

GSMA™

# Empowering Global IoT Connectivity

## Alejandro Pulido

IoT Product Manager, VALID

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BARRON'S GROUP

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An Event Of

 Mobile  
WorldCapital  
Barcelona

5G IoT Forum

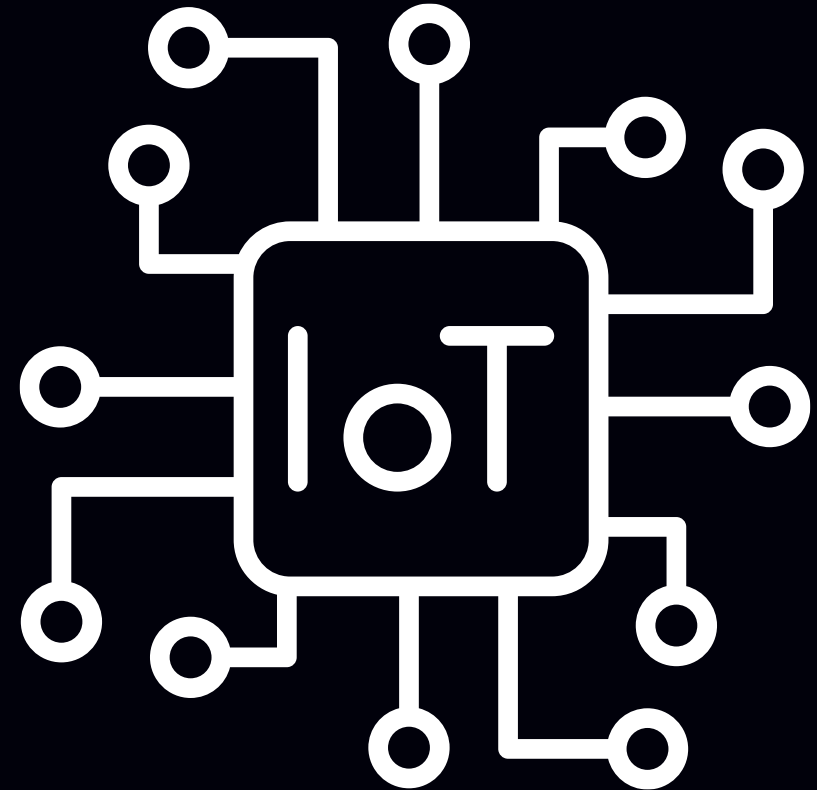
## Empowering Global IoT Connectivity

Unlocking the Full Potential of IoT Connectivity for Any Use  
Case



**Alejandro Pulido**  
IoT Product Manager

**Valid**



# Valid

Your trusted partner for secure and interoperable mobile services

eSIM

IoT

Orchestration

iSE

SM-DP+

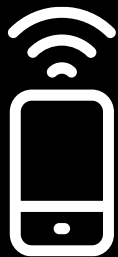
LPA

IPA

Profiles

eIM

SIMs



**+900M**

Connected devices use Valid's technology



**+100**

Subscription Management Platforms implemented around the world

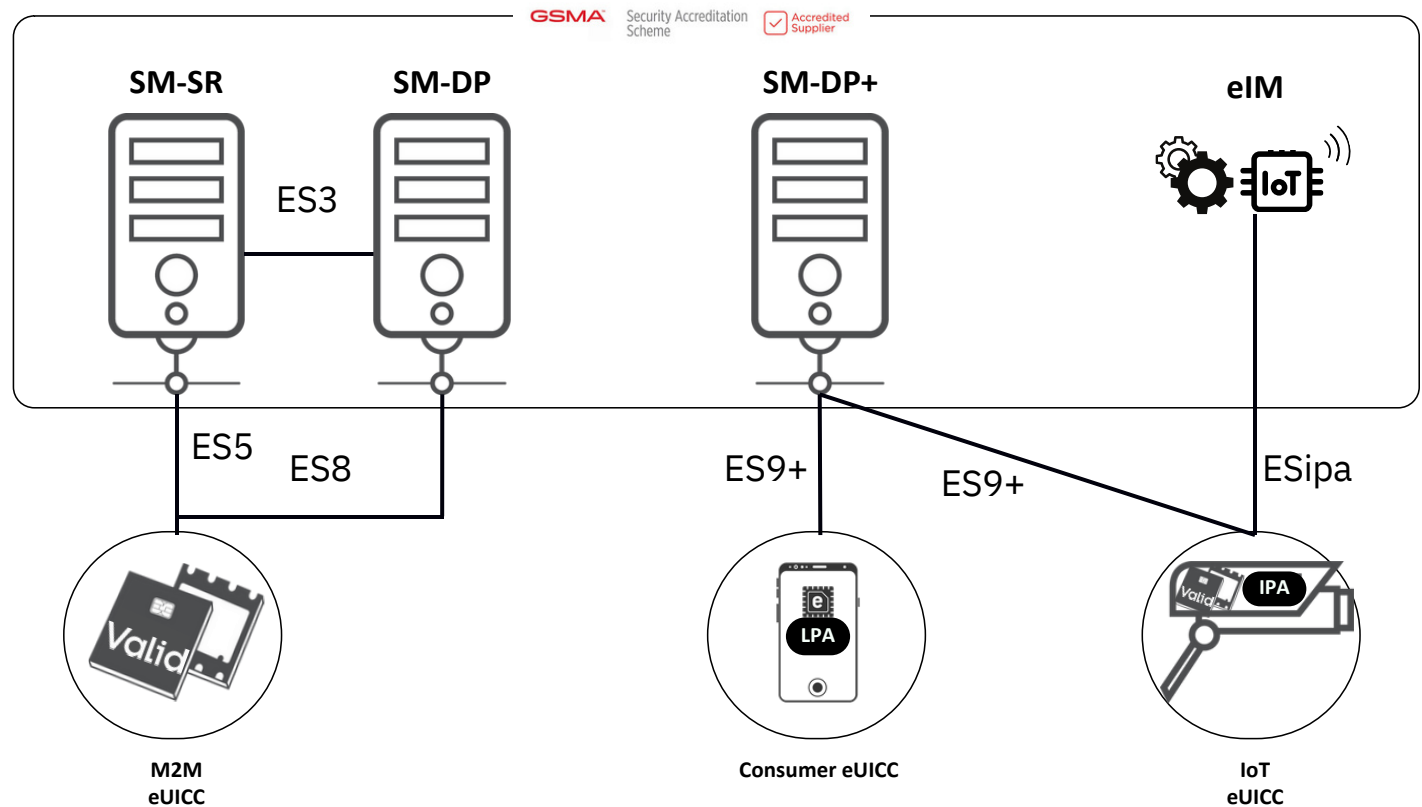
# Remote SIM Provisioning

- ✓ Comprehensive offer ready to support your operations for any current or future use case, e.g. SGP.32.
- ✓ Deployed on premises or on the cloud with options to fast-track go-to-market.
- ✓ GSMA certified ecosystem since 2018.

M2M

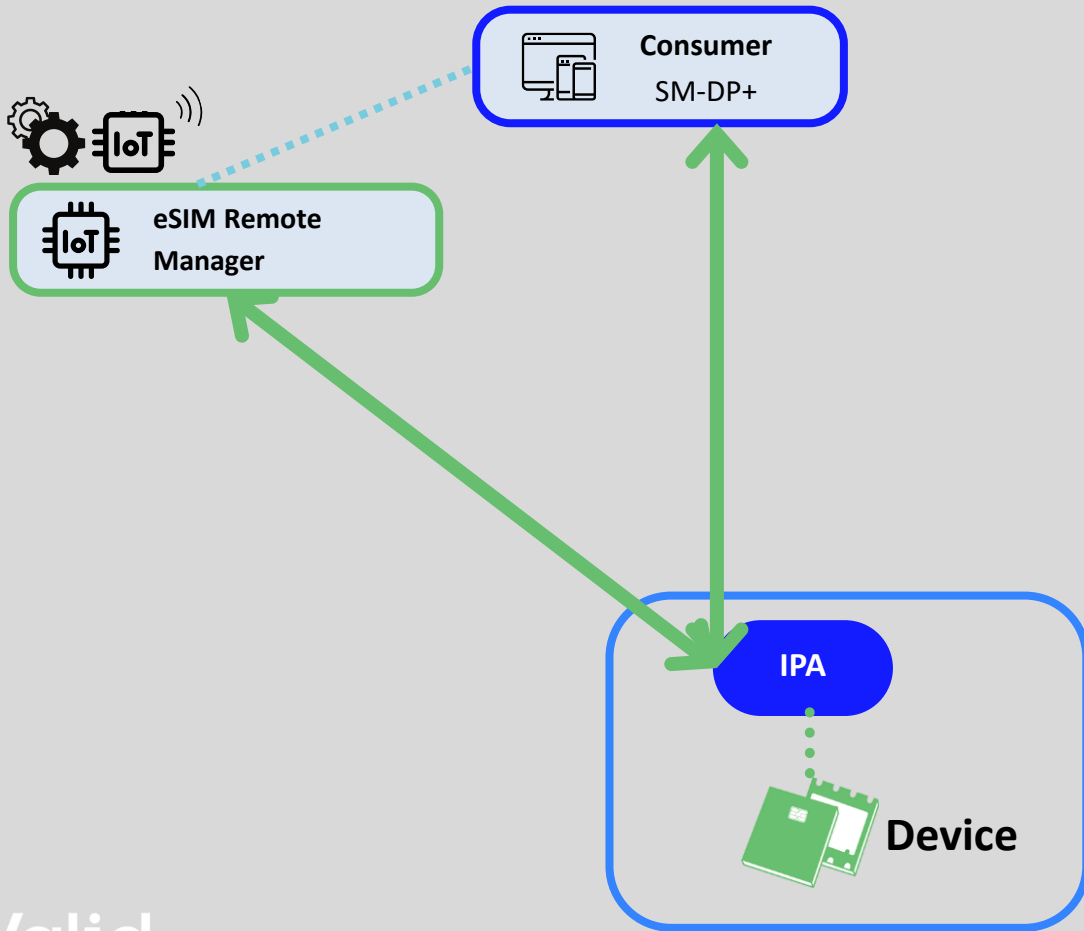
Consumer

IoT



Valid

# New architecture for a seamless IoT connectivity



1 Leverage on eSIM benefits

2 Integrated & digital service

3 Interoperable ecosystem

4 Enhanced fleet management

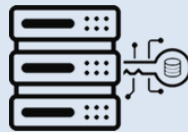


# Umbrella

Some massive IoT markets and top companies are adopting the new SGP.32 architecture



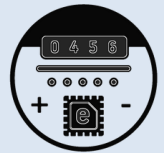
PoS



CPE



Automotive



Massive IoT

# SGP.02/22 to SGP.32

Adding new elements to the RSP ecosystem is always challenging and acknowledging that, Valid is completely focused on supporting our customers on this transition period:

## Action plan



**Listening:** Dedicated workshops to understand our customer pain points



**Flexibility:** Adapted projects and PoC on demand



**Intensive testing:** Interoperability is in our DNA



**Adaptability:** Integrated solutions API based



**Scalability:** tailor made solutions to grow with your business

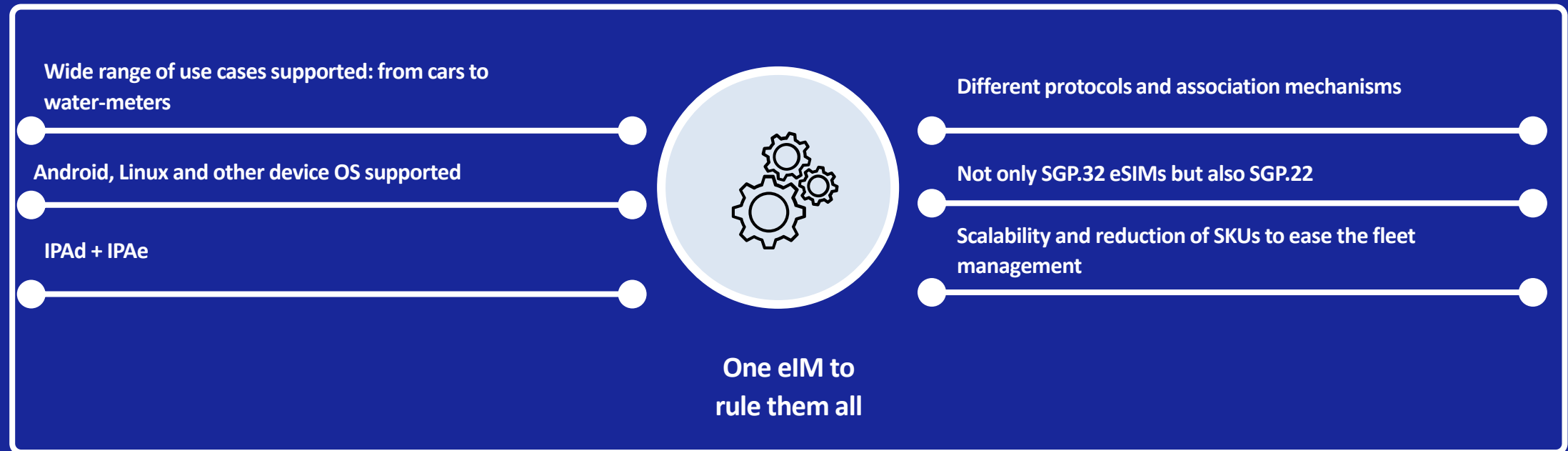


**Readiness:** Core products fully standard and commercially available

# Interoperability: the key of the SGP.32 adoption

The new elements are increasing the interoperability challenges by multiplying the number of possible combinations to be tested.

Additionally, the high fragmentation of the IoT market is bringing as many use case as one can imagine







5G IoT Summit

# Thank you!

Get in touch to schedule a meeting



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Download our IoT Connectivity White Paper to know more:



**Valid**