

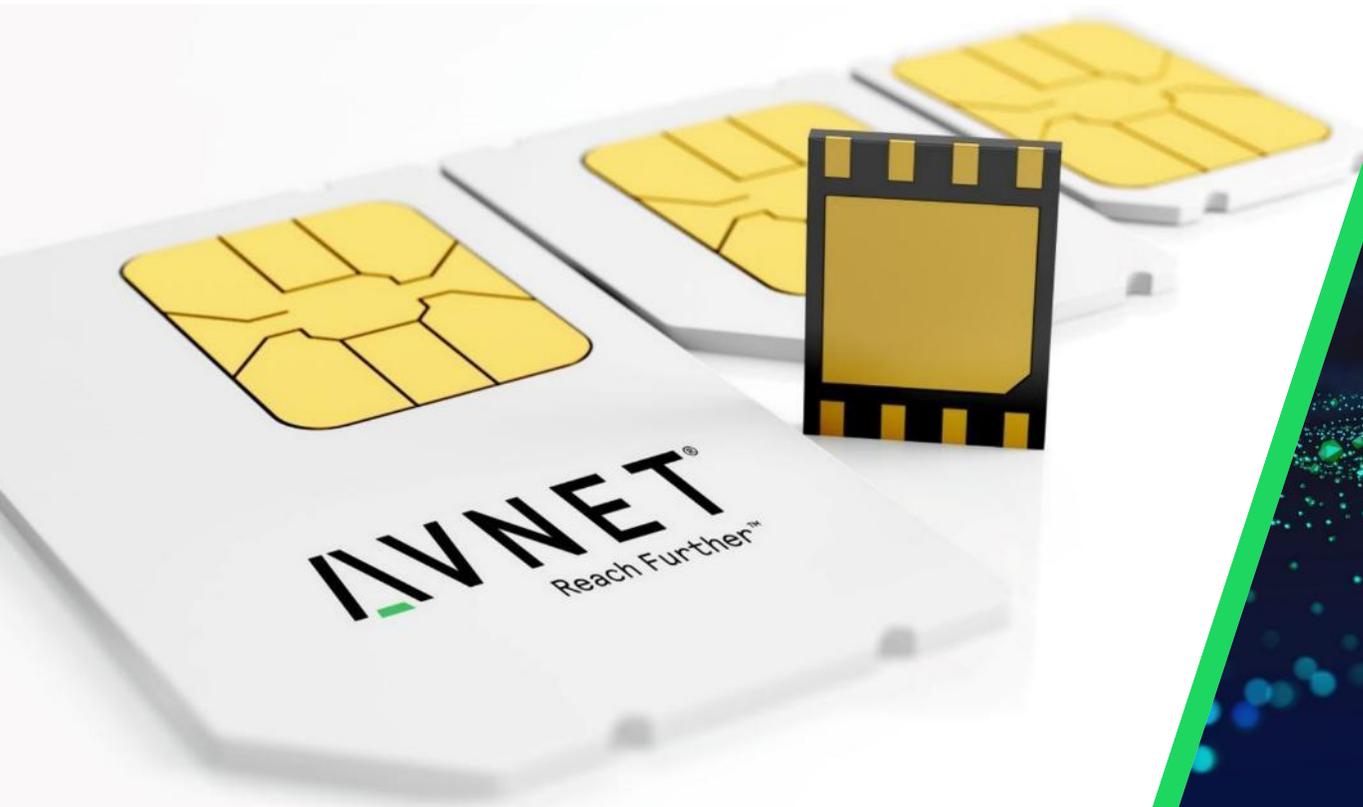
/ Avnet Silica – Cellular connectivity services

Empowering IoT SIM beyond connectivity

General introduction

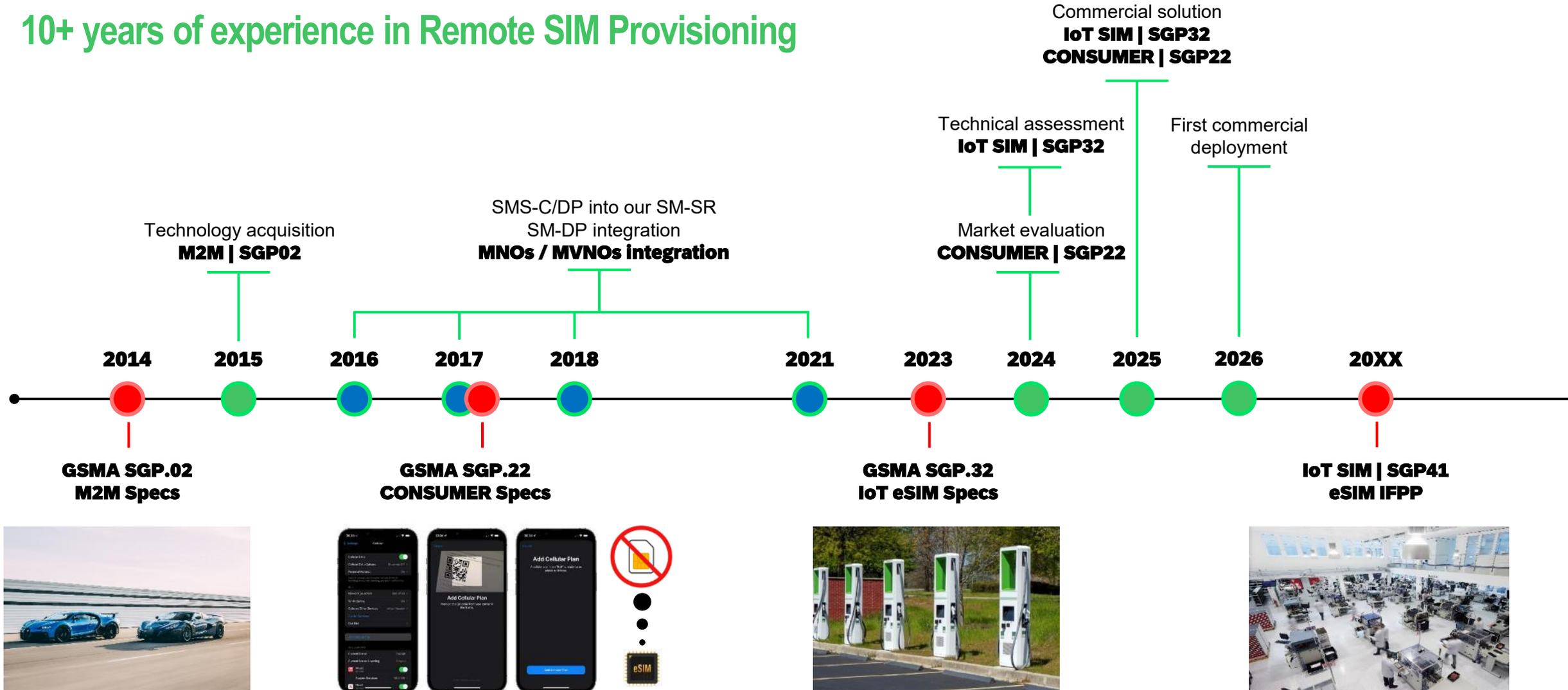
Anh-Tuan NGUYEN – EMEA Technical & Marketing Manager – Cellular connectivity

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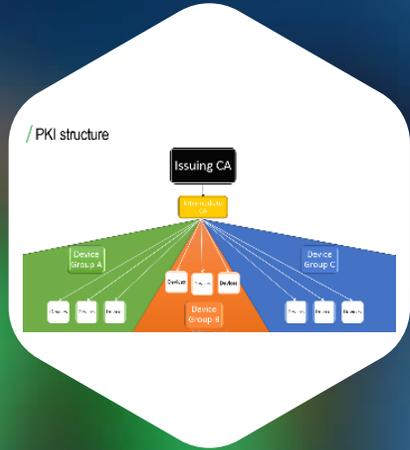
/ Avnet Silica - eUICC since day 1 with BICS

10+ years of experience in Remote SIM Provisioning



/ eUICC & Security – Same strategy

Increasing convergence & leveraging on our know-how

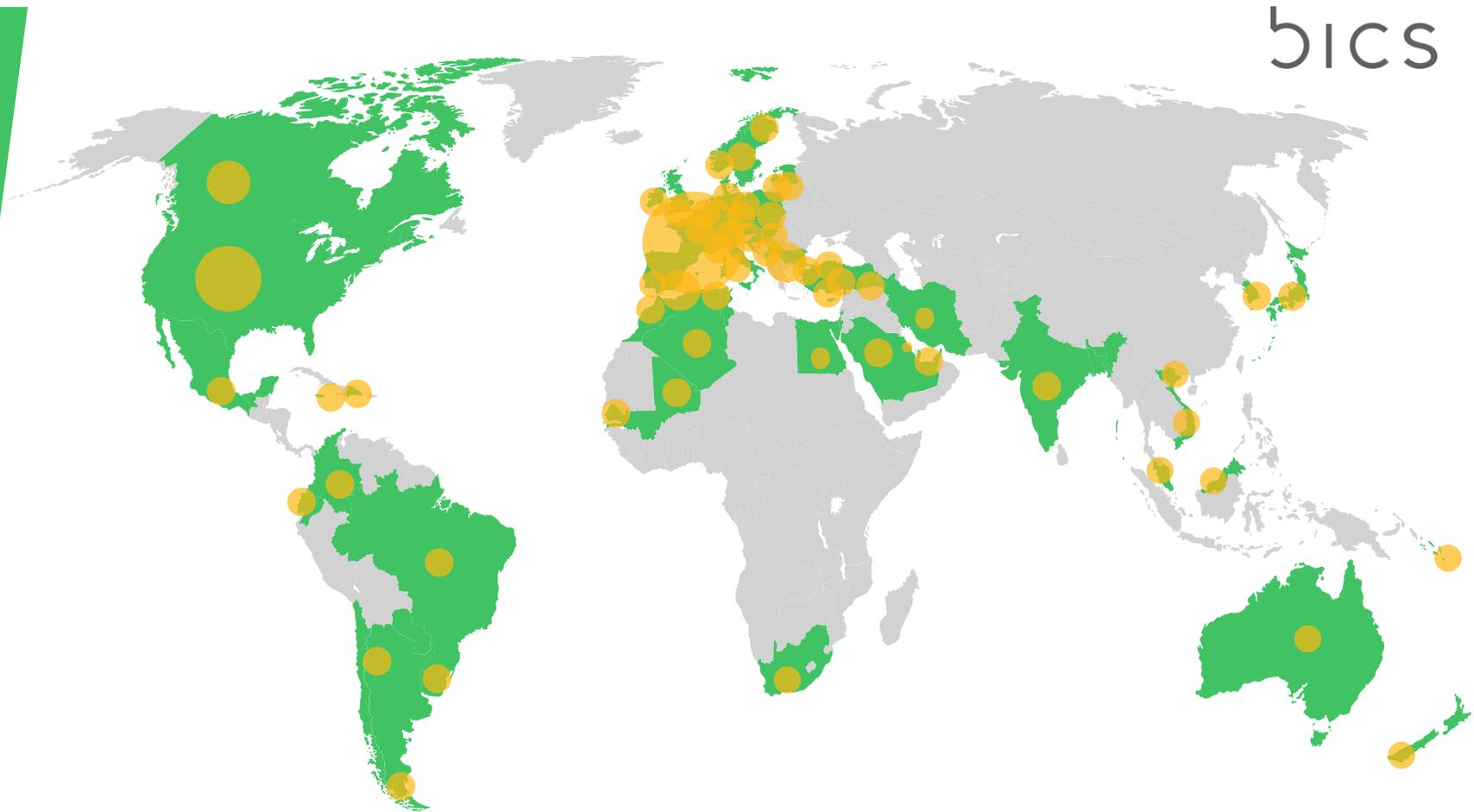


/ Avnet Silica – Our footprint

Achievements with our Partner BICS

+70
Countries deployed

+190K
Devices deployed



Our eUICC technologies value propositions

Proven & standardized solutions

- **ACCELERATE THE TIME-TO-MARKET OF OUR CUSTOMERS' PRODUCTS**
 - We offer standard product – GSMA standards compliant
 - Focus on manufacturing : one product, several options
 - Facilitator between MNOs/MVNOs and End-customers
- **AVNET SILICA, ROLE OF CONNECTIVITY ENABLER**
 - Offering a connectivity portfolio with tailored offer with BICS
 - Deploy in regions where local permanent roaming regulation is in place
 - Future proof a product if tomorrow the Mobile Network Operator needs to be changed (swap)
- **IN GENERAL**
 - We invest in new technologies as we do in our core business with stocks (physical components) to make these technologies available to all customer business sizes
 - One-stop-shop for components, cellular connectivity services, secure provisioning, Technical support & Back-office



IoT SIM - USE CASES (SGP.32)

1

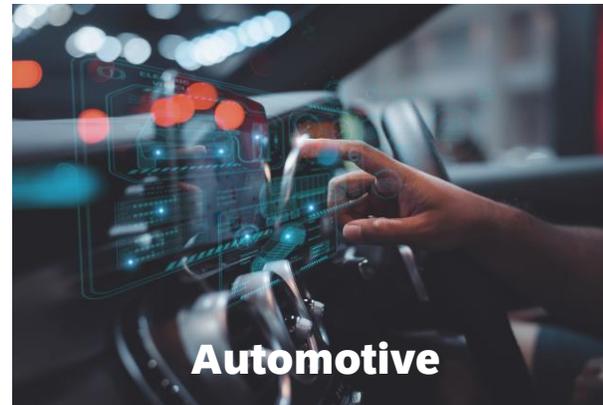
Our customer want to design their product in order to be able to download their preferred network subscription once in the field.

2

This specification is addressing all use cases for which customer wants to bring their own connectivity with the ability to manage in fleet.

3

Avnet Silica IoT SIM will come with our initial cellular connectivity provided by BICS, so the device is ready to connect and poll the eSO (eSIM Orchestrator – Fleet manager) to know if there is a specific operation to be done.



CONSUMER - USE CASES (SGP.22)

1

Our customers have chosen this specification because their products are aiming at consumer market (B2C)

2

This specification is addressing all use cases for which cellular connectivity is managed by end-users (single device management) – BYOC

3

We can propose our bootstrap connectivity as an option (bundled offer), so the device is ready to connect, avoiding wiring or wifi connection (tethering) to download the selected carrier.



Our eUICC offer comparison

		SGP.02 « M2M »	SGP.22 « Consumer »	SGP.32 « IoT SIM »
		All-in-one: eSIM/SIM + Connectivity (provided by BICS)	eSIM/SIM can be sold standalone Cellular connectivity is an option	eSIM/SIM + Connectivity with BYOC option (Bring You Own Connectivity)
COMPONENTS eSIM/SIM	2FF / 3FF / 4FF / MFF2	✓	✓	✓
	Commercial grade	✓	✓	✓
	Industrial grade	✓	✓	✓
CELLULAR CONNECTIVITY	Bootstrap profile	✓	✓	✓
	Avnet Silica	✓	✗	✓
REMOTE CONNECTIVITY MANAGEMENT	Avnet Silica Customer	✗	✓	✓
	End-Customer	✗	✓	✗
	Operator Integration for swap	✓	✗	✗
INSURANCE MODEL	Set up Cost	✗	✗	✓
	Yearly hosting fee	✗	✗	✓
	Yearly subscription fee per device	✗	✗	✓
BUSINESS MODEL	Model type	PAY PER USE	PAY PER USE	SUBSCRIPTION

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