

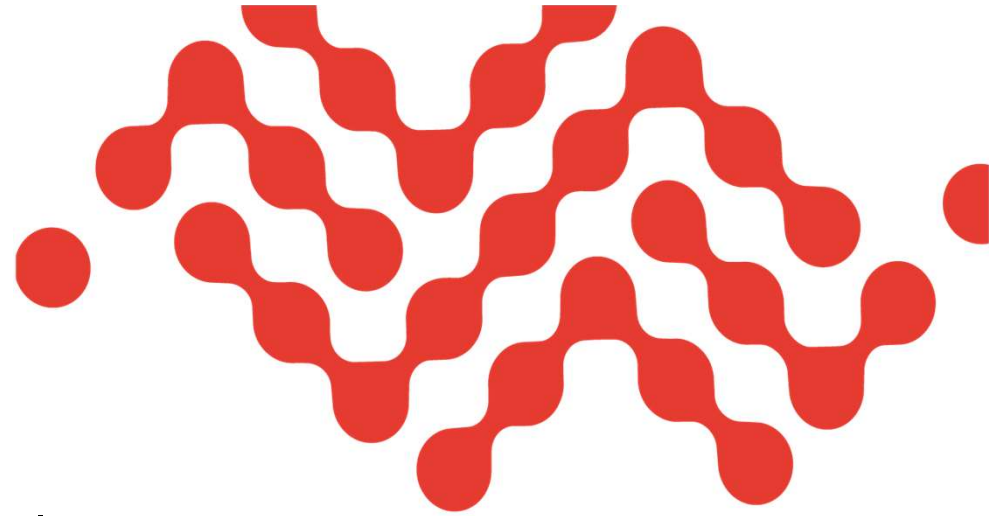
Sierra Wireless & ELGI

IoT services and connectivity overview

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IoT Connectivity with Sierra Wireless

Service Description

Our global IoT managed connectivity

A (real and accessible!) global coverage with QoS insurance



Urban/ Rural



Regional/ Global

**Access to multiple networks per country
with QoS / network price-based steering**



**Single SIM & Air Vantage Conn. Mgt.
For regional / global deployment with
affordable pricing plans across regions**

Regional/ Global Coverage

160+

countries deployed

600+

operator networks
/ 6 continents

2G ↔ 3G ↔ 4G ↔ CAT-M1

Widest range of connectivity options adapt to your business needs

Connectivity services

Managed solution

Ready-to-Connect



Reduce
TTM & TCO

SmartSIM



Best QoS

EasySIM



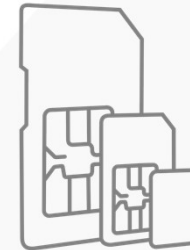
Plug & Play

ClassicSIM



Preferred
Operators

Bring-Your-Own
SIM



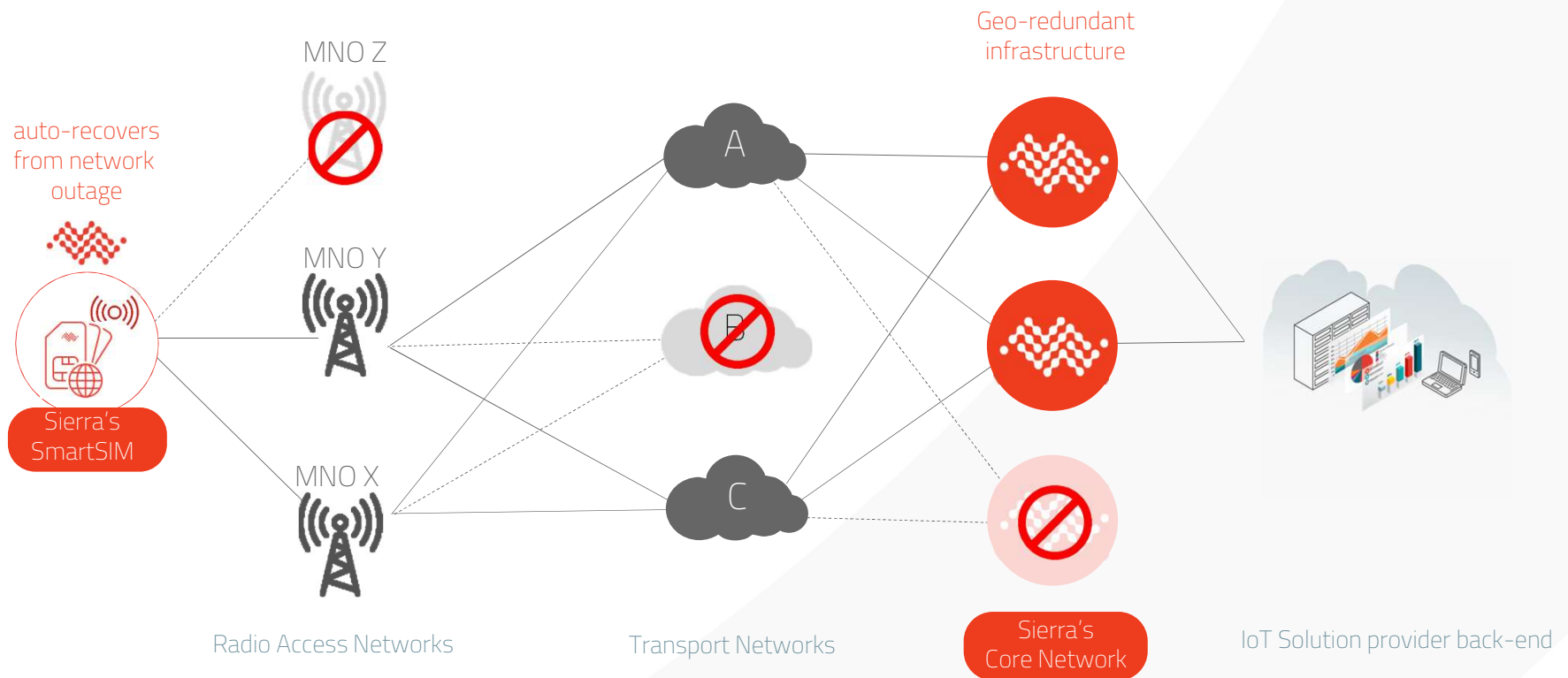
Legacy
Operators

Managed Connectivity
Solutions




99.9% SLA

Highly resilient connectivity service with the Smart SIM resists to multiple network failure



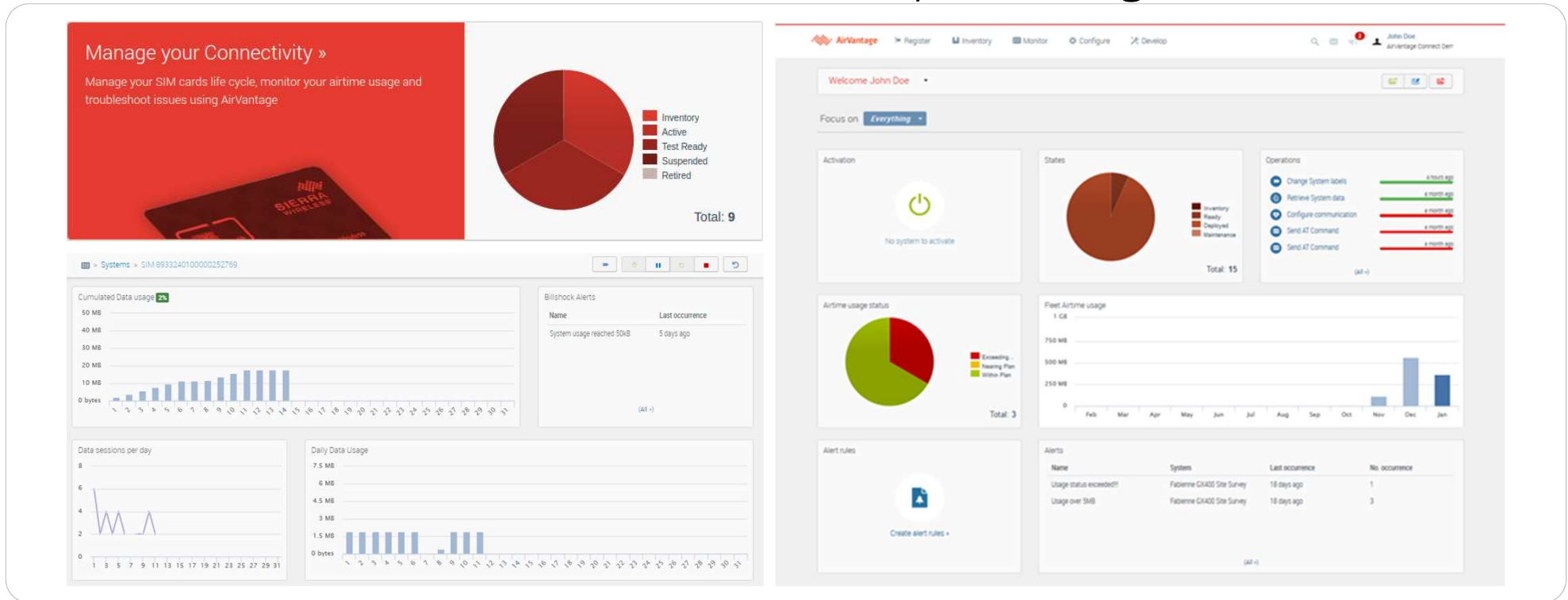
Two different types of Smart SIM

Depending on your business and operational requirements

		Lite	Advanced 
Coverage	Most networks / country		✓
	Selected networks / country	✓	
Quality	Smart network selection	✓	✓
	Data failure detection & resiliency		✓
	Pro-active anti-aging	✓	✓
Simplicity	SIM management platform	✓	✓
	Single Global SIM	✓	✓
	Sierra Wireless hardware pre-validated	✓	✓
	3 rd party HW compatibility testing		✓
Flexibility	Adjustable pooling and bundles	✓	✓
	eUICC option	✓	✓

Connectivity Lifecycle Management via Air Vantage

that can also be combined with our device lifecycle management



Choose your operators, manage them centrally

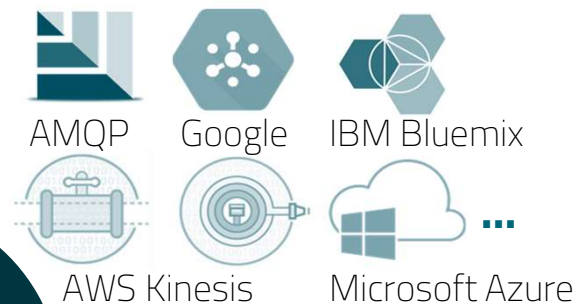
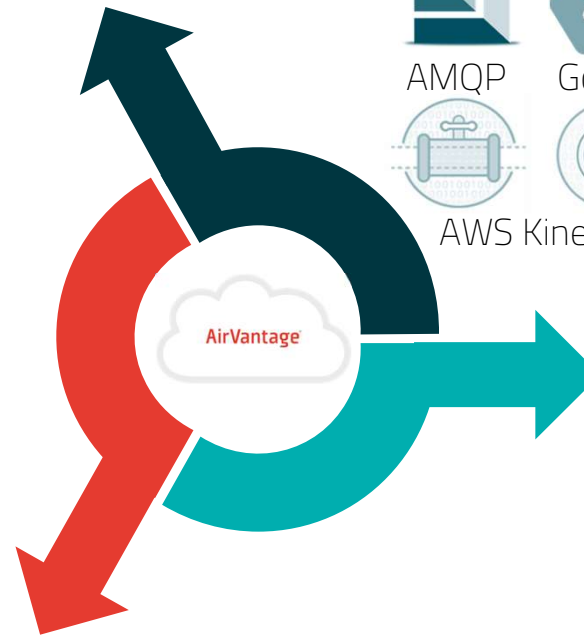
AirVantage – an open IoT platform

Manage multi-vendor services seamlessly

Built-in cloud-to-cloud integration



**Multi-source and
provider agnostic SIM management**



**Manage Sierra and 3rd
party edge devices**

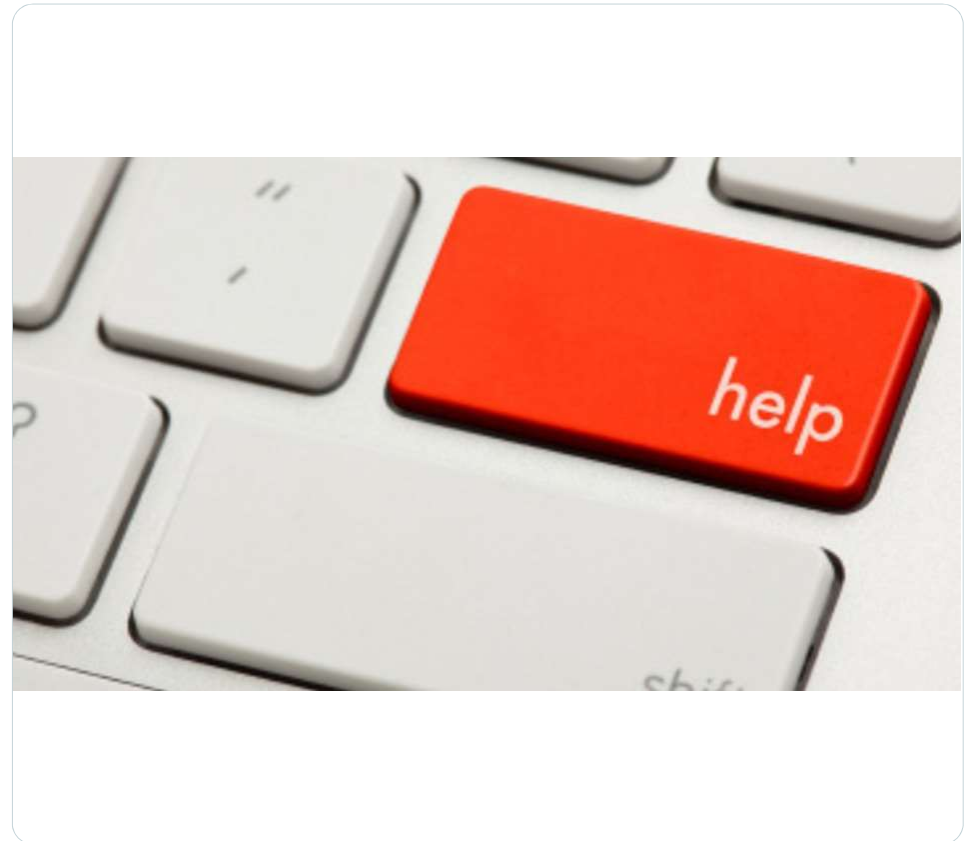


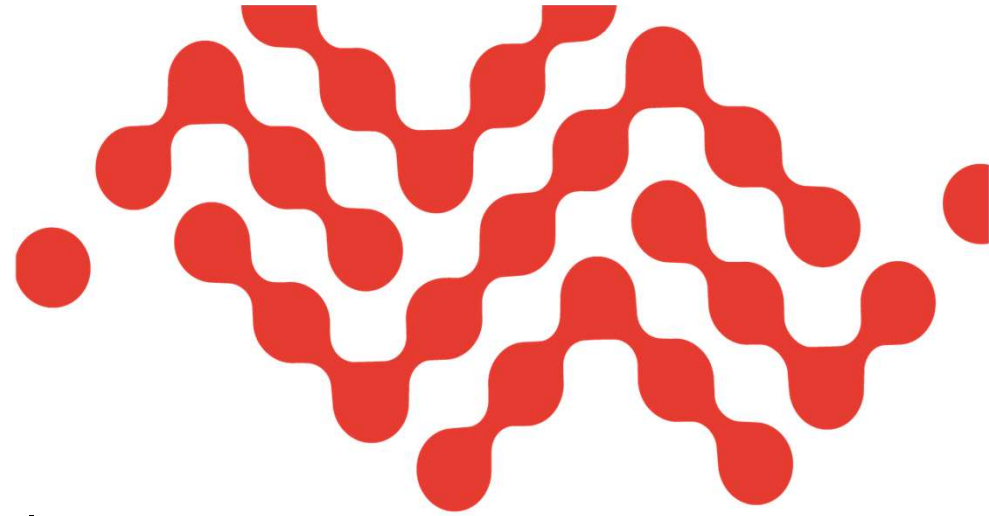
**SIERRA
WIRELESS**

Dedicated IOT operations / support and SLA

We deliver

- Experienced network and platform operations organization
- Experienced customer support and logistics organization
- 24/7/365 help desk
 - On-line trouble ticketing
 - Hot-line phone support
- Service availability KPIs
 - IoT platform services
 - Connectivity services
 - Support services
- Commitment levels and credit remedies





IoT connectivity with Sierra Wireless

Pricing model and SIM lifecycle

Pricing model overview

- > Geographical service zones:
 - > Prices are applicable per geographical service zones;
 - > The list of geographical zones & countries are provided in the next slide;
- > Offering description
 - > Two models are proposed: bundle and pay-per-use;
 - > The bundle model is more cost-efficient versus the pay-per-use model and requires defining one or more bundle sizes that can be evaluated during joint field tests. The bundle model allows data pooling between activated SIM cards using the same bundle;
 - > The pay-per-use model is straightforward and is recommended for use-cases where the consumption is either highly variable around the average and/or relatively small, or if the data consumption (whatever the amount) is supported by the end-customer
 - > A seasonal pricing option is possible. It allows to suspend the monthly bundle (and report the engagement) and only pay for a suspension fee during this period. This option allows to optimize the TCO of the IoT connectivity service or match some specific business models (e.g. in agriculture, or when devices are refurbished / change users, ...);
 - > A test-ready mode option is possible and gives flexibility to OEM to match the SIM lifecycle and invoicing to their manufacturing / distribution and sales cycle;
 - > Additional pricing models include OPEX vs. CAPEX, connectivity & HW bundling, etc...;
- > Pricing depends on (generally):
 - > The expected volumes (number of units);
 - > The service requested and related consumption (e.g. size of data/voice/SMS bundle);
 - > Other elements such as service lifespan, pricing model (OPEX vs. CAPEX);

Geographical Services zones

Zone	Countries*
Africa 1	Algeria, Egypt, Ghana, Kenya, Morocco, Nigeria, South Africa
Africa 2	Benin, Botswana, Burkina Faso, Burundi, Cameroon, Cape Verde, Central African Republic, Chad, Comoros, Congo, Congo the Democratic Republic, Cote d'Ivoire, Djibouti, Equatorial Guinea, Gabon, Guinea, Lesotho, Madagascar, Malawi, Mali, Mauretania, Mauritius, Niger, Rwanda, Senegal, Seychelles, Sierra Leone, Sudan, Swaziland, Tanzania, Togo, Tunisia, Uganda, Zambia
Asia 1	Afghanistan, Australia, Bangladesh, China, Hong Kong, India, Indonesia, Japan, South Korea, Laos, Malaysia, New Zealand, Pakistan, Philippines, Singapore, Taiwan
Asia 2	Brunei Darussalam, Fiji, Macao, Myanmar, Papua New Guinea, Sri Lanka, Thailand
Canada	Canada
EU+	Austria, Belgium, Bulgaria, Croatia, Cyprus, Czech Republic, Denmark, Estonia, Finland, France, French Guiana, Germany, Gibraltar, Greece, Guadeloupe, Holy See (Vatican City State), Hungary, Iceland, Ireland, Italy, Latvia, Liechtenstein, Lithuania, Luxembourg, Malta, Martinique, Mayotte, Monaco, Netherland, Norway, Poland, Portugal, Reunion, Romania, Saint Pierre and Miquelon, Slovakia, Slovenia, Spain, Sweden, United Kingdom
Latin America 1	Anguilla, Antigua and Barbuda, Argentina, Barbados, Belize, Bermuda, Brazil, Cayman Islands, Dominica, Grenada, Haiti, Jamaica, Mexico, Paraguay, Puerto Rico, Saint Barthelemy, Saint Kitts and Nevis, Saint Lucia, Saint Martin (French part), Saint Vincent and the Grenadines, Trinidad and Tobago, Turks and Caicos Islands
Latin America 2	Bolivia, Bonaire, Chile, Colombia, Costa Rica, Curacao, Dominican Republic, Ecuador, El Salvador, Guatemala, Guyana, Montserrat, Netherlands Antilles, Nicaragua, Panama, Peru, Sint Eustatius and Saba, Uruguay, Venezuela
Middle East	Bahrain, Iran, Israel, Jordan, Kuwait, Lebanon, Oman, Qatar, Saudi Arabia, United Arab Emirates
Rest of Europe + CIS	Albania, Armenia, Azerbaijan, Belarus, Faroe Islands, Georgia, Greenland, Isle of Man, Jersey, Kazakhstan, Macedonia, Moldova, Montenegro, San Marino, Serbia, Switzerland, Tajikistan, Turkey, Ukraine, Uzbekistan, Åland Island
Russia	Russia
United States	United States
Rest of the World	Andorra, Angola, Aruba, Bahamas, Bhutan, Bosnia and Herzegovina, Cambodia, Cook Islands, Cuba, Ethiopia, French Polynesia, Gambia, Guam, Guernsey, Guinea-Bissau, Honduras, Iraq, Kosovo, Kyrgyzstan, Liberia, Libyan Arab Jamahiriya, Maldives, Mongolia, Mozambique, Namibia, Nepal, New Caledonia, Palestinian Territory, Sao Tome and Principe, Somalia, Suriname, Syrian Arab Republic, Timor-Leste, Tonga, Turkmenistan, Vanuatu, Viet Nam, Virgin Island, Yemen, Zimbabwe

*Countries not listed are either not covered or charged according to price zone Rest of the World.

These geographical service zones correspond to groups of countries to which apply:

- A common pricing;
- Specific features in the Air Vantage Connectivity Management platform (e.g. zone barring, alarms & filters);

SIM card lifecycle status and invoicing cycle (1)

- > Stock mode:
 - > SIM card that are ordered are delivered in “stock mode”;
 - > When the SIM cards are ordered, the SIM card chipset fee will be invoiced (one-off fee);
 - > While in stock mode, no other fees will apply to the SIM card until it enters into activation or test-mode;
 - > This mode provides time flexibility for its manufacturing process;
- > Test mode (Optional):
 - > If tests needs to be performed prior to deployments (e.g. in the manufacturing facility), a subscription can be done to an optional test-ready service that will include a limited amount of data for a limited period of time;
 - > A fee will be collected at the beginning of the test period;
 - > Once the test data amount is totally consumed or the test period exceeded, the SIM card will be considered active and its related monthly subscription mode will run;
 - > Test mode fee was not included in this offer as it will depend of the data volume and test period judged necessary for the project;
- > Activated mode:
 - > A SIM card is considered activated either at the start of the test, or at the effective start of service if no test-ready mode has been selected.

SIM card lifecycle status and invoicing cycle (2)

- > Suspension mode:
 - > The suspension mode is subject to subscribing to the “seasonal pricing mode” (one-off fee + suspension fees during months when service is suspended);
 - > When suspended, a SIM cannot use any data (or SMS nor voice) services;
 - > If the SIM card is suspended, a monthly suspension fee applies and the engagement period is expanded accordingly;
 - > As long as a SIM is not deactivated, it can go back and forth between the “Activation” and “Suspension” modes;
 - > Suspension action is performed manually (or via script). Suspended SIM cards do not contribute to the pool of data;
- > Deactivation / Termination mode:
 - > When deactivated, a SIM card can no longer provide any services and cannot be reactivated anymore;
 - > If the SIM card is deactivated prior to the end of the engagement period, the remaining terms are due;
 - > Once deactivated, and unless there are fees due to the remaining engagement period, no other fees will apply to the SIM;

2 types of technical / commercial offers

Case 1 – FX30S with
pre-embedded SIM*

The SIM is pre-embedded,
no further manual process
needed

Price of the SIM chip
included with the HW

**Only Smart SIM Advanced
profile supported**

Specific Agreement to this
bundle offer

Case 2 – FX30S with
separate SIM

The SIM is delivered
separately (2FF format)

Price of the SIM chip
invoiced at order of the SIM

**Both Smart SIM Advanced
and Lite profiles
supported**

Connectivity agreement as
shared with ELGI

* New **product**, additional solution workshop required regarding specific features (e.g. Device management)

IoT connectivity budgetary proposal

CURRENCY: USD									
		3K units / year		10 K units / year					
Price zone	Bundle size	Smart SIM Advanced	Smart SIM Lite	Smart SIM Advanced	Smart SIM Lite		Engagement period per SIM		
EU+	50 Mb	3,36	3,27	2,29	2,19		12 months		
Rest of EU	50 Mb	7,24	5,19	6,82	4,9				
Russia	50 Mb	5,84	5,19	5,49	4,9		SIM Price 2FF (one-off fee)		
US	50 Mb	4,57	3,76	2,97	2,63		1,5		
Canada	50 Mb	6,18	3,69	5,49	3,3				
Asia 1	50 Mb	9,59	4,9	7,22	3,86		Activation fee (one-off fee)		
Asia 2	50 Mb	24,48	11,93	21,42	9,69		1		

Commitments on new SIM activations per year

:

- For the 3K units per year scenario: 1K minimum new activations per year
- For the 10K units per year scenario: 5K minimum new activations per year



Thank you!