



Intelligent Device Management Service Offer

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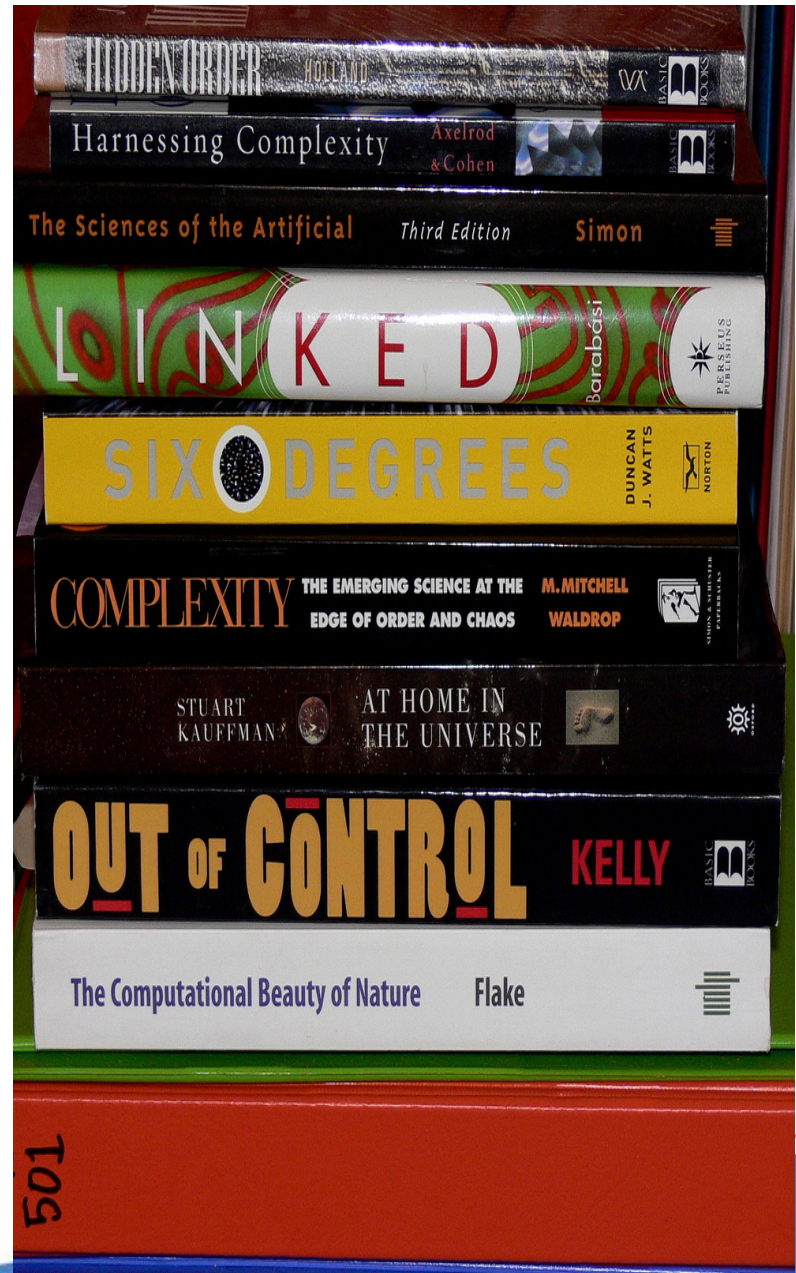


wavecom[®]
Make it wireless

We are living in a complex business environment...

- Most M2M devices are:
- Operated in the field for very long period of time (5~10 years)
 - Not easy to be upgraded once in the field

Impact for M2M projects:
No room for mistake!
Few option for further improvement!

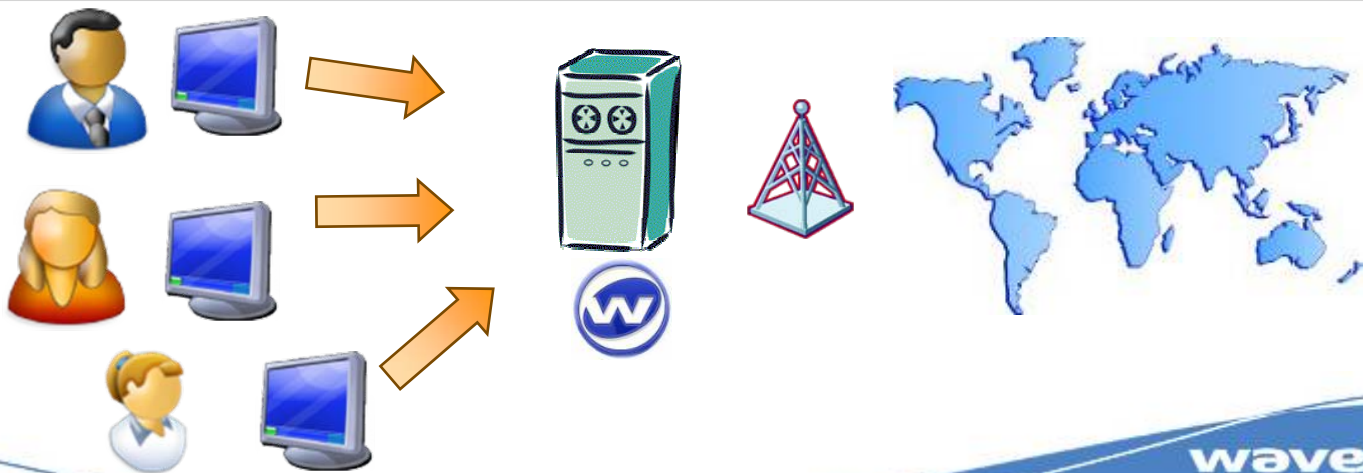


Our Goal

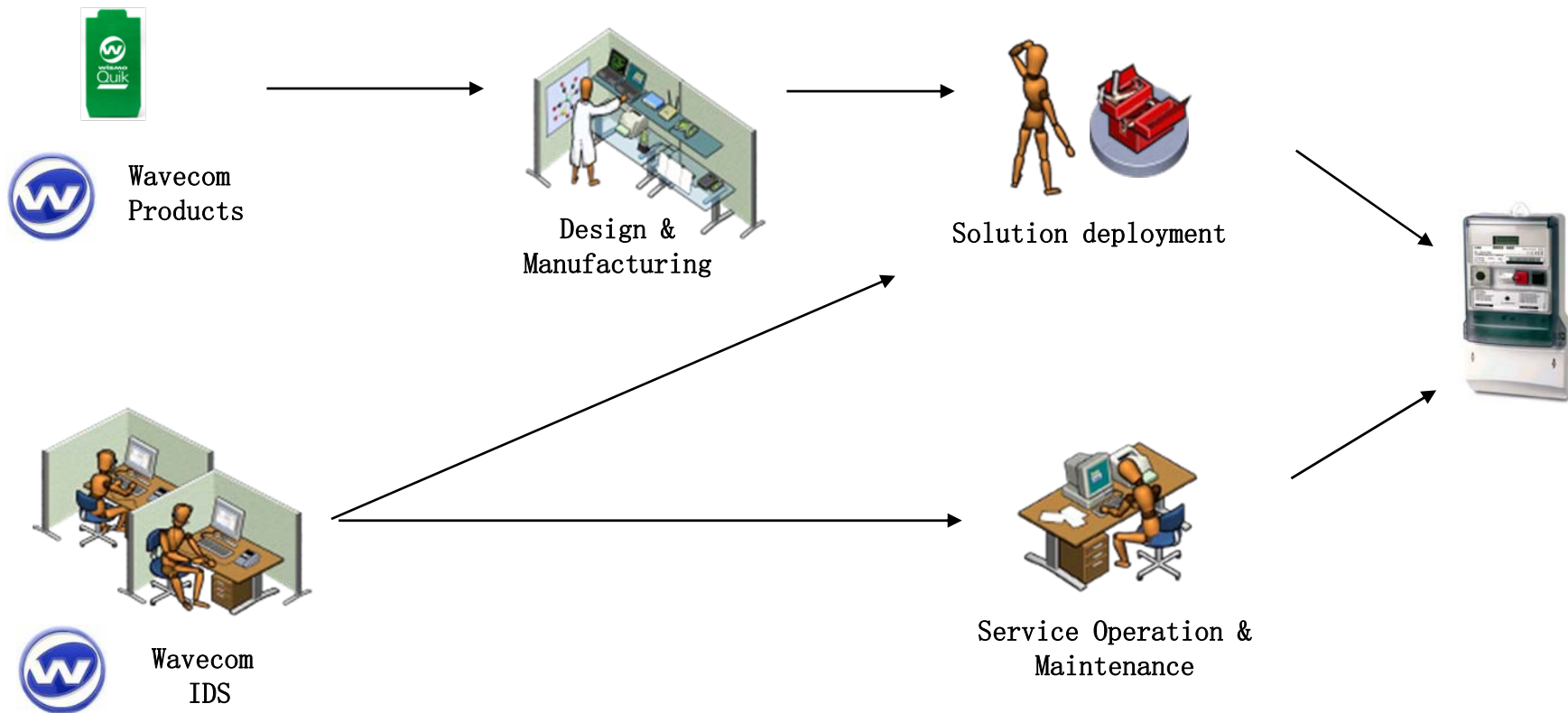
Enable intelligent wireless device management...

... through an innovative service delivery model

- 1- Secure client-server architecture designed (embedded natively in all wavecom products)
- 2- Service platform to be hosted by Wavecom
- 3- Service either fully managed by Wavecom or provided through a secure dedicated access for each service provider, with opportunity for personalization (logos, access to features, ...)



IDS Customers



Key enabler to monitor and upgrade devices
(not a new data management or Applicative offer)

Why a Service Delivery model?

Key Customer Benefits

No delay to set-up a pilot.

The solution is ready at the first wireless CPU deployment with easy provisioning module.
A Service Level Agreement ensures the quality of service

Save time and money

Allow to focus on application development and set-up, not on the device management techniques

Benefit directly from the latest evolutions and improvements:

Latest standards implemented

The hosted server offers constantly the latest functionalities developed and tested by Wavecom.

User community benefits.

Main Benefits of Wavecom Service Offer

Secure

Data integrity control implemented within the device combined by end to end authentication.

Cost effective

Unique “Delta generation engine” to reduce data traffic.



Open technology

Based on industry standards OMA-DM and full IP architecture.

Easy to integrate

Web services connection for IT integration and Web portal access for remote monitoring.

Scalable

State of the art architecture and ability to schedule massive download (pull-push mode).



Pricing Principles (draft)

→ Set-up fee for service activation could be done:

- At purchase order (key generation and data provisioning done with production center)
- Once device on the field through OTA post activation

→ Fee for service operation

- Full maintenance service (include illimited FOTA polling download): fee per month per equiped device
- One shot campaign (fee per Fota download including delta software generation)

Proven Customer Benefits



Customer brand protection (avoid product recall)

30% technician dispatches reduction (*)

**20% increase in service revenue
12% in service profitability (*)**

40% customer retention increase (*)

“Device Management is a process,
not a technology” (Ovum)

- Must be considered as part of the wider device support service
- Will enable new innovations and value creation for our customers

» Eager to get your feedback !





Thank you!

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