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Scaling IoT with Cellular-Based Technology

Olivier Pauzet

EVP Marketing & Strategy, Sequans

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LAS VEGAS
OCTOBER 8-10
2024

Open 5G IoT Forum

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SEQUANS



SEQUANS

Technology Leader

20-years of leadership:

- First WiMax chipset
- First LTE-M chipset
- First Cat 1bis certified in NA



Portfolio & Roadmap for IoT

- LTE-M & NB-IoT
- LTE Cat 1bis
- LTE Cat 4 Public/Private Network
- 5G Roadmap : RedCap/eRedCap

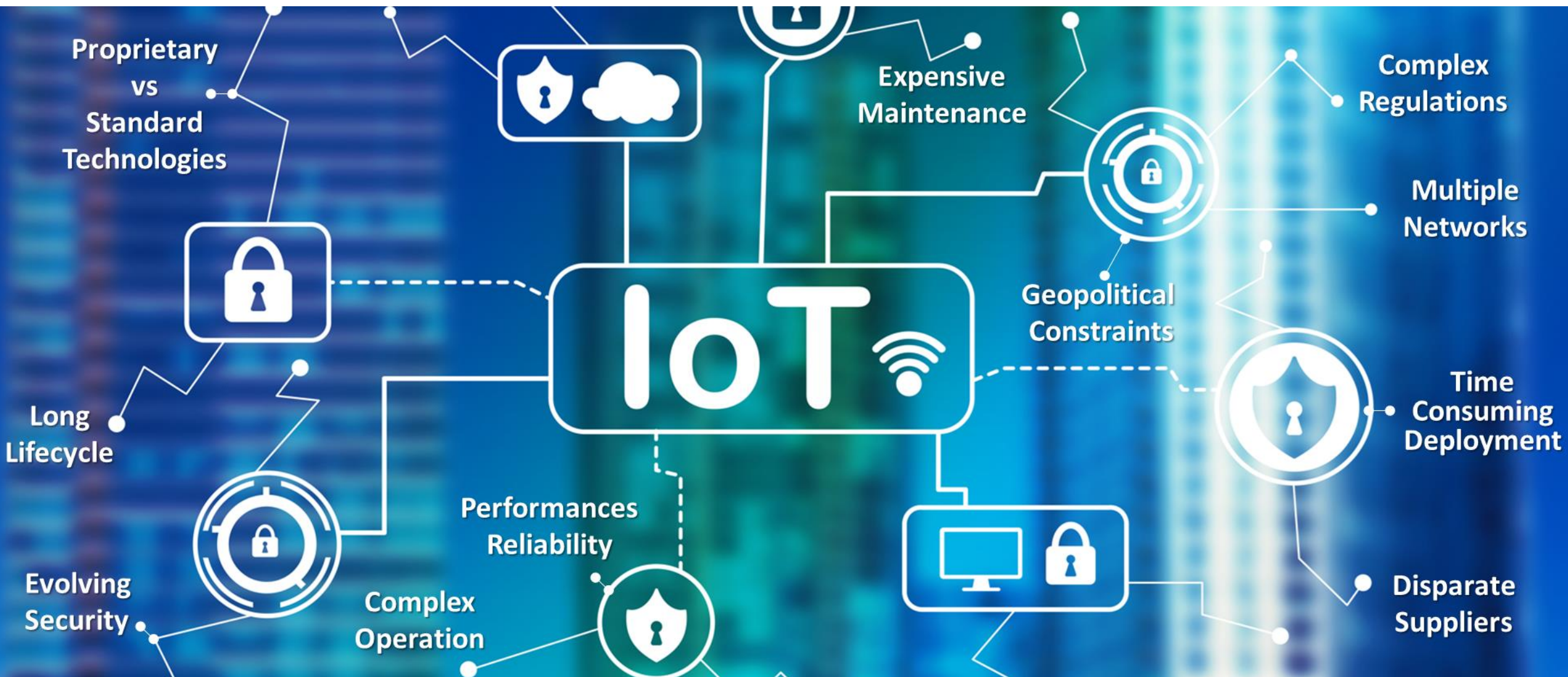
Entire Value Chain

- Semiconductors
- Modules
- IP and Services

Industry Leaders Trust Sequans' Technology



IoT Complexity : Barriers to Scalability

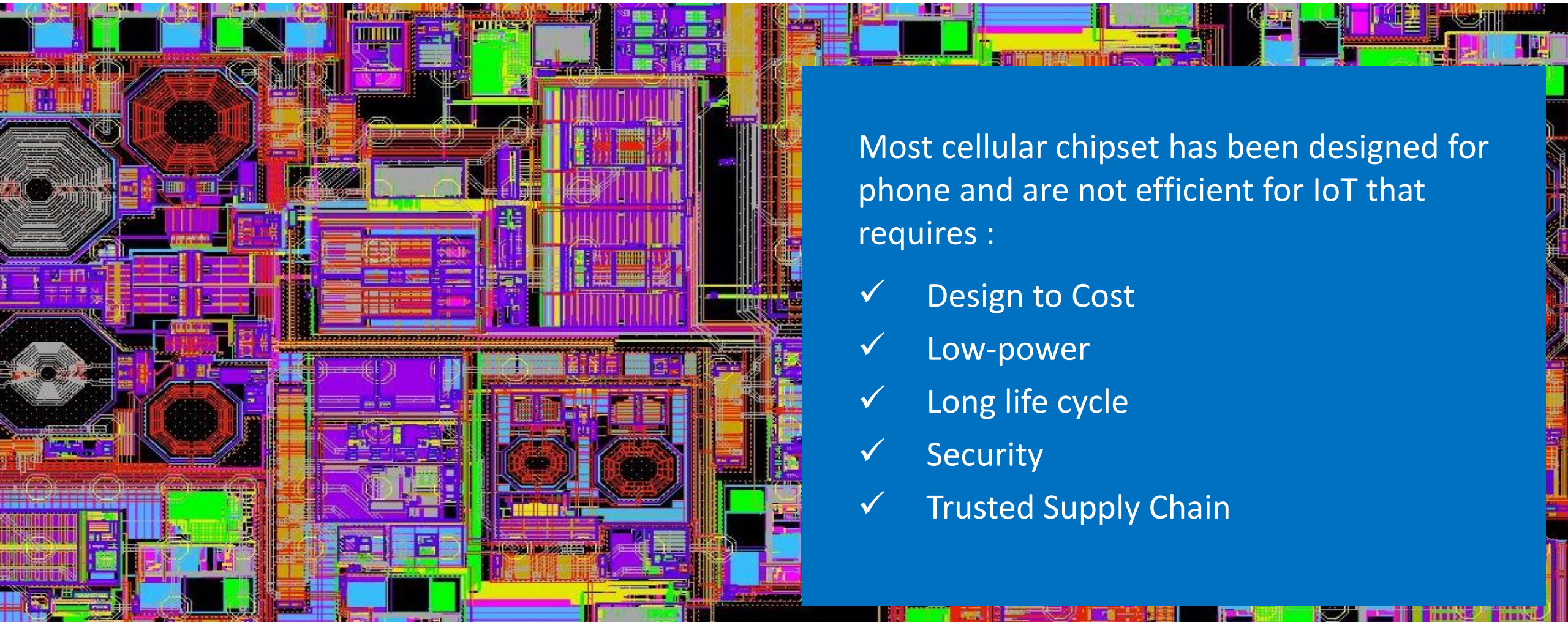


Cellular remove complexity and is the technology of choice for IoT Networks . . .

- ⌚ **Global and Scalable Based Standards (3GPP)**
- ⌚ **Interoperable and Future Proof**
- ⌚ **Well Defined Ecosystem**
- ⌚ **Suitable across Use Cases, Small and Large Bandwidth**

1

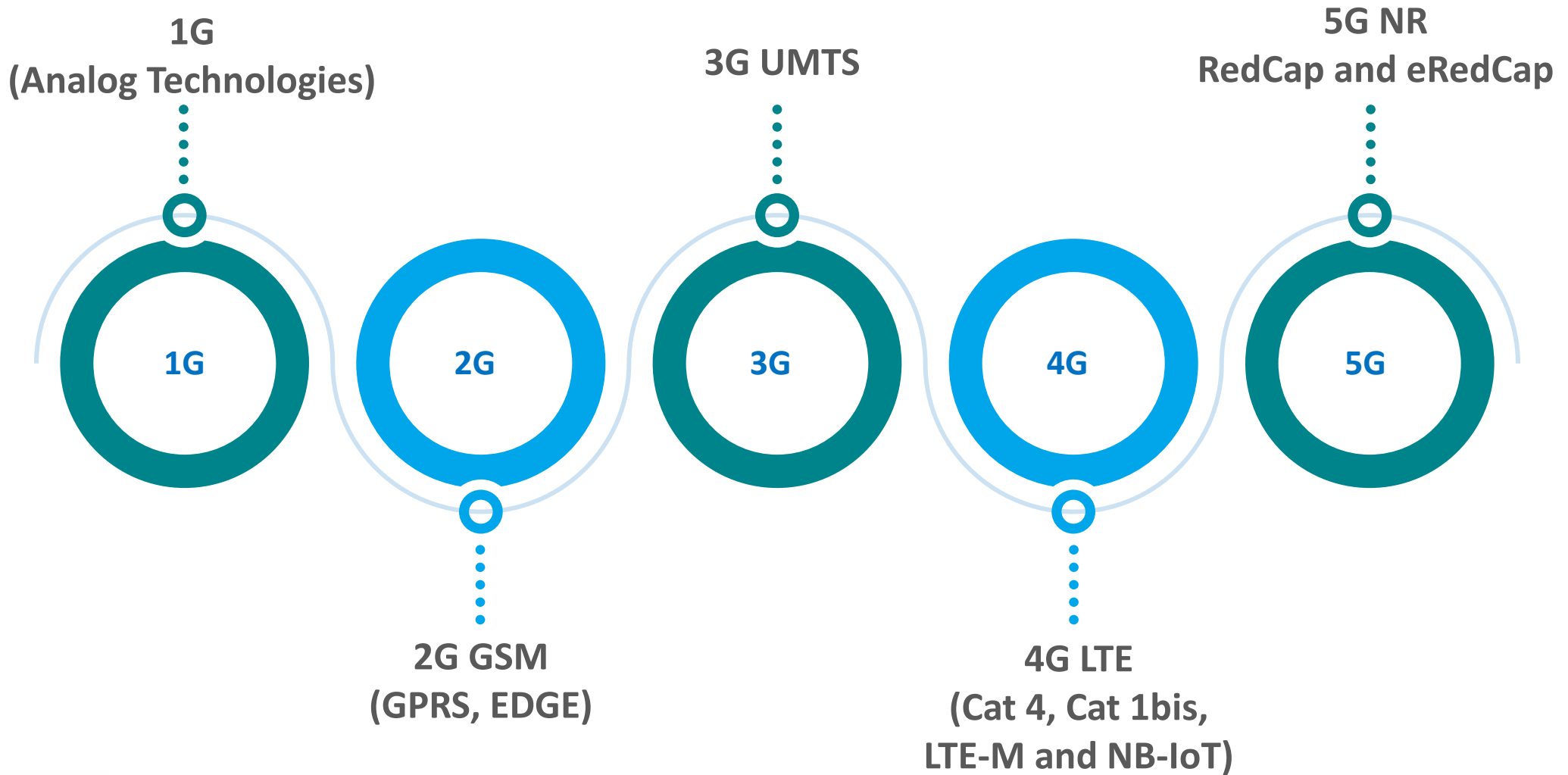
Use Purpose-built Technology for IoT



Most cellular chipset has been designed for phone and are not efficient for IoT that requires :

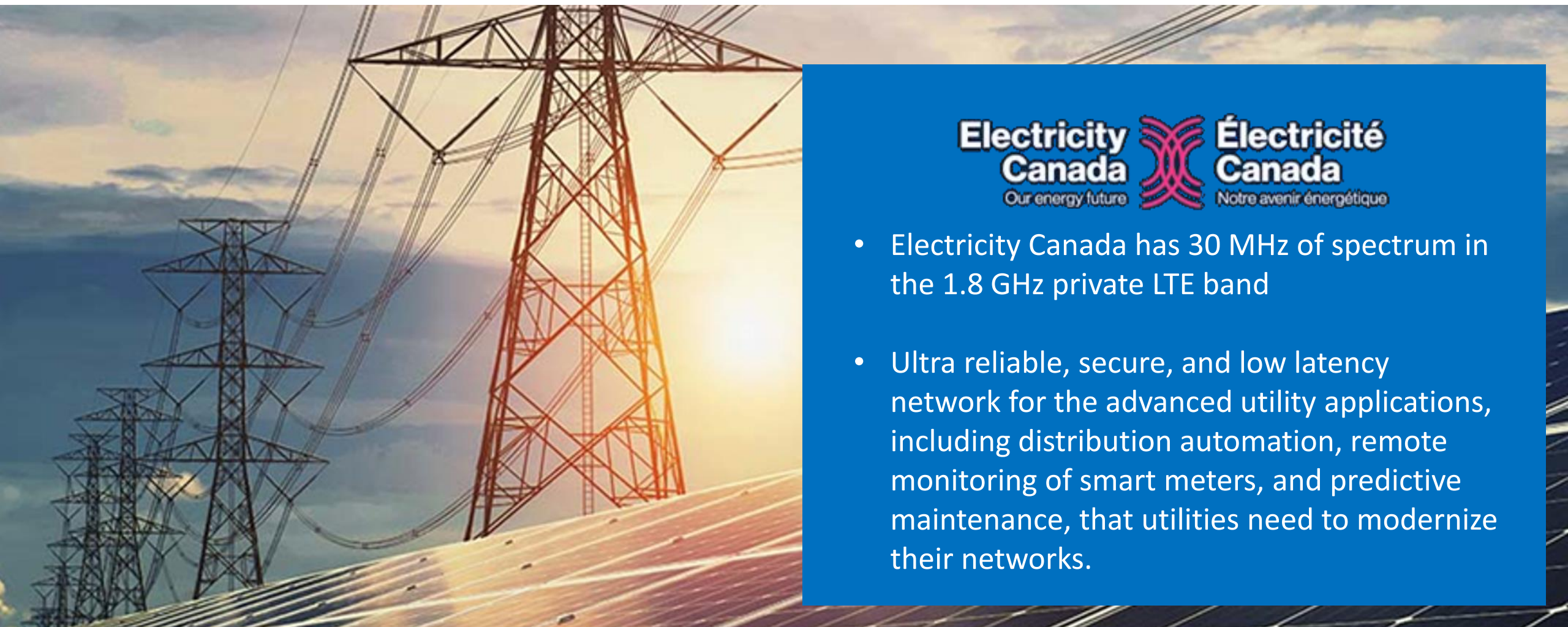
- ✓ Design to Cost
- ✓ Low-power
- ✓ Long life cycle
- ✓ Security
- ✓ Trusted Supply Chain

2 Manage Transition to Next Generation



3

Leverage form Public and Private Network



- Electricity Canada has 30 MHz of spectrum in the 1.8 GHz private LTE band
- Ultra reliable, secure, and low latency network for the advanced utility applications, including distribution automation, remote monitoring of smart meters, and predictive maintenance, that utilities need to modernize their networks.

Case Study | Water Meter



“We chose Sequans’ Monarch2 because of its ultra-low power consumption and because it support both LTE-M and NB-IoT in a single solution”
Cameron Ward, VP Procurement, Itron

- ILTE-M and NB-IoT technology connecting Intelis wSource smart water meters, to modernize the water metering.
- Deployment in Queensland, Australia to manage usage, identify leaks, and lower costs in water distribution.

- Battery life up to 15 years with LTE-M and NB-IoT
- Operational efficiency with a single SKU for global deployment
- Lower cost of maintenance for long lifecycle

Case Study | Industrial Tracker



“Abeeway trackers to provide unparalleled battery life for industrial tracking applications”

Olivier Hersent, CEO of Actility/Abeeway

- Designed for heavy-duty tracking with a compact and robust design to provide indoor and outdoor location with low power consumption.
- Tracking and status monitoring for industrial assets (vehicles, machines, equipment, and livestock) with advanced geofencing and anti-theft features.

- Reliable LTE-M and NB-IoT Connectivity
- Ultra Low Power Consumption
- Small Form Factor

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Thank You



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