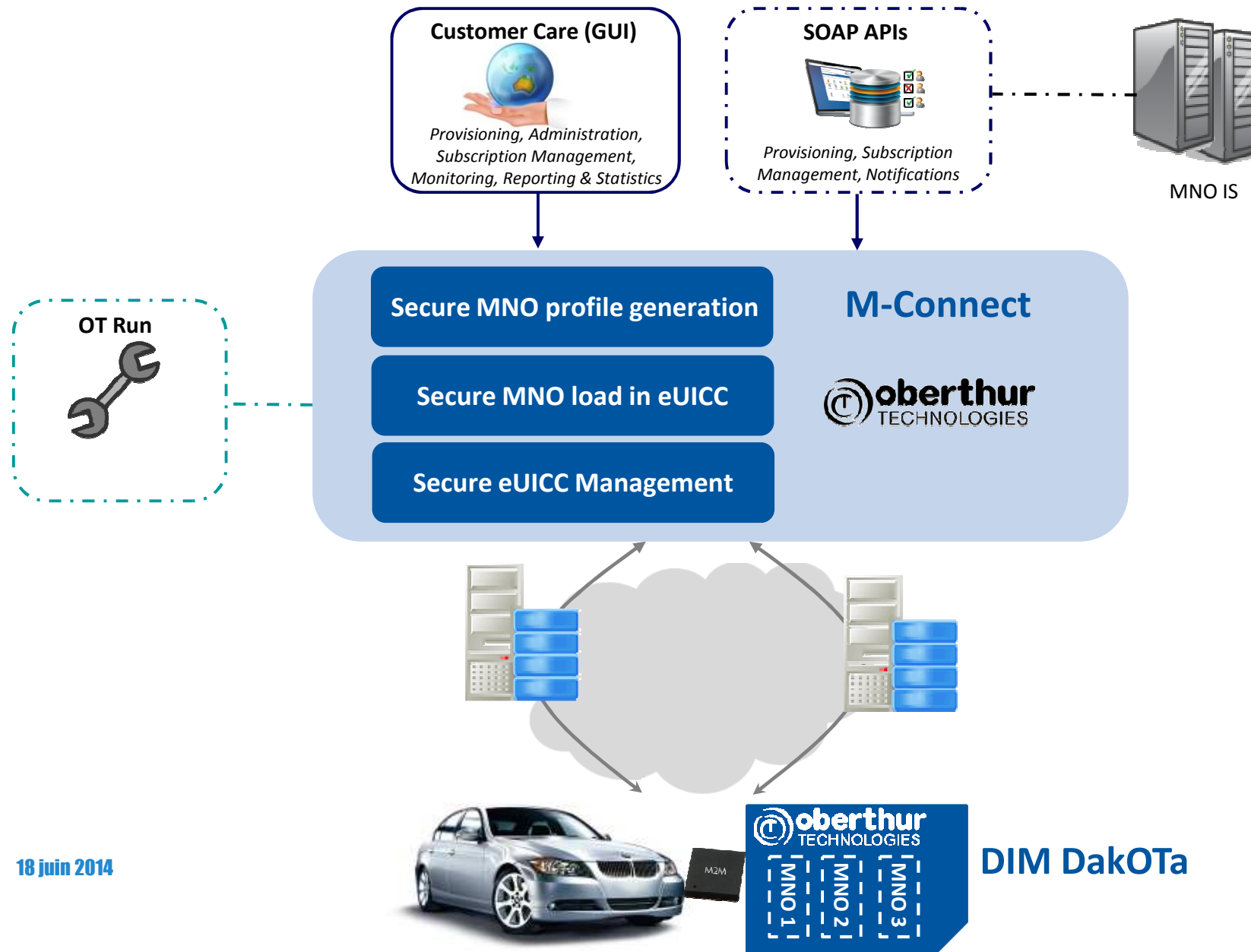


With eUICC/Subscription Management



eUICC Use Case 2: MNO swap





M-Connect

Subscription Issuance

Load Subscription

At first use or at device purchase (in a Point of Sale)



Subscription lifecycle management

Swap Device and Subscription

When the subscription needs to be changed in the same device, or when a subscription is moved to another device



Remove Subscription

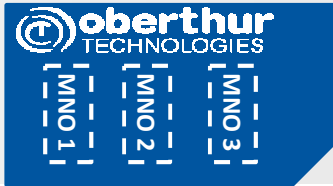
When the active subscription is no more needed or the device doesn't connect anymore



Activate/Deactivate Subscription

When the subscription status needs to be controlled: E.g. load a subscription with inactive status and activate it when needed



Form Factor	eUICC shall support all form factors defined in ETSI specifications	
Full Profile Download	Full profile OTA download (files system and applications)	
SM Split	SM-SR responsible for eUICC management and secure access to the eUICC. SM-DP responsible for profile data preparation and encryption	
Security & Certification	Improved Security Level	
Multi-profile environment	Bootstrap and multiple MNO	
Profile Management	Performed by the MNO or on behalf of the MNO	

Connectivity & MNO
2G, 3G, 4G



Innovation
Embedded SIM



End-to-end testing
ERA Glonass & eUICC



Trusted partner
since 2008



payment



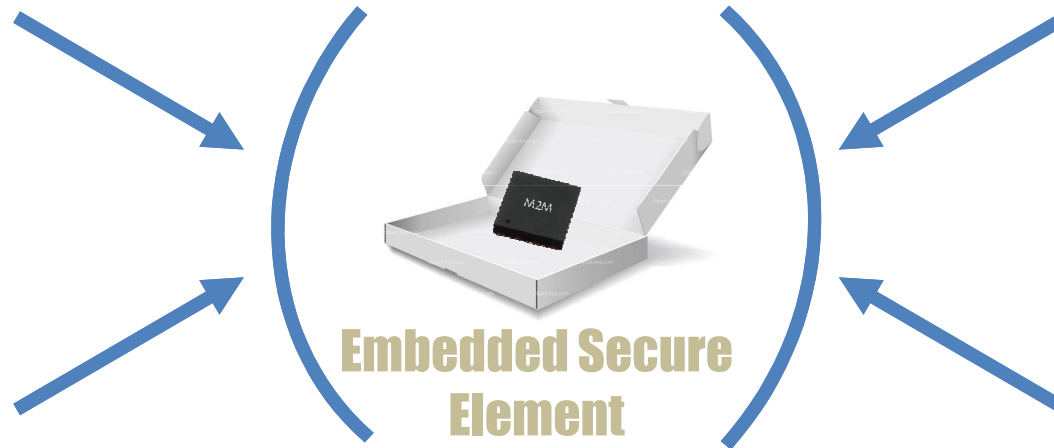
connectivity



identity



Security



Thank you