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Barcelona

Qualcomm

What is the Role of the Telco in the IoT Value Chain?

Vieri Vanghi

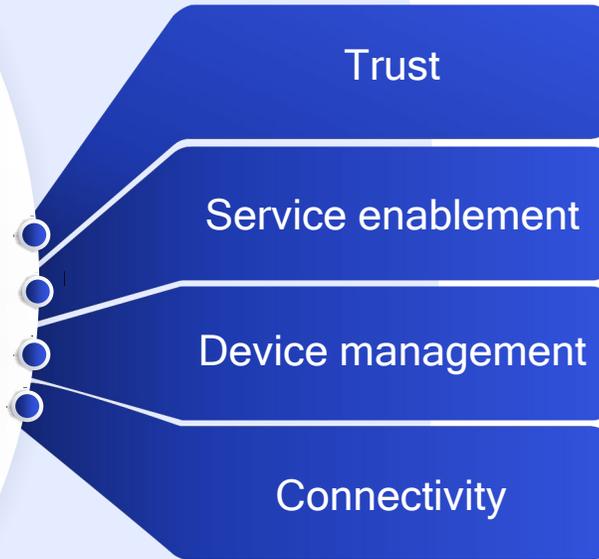
VP, Product Management
Qualcomm Europe, Inc.





Mobile operators

Mobile operators have strong foundation in technology and value chain relationship they can springboard to offer value to IoT ecosystem...

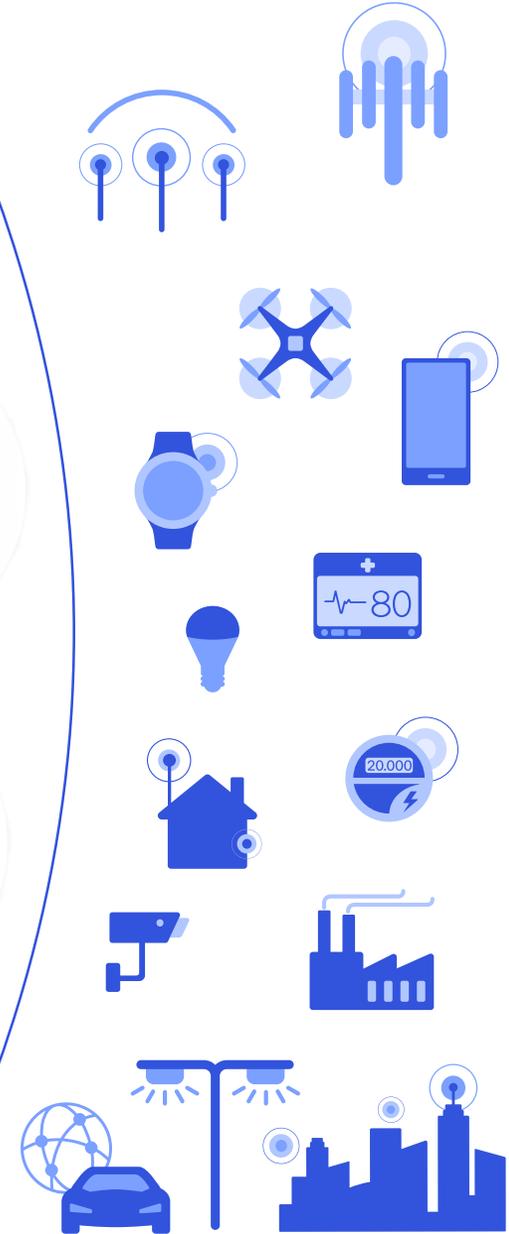


Vendors orchestration

Sales and support channel

Device & platform certification

Interop. mgmnt.





Mobile operators

... and yet most mobile operators are struggling to fulfill such ambition!

“Most operators are not well-positioned to capitalize on the IoT opportunity ... IoT connectivity revenue will only reach 3% of worldwide mobile telecoms revenue”
– Analysys Mason*



Operations

Solution Operator



Applications

Solution Provider



Platform

Platform Provider



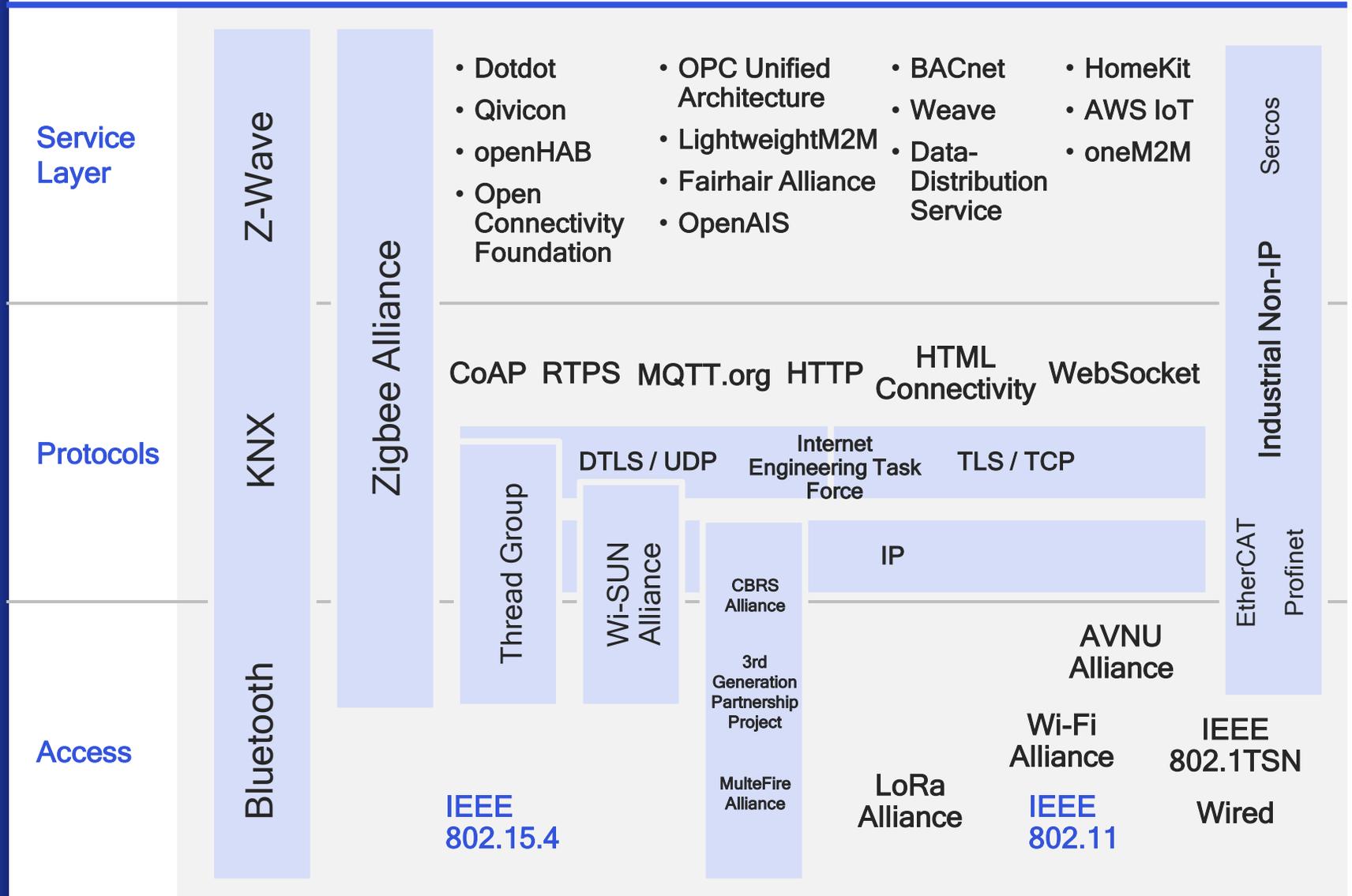
Network & Devices

Connectivity Provider

Value Driver

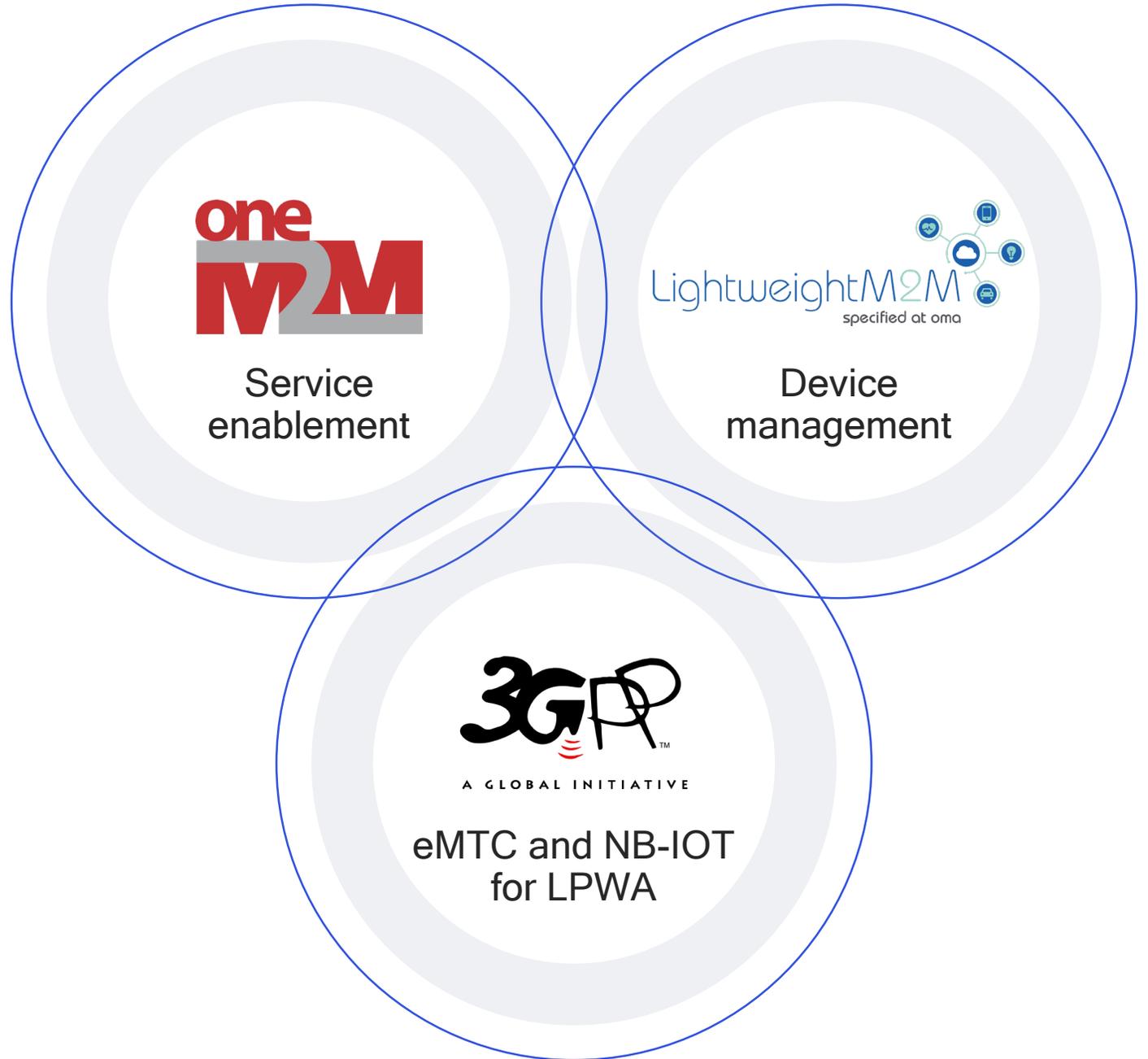
A fragmented IOT stack is ill-suited to address an inherently fragmented business... results in captive markets dominated by proprietary solutions

Custom IoT Applications





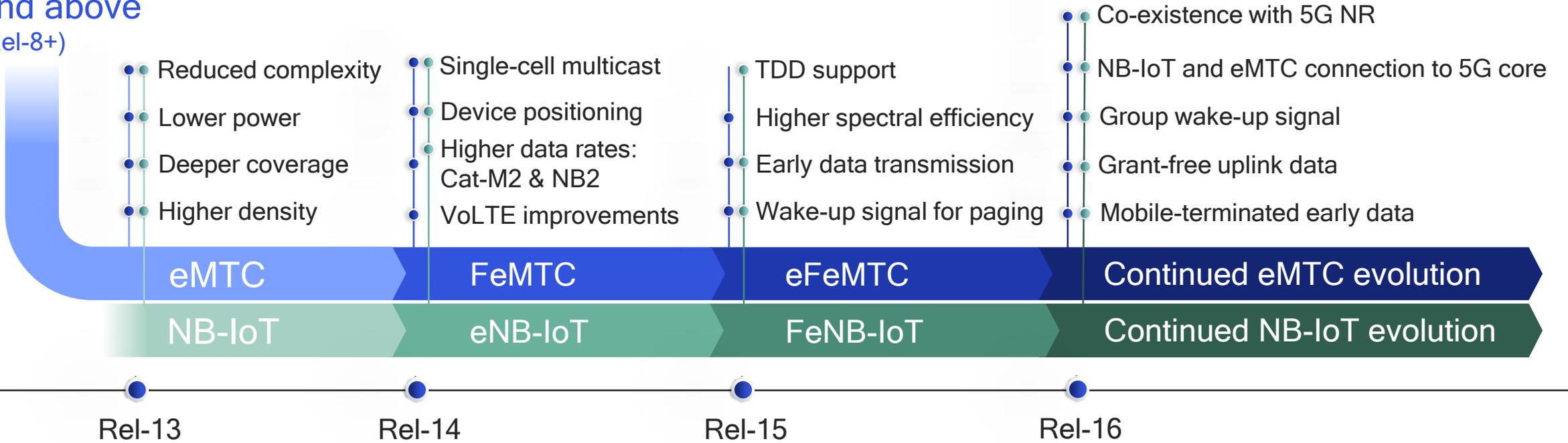
Cellular ecosystem has been successful because of convergence around standards ... such players will benefit doing the same in IOT





A GLOBAL INITIATIVE

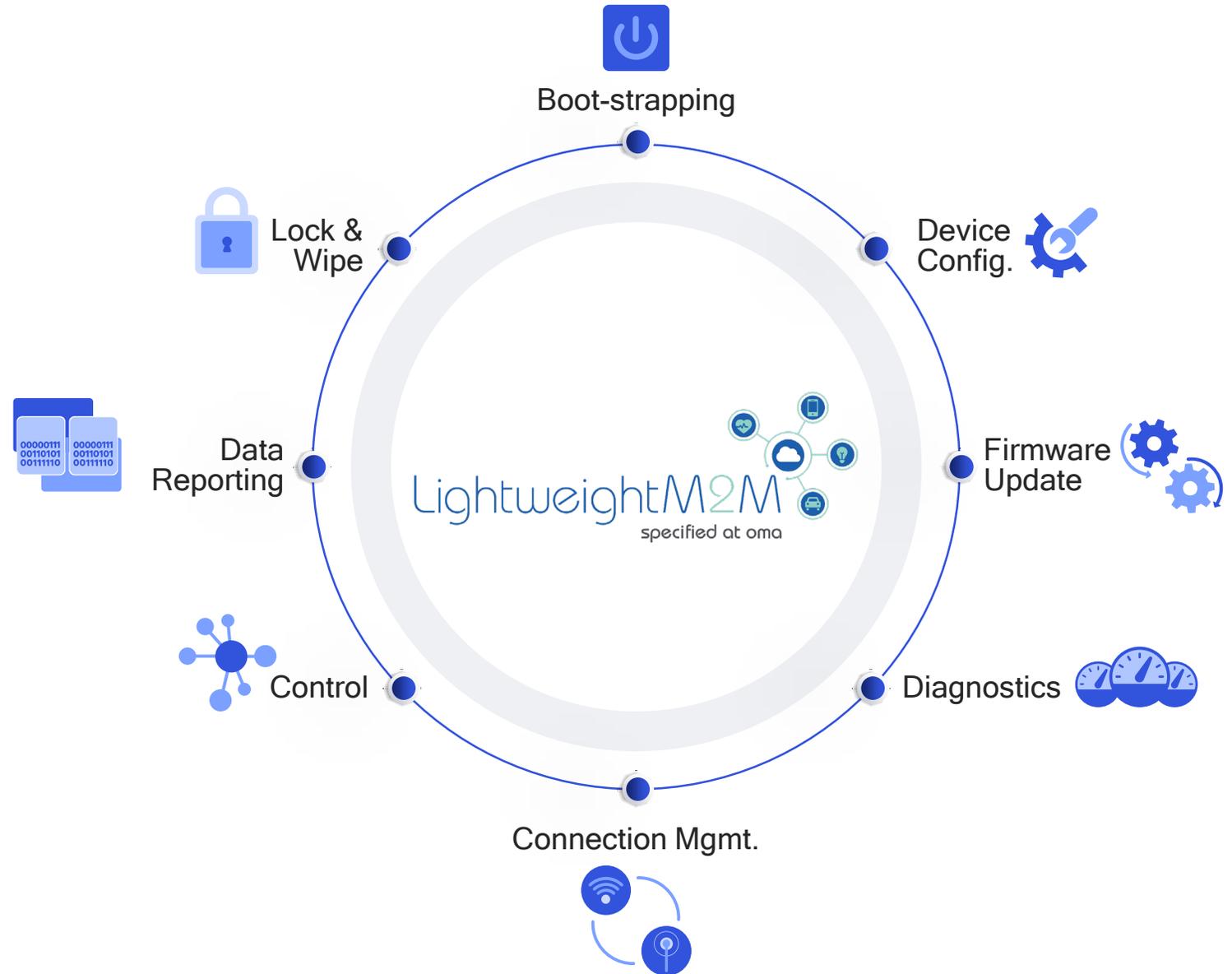
LTE Cat-1 and above (Rel-8+)



Continued evolution to meet tomorrow's massive IoT needs



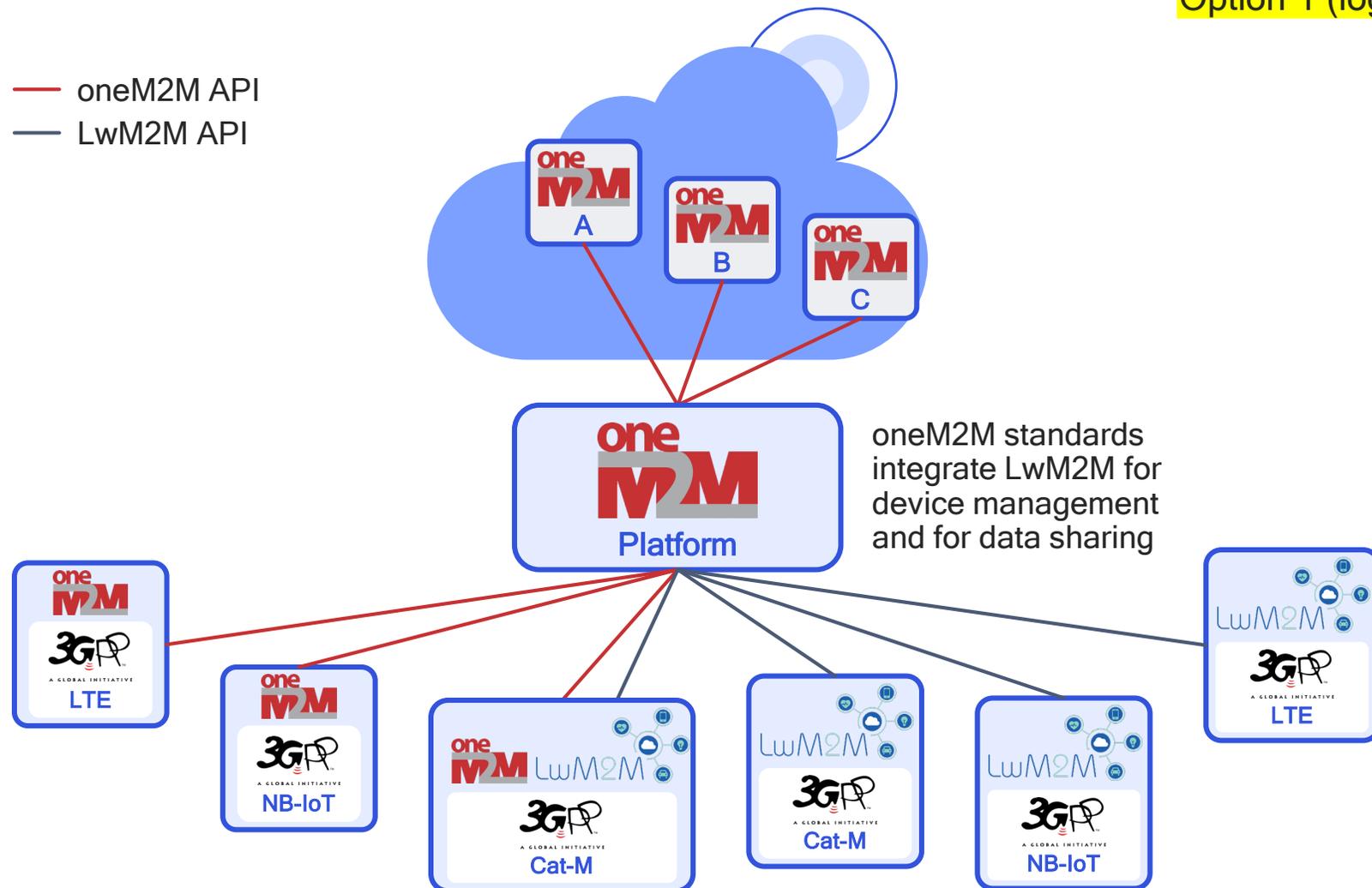
**OMA
LightweightM2M**
a IOT device
management
protocol, the
common standard
for managing
lightweight and
low power devices





oneM2M is the interoperability enabler for the entire IOT ecosystem. It is the open OS of IOT, similar to Android OS in mobile space

— oneM2M API
— LwM2M API



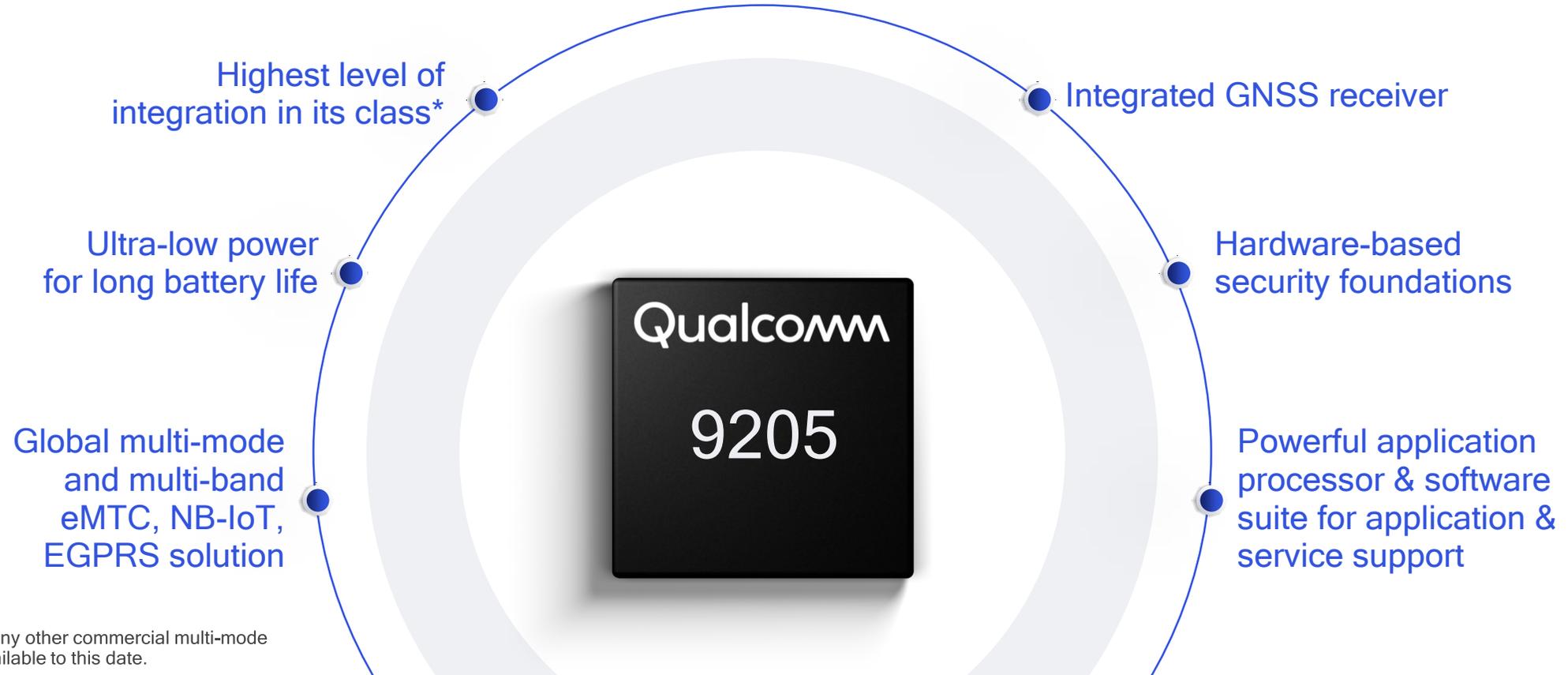
“Purpose and goal of oneM2M is to develop technical specifications which address the need for a common M2M Service Layer that can be readily embedded within various hardware and software, and relied upon to connect the myriad of devices in the field with M2M application servers worldwide”

— [oneM2M.org](http://www.onem2m.org)*

* <http://www.onem2m.org/about-onem2m/why-onem2m>

The Qualcomm® 9205 LTE Modem

Building on what works, bringing new and improved



*In comparison to any other commercial multi-mode LPWA chipset available to this date.

Purpose built for IoT, with out-of-the box support for standard based device management and service enablement: the edge is ready!



Thank you

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