

A future-proof solution for flexible, cellular connectivity

AVNET[®] SILICA

Connected objects require optimized global connectivity so that they can simplify production and logistics for Original Equipment Manufacturers (OEMs). When designing connected objects and choosing a cellular connectivity solution, companies need to consider logistical, industrial and technical challenges.

Avnet Silica and IDEMIA are introducing a turnkey plug-and-play solution for flexible cellular connectivity to empower your connected objects. This future-proof solution is a combination of a product and services:

- An eUICC (Embedded Universal Integrated Circuit Card) manufactured by IDEMIA
- An initial pre-paid cellular connectivity allowance offered by Vodafone or Arkessa
- Remote management of connectivity services

BENEFITS

Connectivity as a service

Throughout the life of a device, the owner might need to change connectivity providers based on economic reasons, quality of service criteria or geographic considerations.

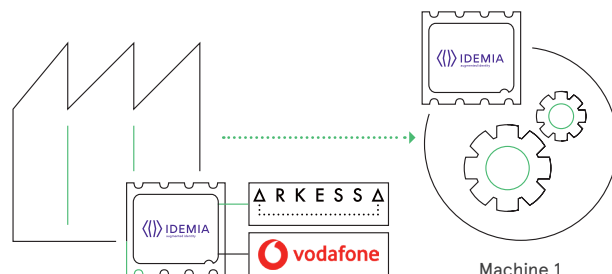
Until now

Switching operators means changing SIM cards manually and one by one for all the connected objects deployed in the field. The costs for this are too high in comparison to the potential savings in connectivity fees. As a result, a lot of devices are locked for life with the operator initially providing the SIM card.

Going forward

The eUICC allows flexible connectivity

This new generation of SIM cards makes it possible to change the mobile network subscription over the air thanks to a service platform compliant with the latest GSMA standards. The service platform manages eUICC subscriptions of the fleet of devices in an SaaS (Software as a Service) mode. A secure database, linked to the platform, delivers status information in real-time about all connected devices deployed in the field, such as which profile is loaded or if the status is active or not.



THE eUICC IN A NUTSHELL

- Enables cellular connectivity just like a classic SIM
- Remotely reprogrammable, enabling management of your connectivity subscription
- Able to host several subscriptions on the same chip

IDEMIA
augmented identity

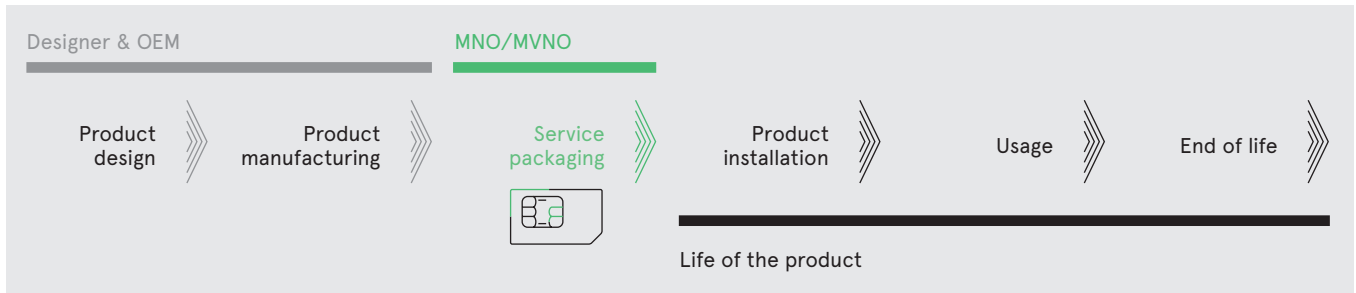
ARKESSA

vodafone

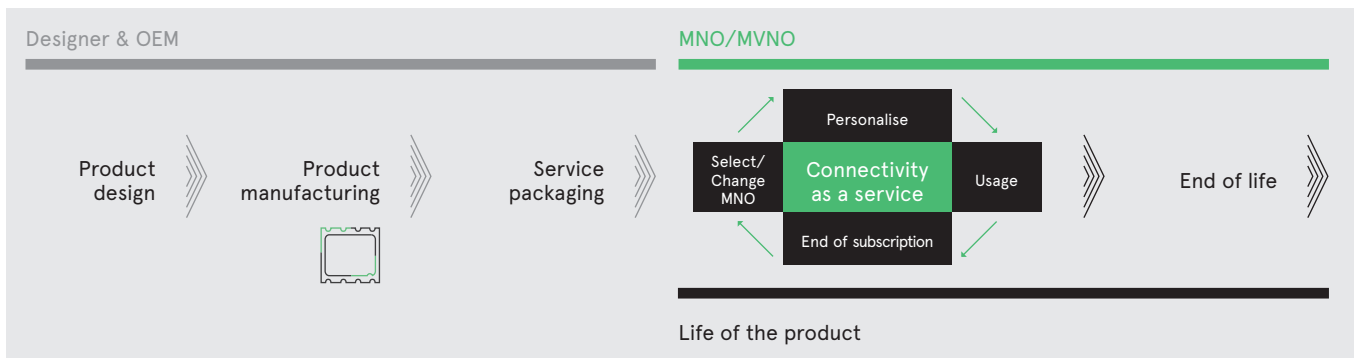
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CONNECTED OBJECT LIFECYCLE & CONNECTIVITY AS A SERVICE

UNTIL NOW



GOING FORWARD



A future-proof bundle and business model

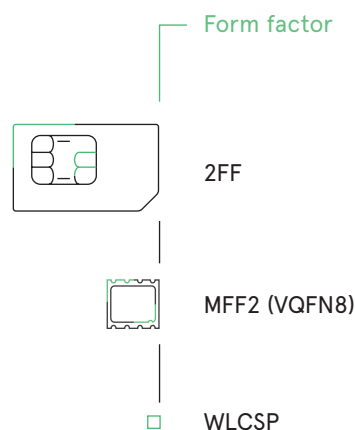
Our bundle offering includes initial connectivity, provided either by Vodafone or by Arkessa, making it possible to perform production test procedures (eUICC administration, factory test and data-link test between each device and the cloud server).

Modem compatibility

The eUICC has exactly the same electrical interfaces to a modem (2G/3G/4G/LTE-M) as a classically slotted SIM card (2FF, 3FF).

GSMA compliance

IDEMIA's eUICC and remote SIM provisioning are GSMA 3.2-compliant and therefore fully interoperable, yielding a truly open and future-proof solution.



AVNET SILICA KEY BENEFITS

LATE PRODUCT PERSONALIZATION

The supply chain is streamlined thanks to the drastic reduction of the required number of SIM product variants.

- **Until now**

When an OEM produces connected objects for several customers or geographies, production has to be manually differentiated in the factory, with the SIM cards corresponding to the final destination. This increases the number of product references, builds up stock and makes logistics more expensive.

- **Going forward**

The eUICC allows lower logistics costs

Since connectivity is decoupled from the physical component, it is possible to implement a single eUICC at production. The final operating connectivity is loaded on it later in the field "as a service," simplifying logistics and greatly reducing manufacturing costs.

AN OPEN GSMA 3.2 STANDARD SERVICE

Since our service is GSMA 3.2 compliant, it is fully interoperable with competitive alternatives, and our customers are free to transfer their operations away from Avnet Silica at any time without penalties.

OPTIMIZING CONNECTIVITY COSTS

Enabling OEMs and their customers to swap operator anytime, anywhere and on any device in the field gives them more power when negotiating with cellular carriers.

- **Until now**

When OEMs and service providers subscribe to data plans with carriers, they have to manually fit a SIM card into their connected devices. Once deployed, these devices are expensive to service manually, which locks the initial cellular carriers for life into the devices, regardless of how good or bad the carrier-customer relationship evolves commercially in time.

- **Going forward**

The eUICC allows remote cellular carrier swap and provisioning

Since connectivity is decoupled from the physical component, Avnet Silica offers the service to remotely download new carriers into already deployed devices. Not only will customers be able to negotiate cellular tariffs and services for the devices they are deploying, but also leveraging the fleets of already deployed products which will be serviced all the same. Avnet Silica being fully independent from the cellular operators, and not being a cellular carrier itself, is fully legitimate to operate such a service.

TEST THE SOLUTION

AVNET eUICC TEST-PACK

Features:

- 4x eUICC in 2FF format preloaded each with a Vodafone and an Arkessa profile and 2x50MB of connectivity for Europe 28
- 2x eUICC in MFF2 format preloaded each with a Vodafone and an Arkessa profile and 2x50MB of connectivity for Europe 28
- Free test accounts with Arkessa and Vodafone
- Free swap services by Avnet

avnet-silica.com/eUICC-testpack



Part number: ARKVDF50MBPACK

Please contact your nearest Avnet Silica representative or email eUICC@avnet.eu

Offices

AUSTRIA

Vienna
Phone: +43 186 642 300
Fax: +43 186 642 350
wien@avnet.eu

BELGIUM

Merelbeke
Phone: +32 9 210 24 70
Fax: +32 9 210 24 87
gent@avnet.eu

CZECH REPUBLIC (SLOVAKIA)

Prague
Phone: +420 234 091 031
Fax: +420 234 091 030
praha@avnet.eu

DENMARK

Herlev
Phone: +45 432 280 10
Fax: +45 432 280 11
herlev@avnet.eu

ESTONIA

(LATVIA, LITHUANIA)

Pärnu
Phone : +372 56 637737
paernu@avnet.eu

FINLAND

Espoo
Phone: +358 207 499 200
Fax: +358 207 499 280
helsinki@avnet.eu

FRANCE (TUNISIA)

Cesson Sévigné
Phone: +33 299 838 485
Fax: +33 299 838 083
rennes@avnet.eu

Illkirch
Phone: +33 390 402 020
Fax: +33 164 479 099
strasbourg@avnet.eu

Massy Cedex
Phone: +33 164 472 929
Fax: +33 164 470 084
paris@avnet.eu

Toulouse
Phone: +33 05 62 47 47
toulouse@avnet.eu

Vénissieux Cedex
Phone: +33 478 771 360
Fax: +33 478 771 399
lyon@avnet.eu

GERMANY

Berlin
Phone: +49 30 214 882 0
Fax: +49 30 214 882 33
berlin@avnet.eu

Freiburg
Phone: +49 761 881 941 0
Fax: +49 761 881 944 0
freiburg@avnet.eu

Hamburg
Phone: +49 40 608 235 922
Fax: +49 40 608 235 920
hamburg@avnet.eu

Holzwickede
Phone: +49 2301 919 0
Fax: +49 2301 919 222
holzwickede@avnet.eu

Lehrte
Phone: +49 5132 5099 0
hannover@avnet.eu

Leinfelden-Echterdingen
Phone: +49 711 782 600 1
Fax: +49 711 782 602 00
stuttgart@avnet.eu

Leipzig
Phone: +49 34204 7056 00
Fax: +49 34204 7056 11
leipzig@avnet.eu

Nürnberg
Phone: +49 911 24425 80
Fax: +49 911 24425 85
nuernberg@avnet.eu

Pöing
Phone: +49 8121 777 02
Fax: +49 8121 777 531
muenchen@avnet.eu

Wiesbaden
Phone: +49 612 258 710
Fax: +49 612 258 713 33
wiesbaden@avnet.eu

HUNGARY

Budapest
Phone: +36 1 43 67215
Fax: +36 1 43 67213
budapest@avnet.eu

ITALY

Cusano Milanino
Phone: +39 02 660 921
Fax: +39 02 660 923 33
milano@avnet.eu

Firenze
Phone: +39 055 428 2301
Fax: +39 055 431 035
firenze@avnet.eu

Modena
Phone: +39 059 348 933
Fax: +39 059 344 993
modena@avnet.eu

Padova
Phone: +39 049 807 368 9
Fax: +39 049 773 464
padova@avnet.eu

Torino
Phone: +39 011 204 437
Fax: +39 011 242 869 9
torino@avnet.eu

Roma Tecnocittà
Phone: +39 06 412 319 10
Fax: +39 06 413 116 1
roma@avnet.eu

NETHERLANDS

Breda
Phone: +31 765 722 700
Fax: +31 765 722 707
breda@avnet.eu

NORWAY

Asker
Phone: +47 667 736 00
Fax: +47 667 736 77
asker@avnet.eu

POLAND

Gdansk
Phone: +48 58 307 81 51
Fax: +48 58 307 81 50
gdansk@avnet.eu

Katowice
Phone: +48 32 259 50 10
Fax: +48 32 259 50 11
katowice@avnet.eu

Warszawa
Phone: +48 222 565 760
Fax: +48 222 565 766
warszawa@avnet.eu

PORTUGAL

Vila Nova de Gaia
Phone: +35 1 223 779 502
Fax: +35 1 223 779 503
porto@avnet.eu

ROMANIA (BULGARIA)

Bucharest
Phone: +40 21 528 16 32
Fax: +40 21 529 68 30
bucuresti@avnet.eu

RUSSIA (BELARUS, UKRAINE)

Moscow
Phone: +7 495 737 36 70
Fax: +7 495 737 36 71
moscow@avnet.eu

Saint Petersburg
Phone: +7 812 245 1571
stpetersburg@avnet.eu

SLOVENIA (BOSNIA AND HERZEGOVINA, CROATIA, MACEDONIA, MONTENEGRO, SERBIA)

Ljubljana
Phone: +386 156 097 50
Fax: +386 156 098 78
ljublana@avnet.eu

SPAIN

Barcelona
Phone: +34 933 278 530
Fax: +34 934 250 544
barcelona@avnet.eu

Galdàcano, Vizcaya
Phone: +34 944 572 777
Fax: +34 944 568 855
bilbao@avnet.eu

Las Matas
Phone: +34 913 727 100
Fax: +34 916 369 788
madrid@avnet.eu

SWEDEN

Sundbyberg
Phone: +46 8 587 461 00
Fax: +46 8 587 461 01
stockholm@avnet.eu

SWITZERLAND

Rothrist
Phone: +41 62 919 555 5
Fax: +41 62 919 550 0
rothrist@avnet.eu

TURKEY (GREECE, EGYPT)

Kadikoy Istanbul
Phone: +90 216 528 834 0
Fax: +90 216 528 834 4
istanbul@avnet.eu

UNITED KINGDOM (IRELAND)

Berkshire
Phone: +44 1628 512 900
Fax: +44 1628 512 999
maidenhead@avnet.eu

Bolton
Phone: +44 1204 547 170
Fax: +44 1204 547 171
bolton@avnet.eu

Bucks, Aylesbury
Phone: +44 1296 678 920
Fax: +44 1296 678 939
aylesbury@avnet.eu

Stevenage, Herts, Meadway
Phone: +44 1438 788 310
Fax: +44 1438 788 250
stevenage@avnet.eu

ISRAEL

Tel-Mond
Phone: +972 (0)9 7780280
Fax: +972 (0)3 760 1115
avnet.israel@avnet.com

SOUTH AFRICA

Cape Town
Phone: +27 (0)21 689 4141
Fax: +27 (0)21 686 4709
sales@avnet.co.za

Durban
Phone: +27 (0)31 266 8104
Fax: +27 (0)31 266 1891
sales@avnet.co.za

Johannesburg
Phone: +27 (0)11 319 8600
Fax: +27 (0)11 319 8650
sales@avnet.co.za



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