

GSMA™

IoT Demo: IoT agile customization, to get the big numbers!

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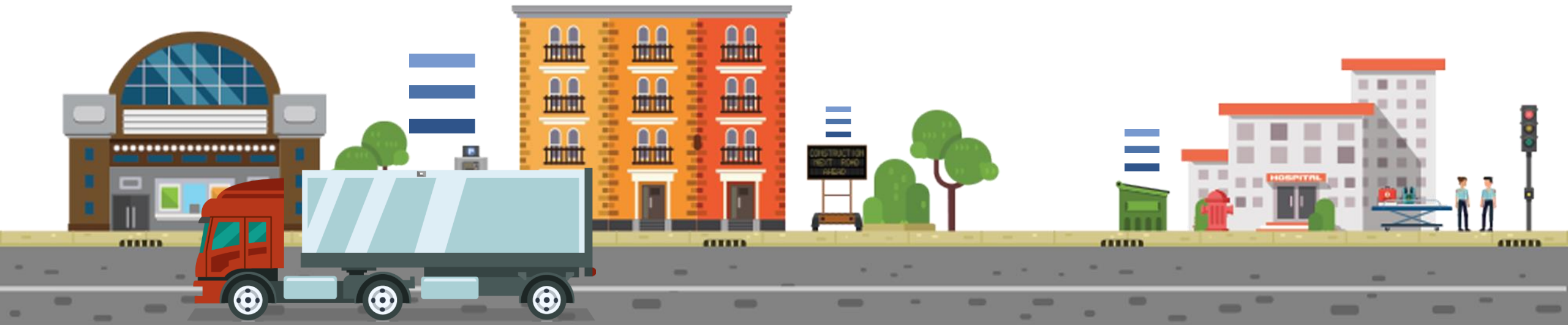
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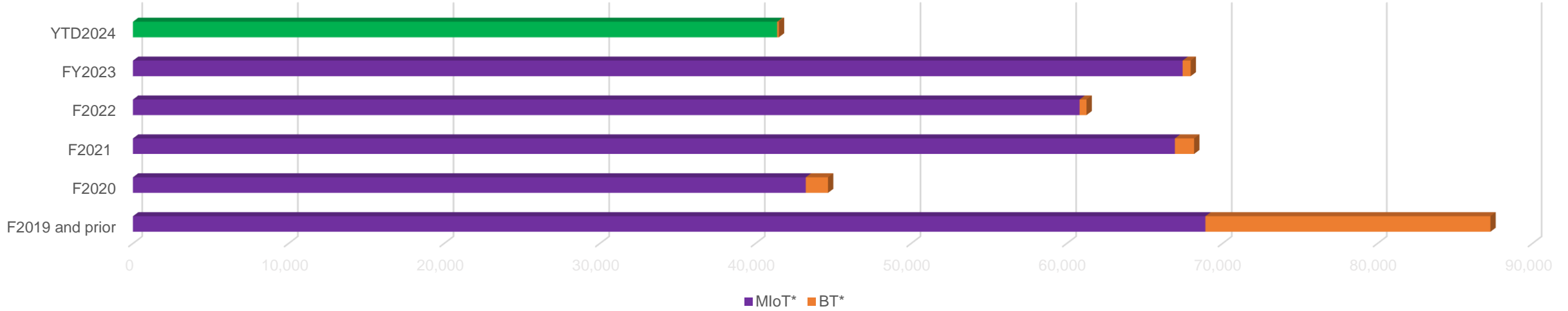
BEWHERE

**Open 5G IoT Forum
MWC Las Vegas
Tuesday 8th Oct 2024**





Growth by IoT: BeWhere's Journey



Quarterly Revenue per Segment (CAD)

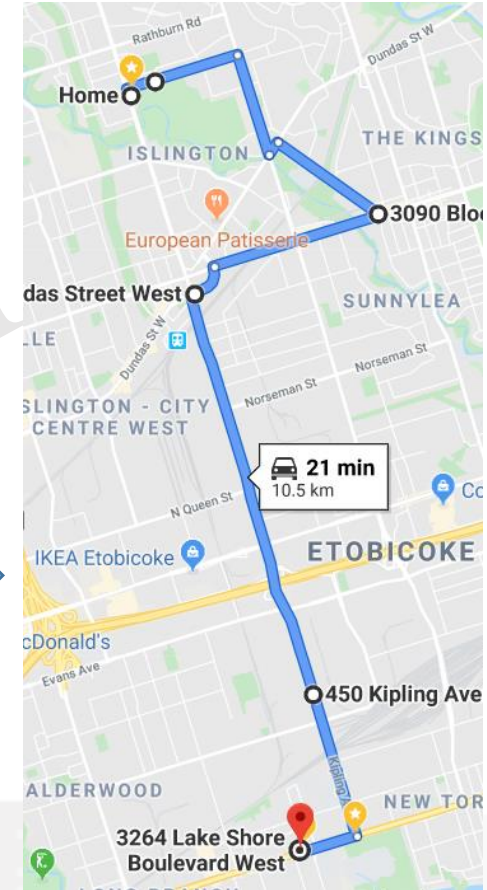
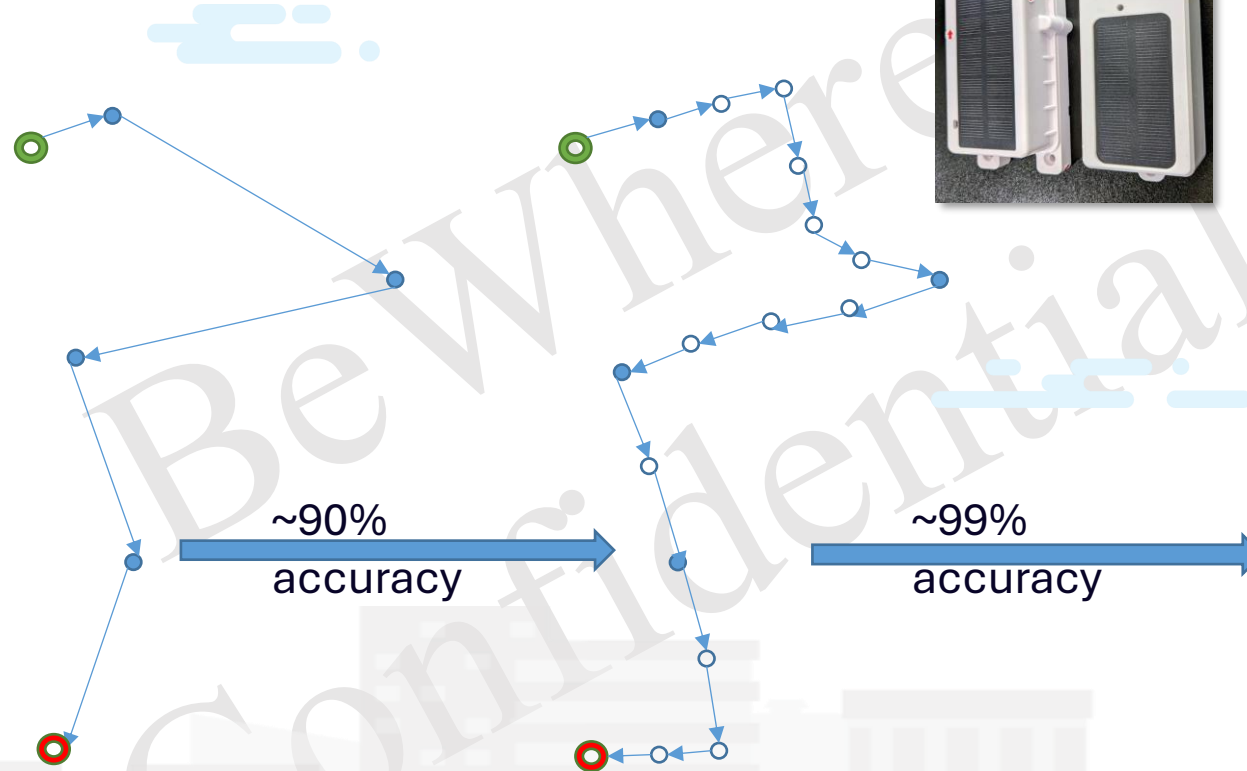
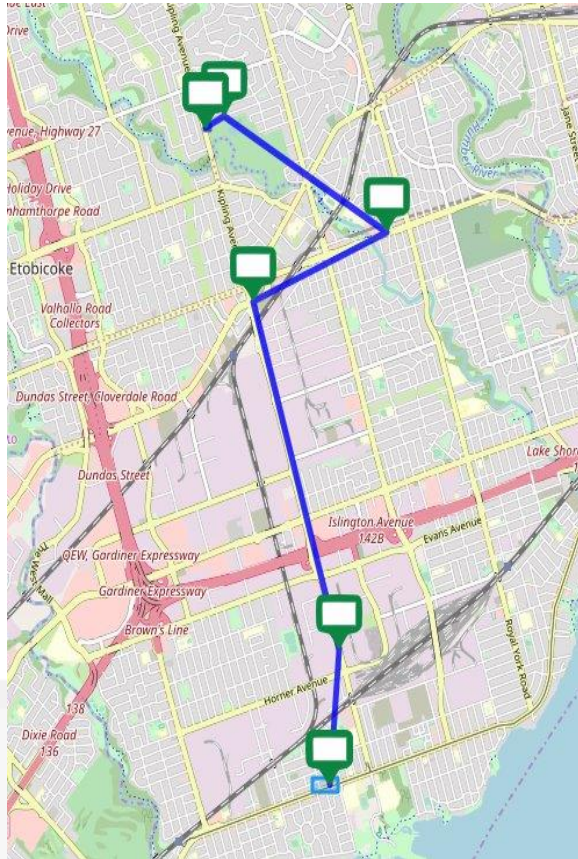


Unlocking Enterprise Volumes

- Use-cases solved with tweaking
 - Software security modifications
 - Firmware adaptations
 - Hardware/device evolution
 - Backend software customization
- Partnership Models drive introductions:
 - Relationships through MNO's
 - 3rd party software vendors
- **Agile customization**



Trailer Leasing Example



Reel Rotation

- Large enterprise supplier to utility market
- Telematics partner discovery and introduction
- Customizing functionality layer to include rotation
- Design, testing with partner/client



Portside Pitch



GSMA Foundry partnership
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