

A diagram showing the "IoT Platform" component. It consists of a white rectangular box with the text "IoT Platform" in black. A yellow line extends from the right side of the box to a yellow circle containing a white plus sign, which is positioned over a skyscraper in the city background.

IoT Platform

A diagram showing the "IoT Connectivity" component. It consists of a white rectangular box with the text "IoT Connectivity" in black. A yellow line extends from the left side of the box to a yellow circle containing a white plus sign, which is positioned over a skyscraper in the city background.

IoT Connectivity

A diagram showing the "IoT Modules" component. It consists of a white rectangular box with the text "IoT Modules" in black. A yellow line extends from the right side of the box to a yellow circle containing a white plus sign, which is positioned over a skyscraper in the city background.

IoT Modules

TELIT – Enabling IoT Solutions

Boban Vukicevic

An aerial photograph of a city skyline, likely New York City, serves as the background. Overlaid on this is a network diagram consisting of white circles of varying sizes connected by thin white lines, representing a global or urban network. A large, white, rounded rectangle is centered on the image, containing the main text.

50 Billion Connected Things

Cisco estimates that 50 billion
devices and objects will be
connected to the Internet
by 2020

Telit

PIONEERS IN

MACHINE-TO-MACHINE

COMMUNICATIONS

AND THE

INTERNET

OF

THINGS

\$294M

Revenues 2014

5000+

Customers Worldwide

80

Countries
Served

31%

Market Share
Industrial Internet

2500+

Total Man-Years of
Research & Development

100 Million+

IoT Modules Shipped

800

Employees
Worldwide

8

Innovation
Centers

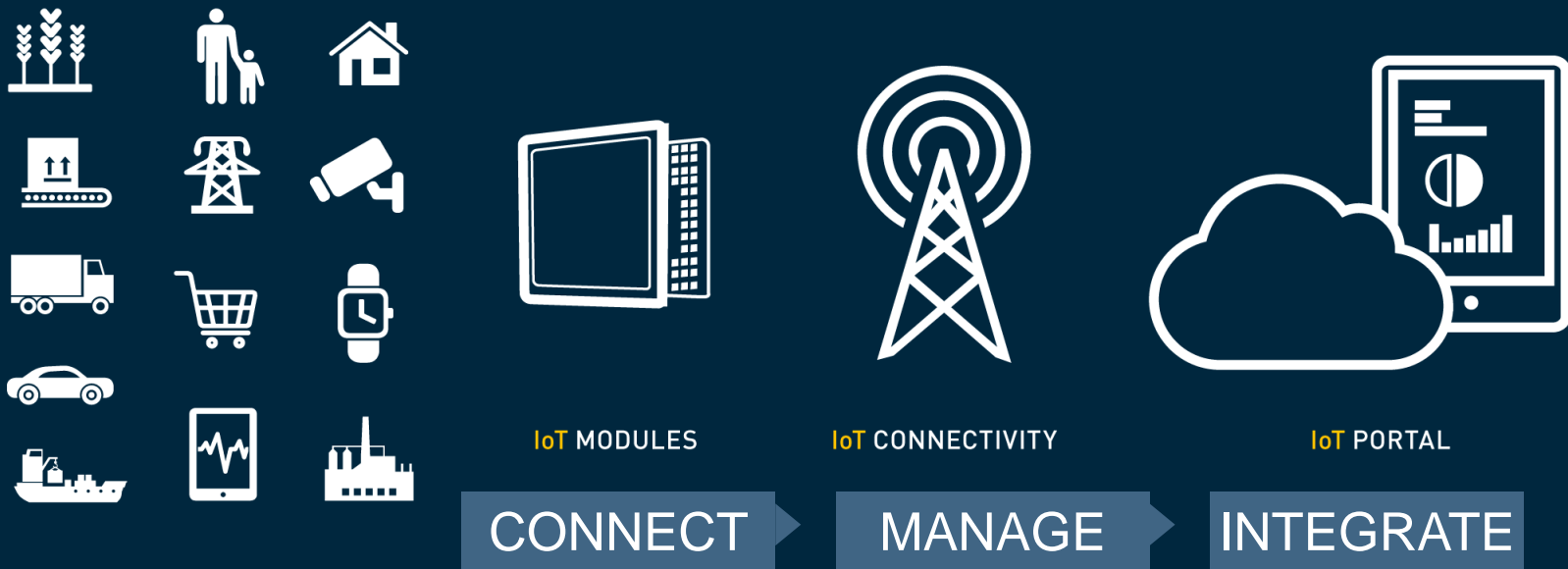
151

Different Product
Modules

500+

Engineers

Enabling IoT is what we do



The new way to onboard your things

TELIT IoT Engine

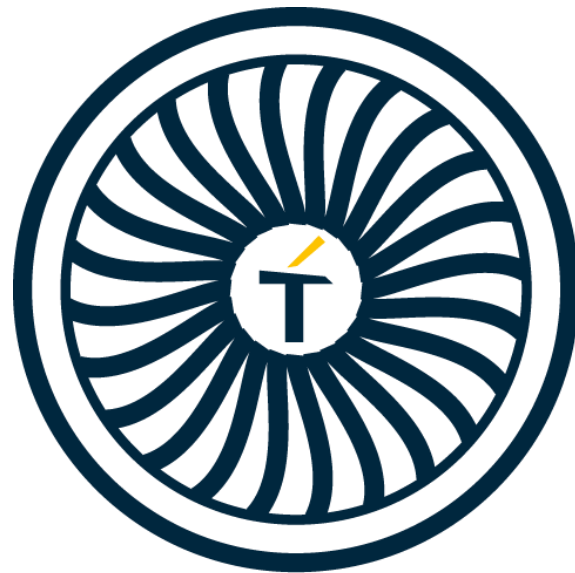
Connect, Manage, Integrate

IoT Engine

the concept leveraging
the power of **Telit DNA**

The Telit IoT Engine is structured to give you the flexibility to use Telit offerings from all three areas – The Triple Play, as well as any two or single areas

- ↗ **IoT PORTAL**
- ↗ **IoT CONNECTIVITY**
- ↗ **IoT MODULES**



TELIT **IoT** ENGINE

TELIT IoT Portal



IoT Portal

It's **easy to connect** your **“things”** to your **“apps”**

integrating any device, production asset or remote sensor with your web-based and mobile apps and enterprise systems

- Application Enablement Platform (AEP)
- Connected Device Platform (CDP)
- value added services, for management, analytics, diagnostics, rapid prototyping and enterprise integrations

TELIT IoT Portal

End-to-end Platform services from a single Portal

CONNECT

- Connected Device Platform
- Connected Device Platform Aggregation
- Application Enablement Platform AEP

MANAGE

- Aware
- Device Management
- Intelligence
- Here

INTEGRATE

- MNO Integration
- Enterprise Integration
- APP Integration
- Cloud-to-cloud Integration



IoT PORTAL

The IoT Portal is
the **control hub**
from where you
can manage
your entire
IoT deployment

Things-to-Apps made easy

The **do-it-yourself Cloud service** gives you instant and full access to the mature and comprehensive features and all the necessary tools and resources. No upfront investment is required and **engineers can focus on building apps**, not infrastructure.

If you're starting out, the **easy-to-use** portal has basic visualization tools and dashboards for most remote **tracking, monitoring** and **control** applications across all industries and markets, right out of the box with a low-cost service plan.

Additionally, **deviceWISE Cloud** customers enjoy professional maintenance and support and ongoing upgrades to new features and capabilities.

Do-it-
yourself
Cloud
service

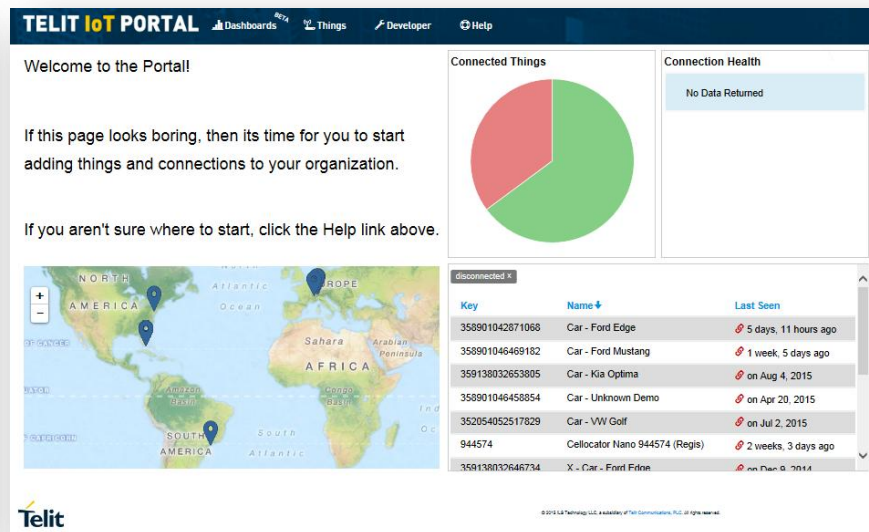
Intuitive
Management
Portal

Professional
maintenance
and support

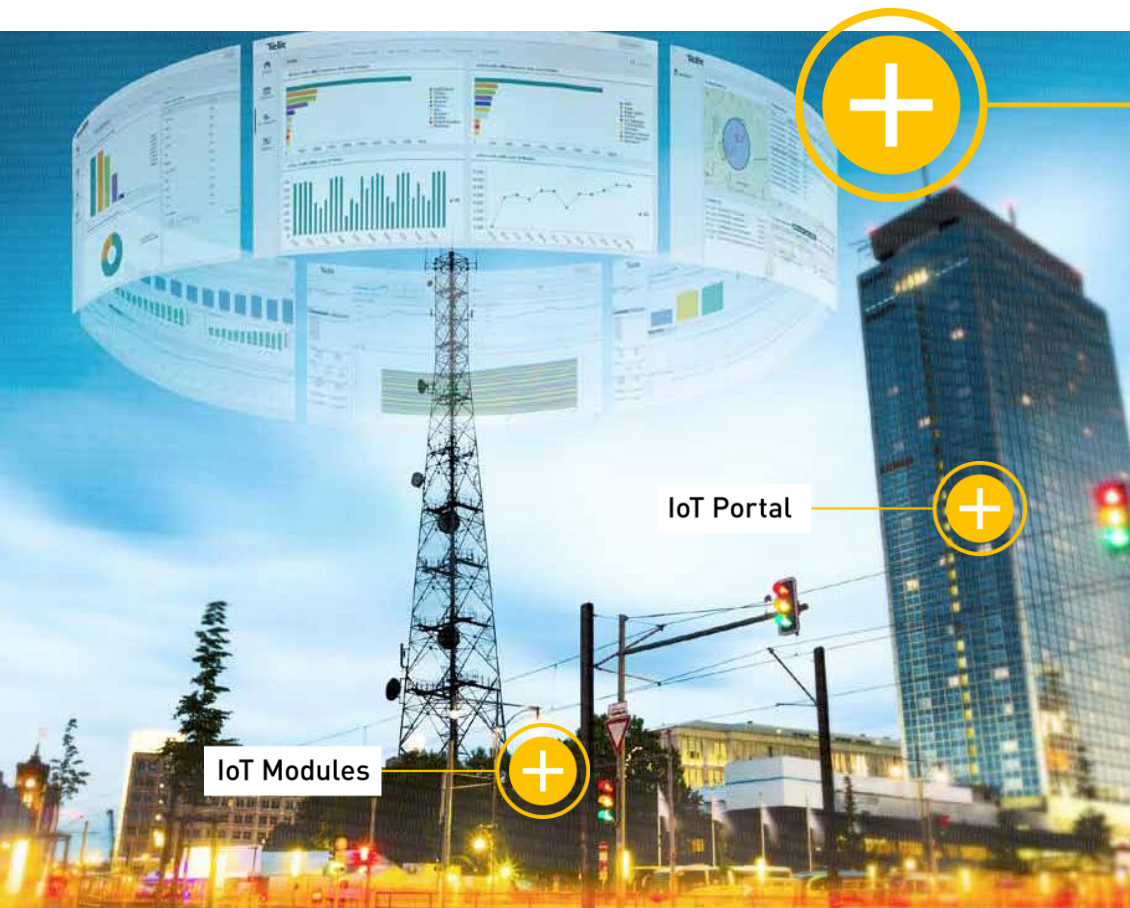


Telit IoT Portal

Platform-as-a-Service



TELIT IoT Connectivity



IoT Connectivity

Subscriptions and rate plans in several markets and regions designed **to let you deploy and manage** one or a million devices

just as easily with critical services that can automatically detect and remedy catastrophic issues like runaway-data flows and overages, provision, retire, or deactivate modules individually, in an entire deployment, or in easy-to-establish groups; operating under one or several networks

TELIT IoT Connectivity

Reach into the Telit DNA of the module

CONNECTIVITY

Services carried over leading Tier 1 MNOs

- ↗ Global roaming & Domestic subscriptions
- ↗ Standard and tailored rate plans

BRIDGE

Ruggedized and secure IoT IP solutions

- ↗ Geo-redundant
- ↗ 24/7 monitored and supported
- ↗ Multi-tenant Private Network

AUTOMATION

Setup and define customized rules

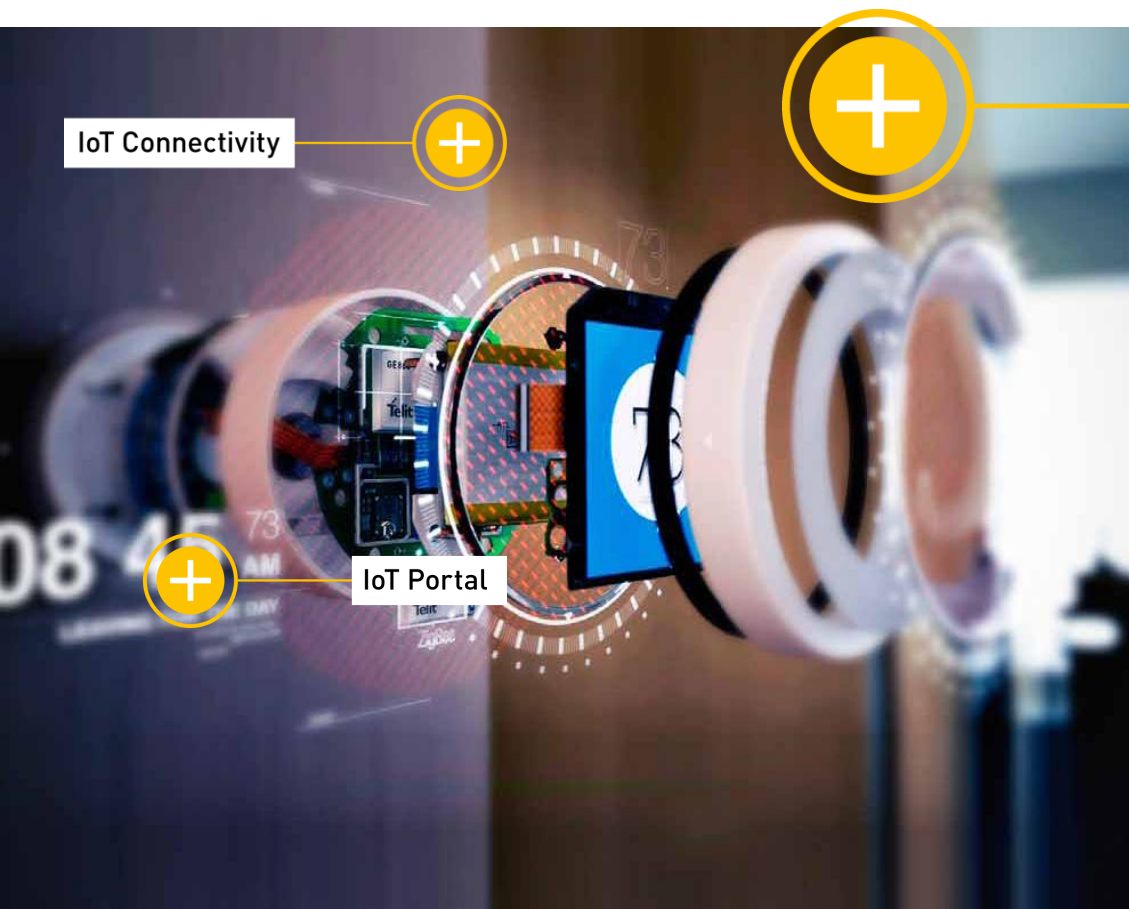
- ↗ Easy to use rules-based engine
- ↗ Pay for connectivity only when your service is generating revenue
- ↗ Retroactive Billing optimization



Collect **unique information** on the operation of the **module** under the **mobile network environment**

IoT CONNECTIVITY

TELIT IoT Modules



IoT Modules

Telit IoT Modules contain **special system software** that can be leveraged by Telit **IoT Connectivity** mobile data service as well as by Telit **IoT Portal** services

Easy pairing of products such as **cellular + GNSS** and **cellular + short-range wireless**

TELIT IoT Modules

The industry's largest portfolio

CELLULAR

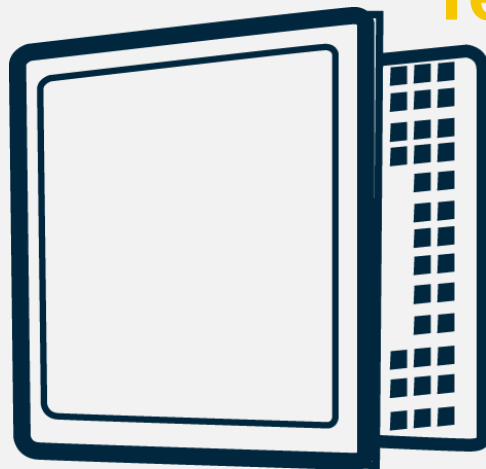
4G LTE, 3G, and 2G available in three categories of application: Industrial, Automotive and Data-cards

POSITIONING

GPS and GNSS: Single-constellation functionality for applications requiring simpler positioning resolution. Multi-constellation with a range of feature sets to suit your exact requirements

SHORT-RANGE

ZigBee, Sigfox and 802.15.4
Lower cost, lower power wireless data technologies that operate in unlicensed spectrum



IoT MODULES

Telit DNA reduces
development,
testing time
and risk adding
performance
and **benefits**

Commercial advantages

State-of-industry reliability, scalability and performance

INDIVIDUALLY OR IN PAIRS

elements from our three areas deliver strong IoT solution enabling capabilities. You can always multiply this enabling power any time you are ready to add more Telit elements

THE TELIT TRIPLE-PLAY

can reduce overall IoT project costs both in terms of hardware procurement and services contracting for deployment and operation

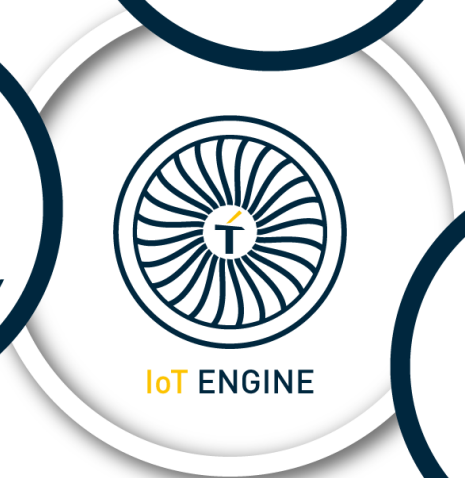
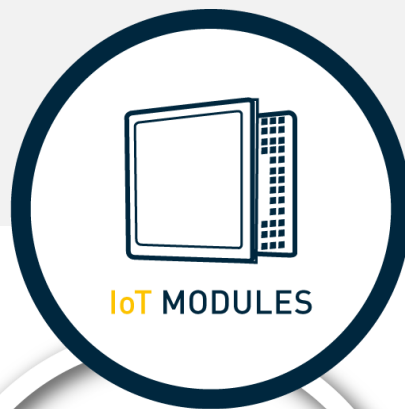
THIS BECAUSE AN ALL-TELIT SOLUTION

of products and services can enjoy the benefits of a wider variety of charging models not available when sourcing individual items of products or services

Triple-play

The business break-through power

- First, **innovate**
- Get to **market fast**
- Then **improve, enhance and do it again**



FUTURE

Easy
Complete
Mature

PAST

Complex
Fragmented
Experimental

INDUSTRY 4.0

The Road IoT Builds



MAKING MONEY

SAVING MONEY



**BEING
COMPLIANT**



Serving many industries and markets worldwide



Transportation



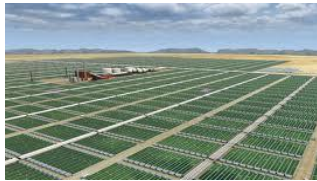
Food & Beverage



Healthcare



Energy



Agriculture



Security



Manufacturing



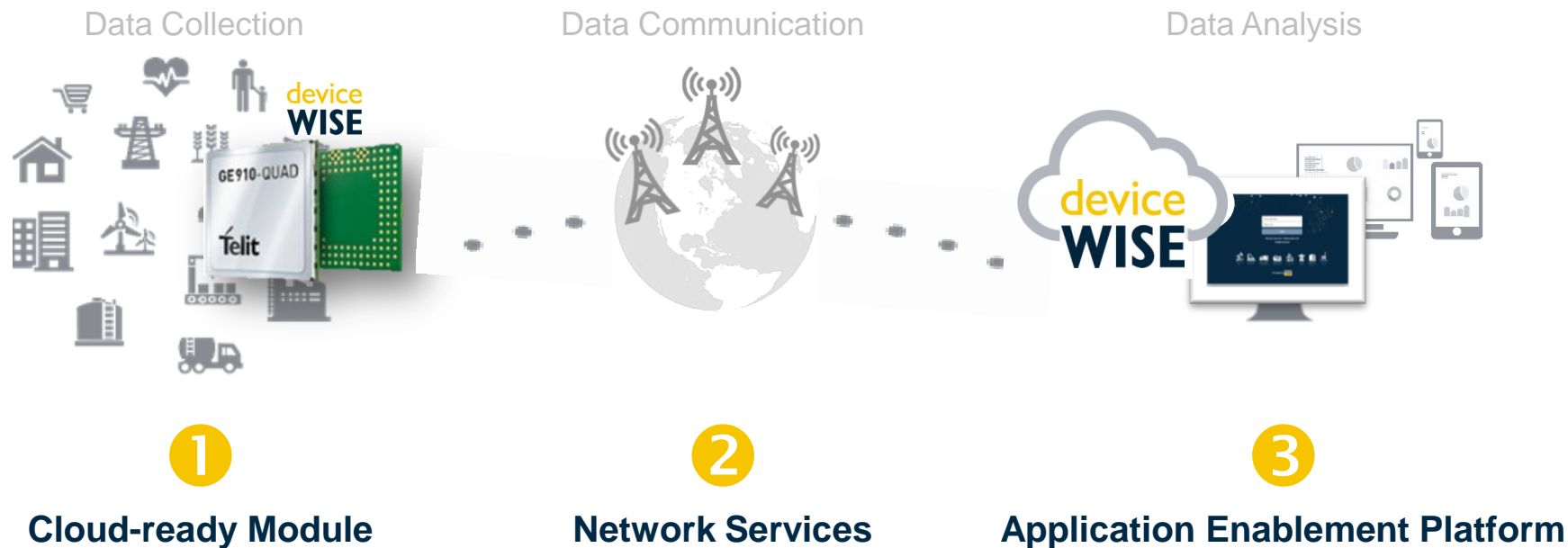
Oil & Gas



Telematics

Turn the Vision into Pragmatism

Partnerships in the Value Chain will drive to No Limits



Connect Your Things to the Google Cloud Platform

1

Connect ANY THING to the Cloud



2

Collect and Manage data from millions of devices



3

Feed data into GCP for deep big data analytics



Google Cloud Platform

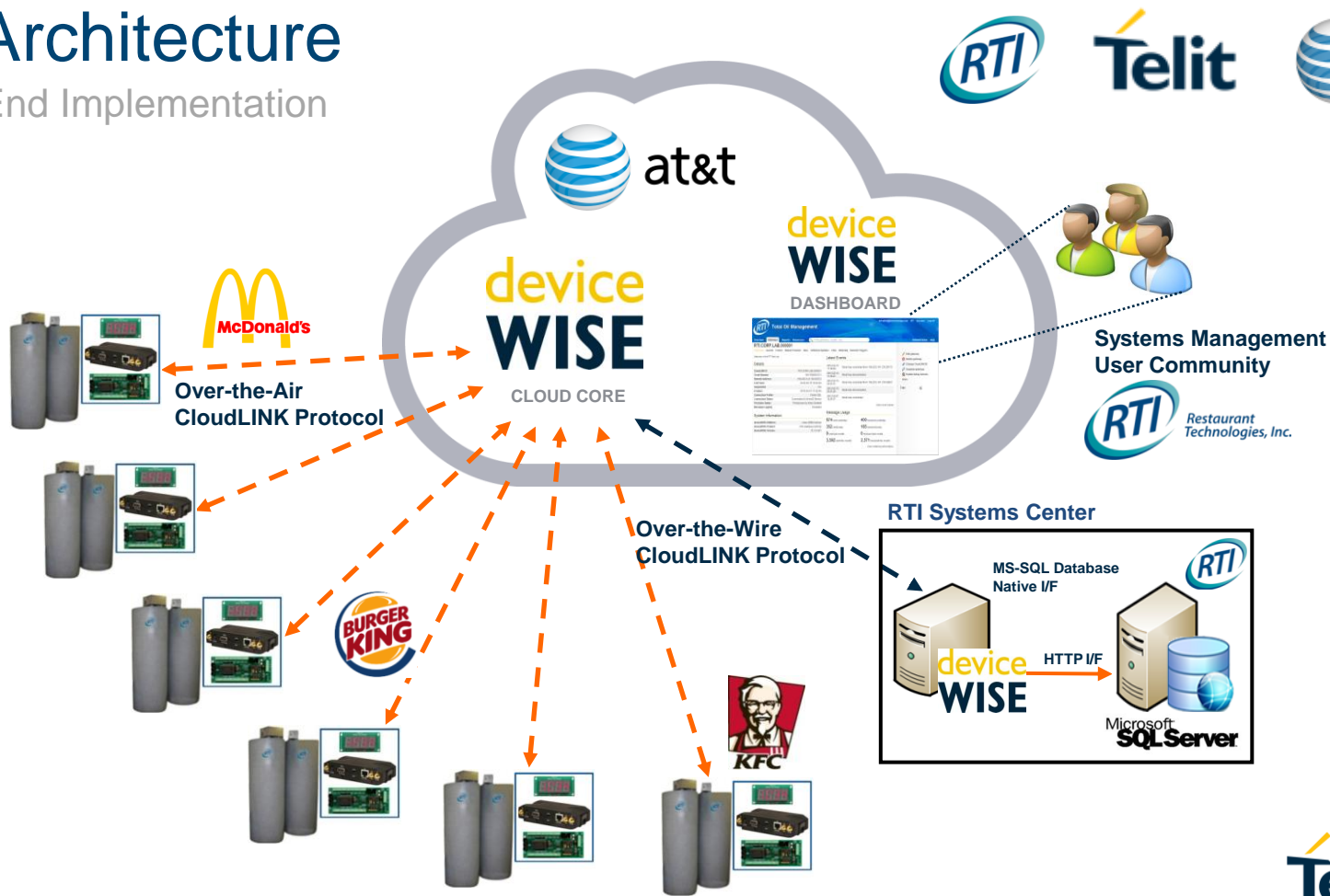
Business Value Delivered

A Real World Use Case



RTI Architecture

End-to-End Implementation



Save Money

M2M Business Innovation

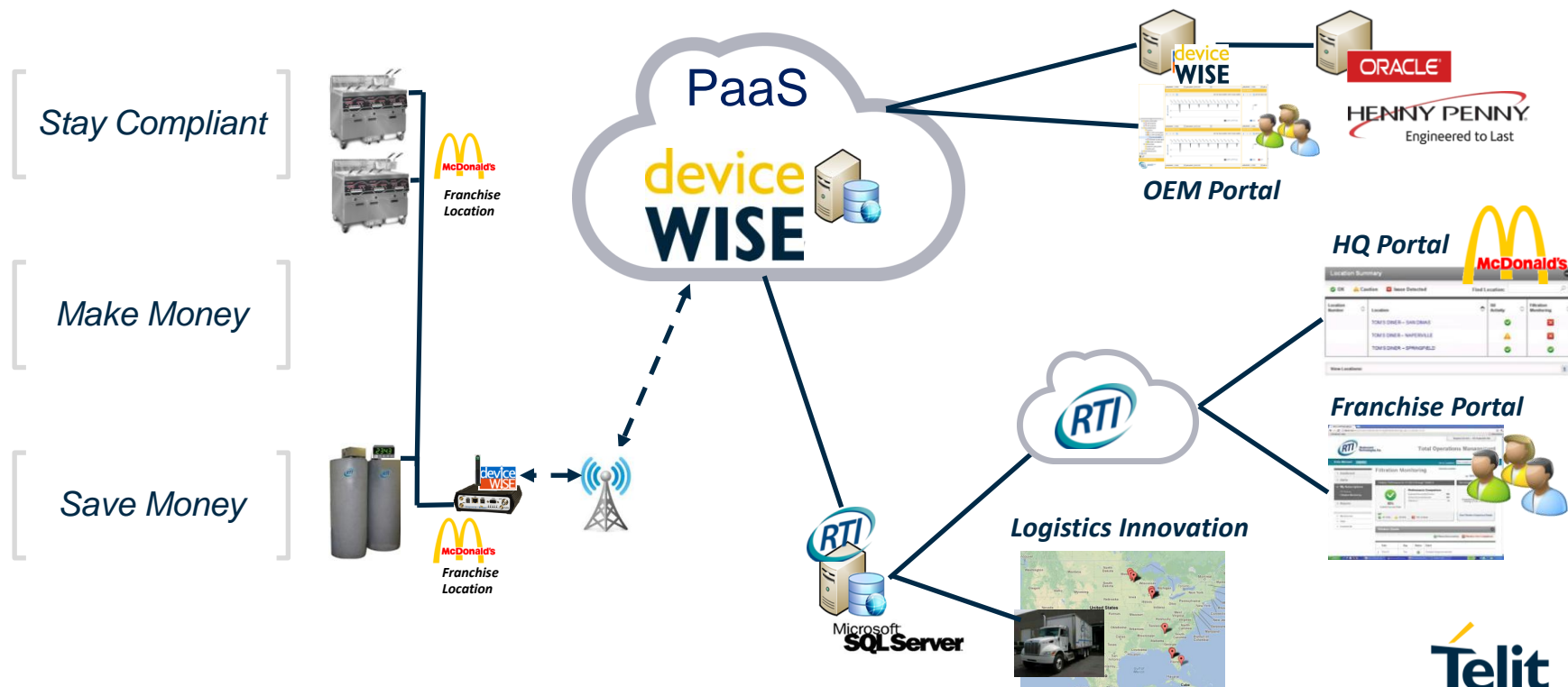
Automate Logistics through
M2M Connectivity Services

Oil Tank Monitoring



M2M Service – Driving Business Innovation

Innovation Cycle – Creation of New Services – Predictive Maintenance





IoT Connectivity



IoT Platform



IoT Modules

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Thank YOU

