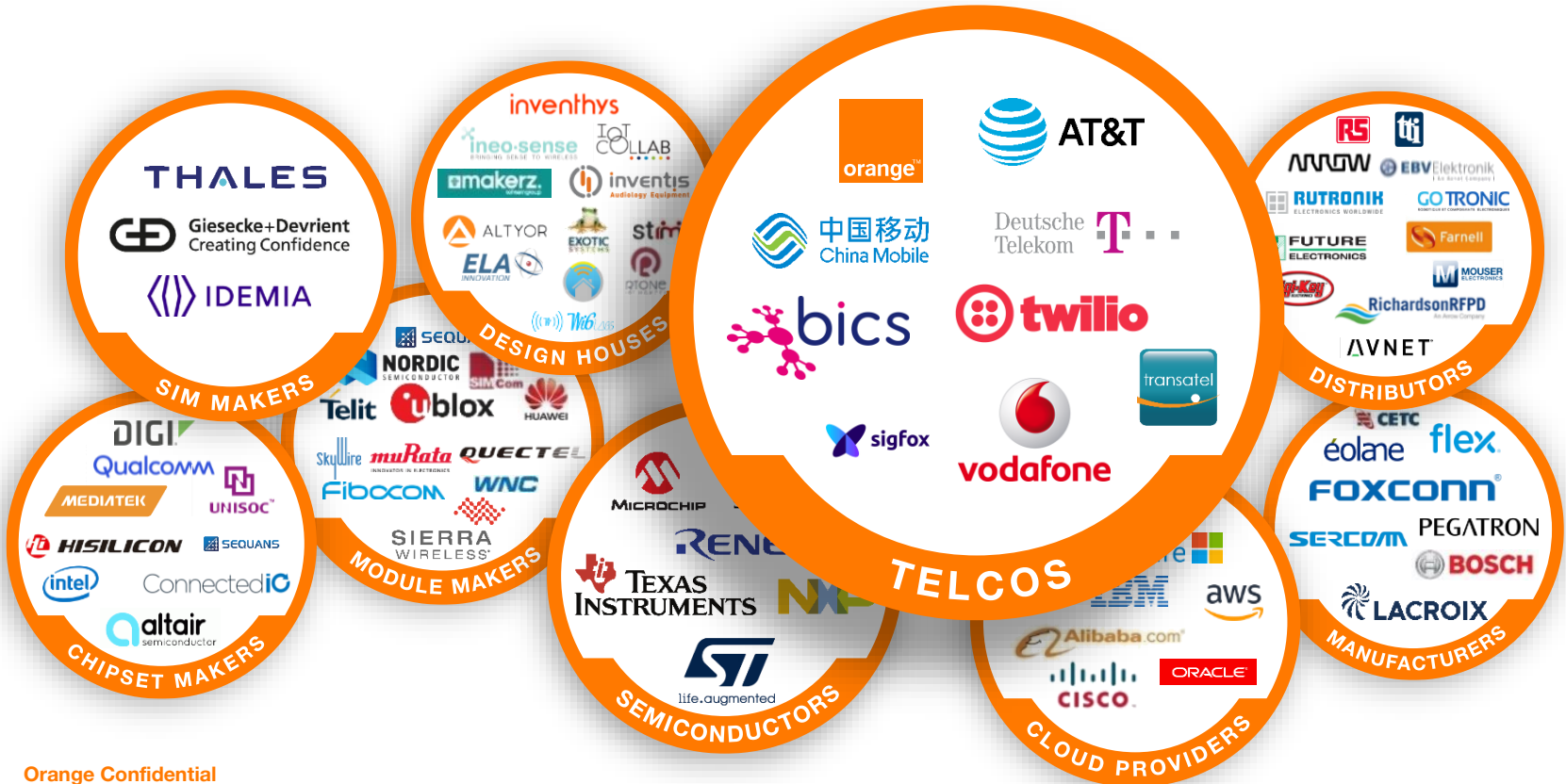


Making cellular IoT industrialization a reality for everyone

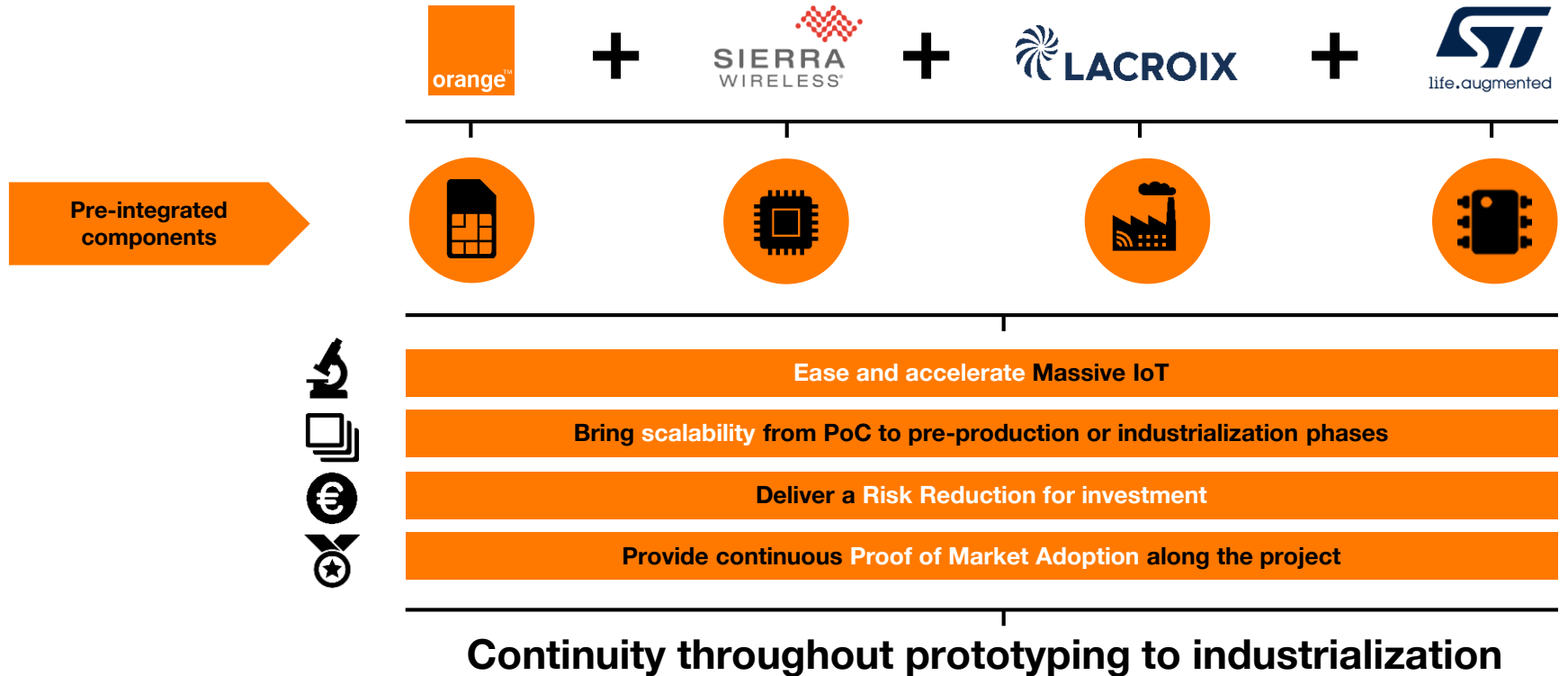
Philippe Lucas
EVP Orange Innovation Devices and Partnerships

The IoT ecosystem to advance cellular connectivity is complex

It is fragmented and the onus is on the customer to manage



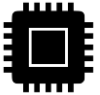
IoT Continuum with lead players can accelerate Massive IoT over LTE (including Cat M and Cat 1) and 5G in Europe and beyond



A three step process to accelerate adoption of wide-scale cellular IoT

1

Start
Learn and Test
approach



Validated
Hardware



Connectivity



Industrial
prototyping



IoT Cloud
Services



Security

2

Prove
Check viability
and benefits



Customization



Pre-series



Identifiable
ROI



Integrated
Support

3

Deploy and Scale
Scale efficiently with
predictive costs



Hardware
customization



Software
customization



Industrialized
series



On Premises



Supply Chain
& Distribution

Orange Innovation

Thanks

Philippe Lucas
EVP Orange Innovation Devices and Partnerships

IOT 
CONTINUUM

