

Connectivity for Cellular IoT Module Producers

Manufacturing | China





Context

Our client is one of the biggest IoT solutions providers in the world. They offer a broad portfolio of IoT modules and their components are embedded into devices used in various areas of business worldwide: payments, energy, safety, smart cities, Industry 4.0, gateways, agriculture, healthcare, or transport. After several years of successful cooperation in the Asian market, the client chose BICS as a partner to help them accelerate and expand their global deployment in Europe.

Challenge

- **Global coverage with multi-IMSI capabilities:** Our client aimed to expand globally and needed access to a solid network to serve as a backbone for their international IoT deployment. Due to the devices being on the move, the client required a provider supporting multi-IMSI capabilities to connect the devices anywhere in the world without struggling with permanent roaming restrictions.
- **Commercial flexibility:** The client was looking for a versatile partner who would understand and could address various segments of their business.
- **Support of multiple SIM technologies:** With our client's use cases spanning across industries, enabling multiple type of SIMs including eSIM, iSIM, and physical SIM, was crucial.

Solution

- **International connectivity service:** With the main goal to expand globally and accelerate the process, granting the client access to BICS' global network was the first step. With just one signature, the client got instant access to pre-negotiated partnerships with MNOs worldwide, meaning their devices would connect in seconds no matter where they were.
- **SIM For Things (SFT):** Our multi-network connectivity solution supports all SIMs and IMSI technology. With zero-touch provisioning and real-time insights into their subscribers' data consumption, our client has everything they need in one place for a successful deployment.
- **Original Equipment Manufacturers (OEMs) module:** Connectivity is embedded in the hardware straight in the factory.
- **Easy customization:** Hundreds of APIs enable our client to customize any part of the solution. As a reseller, branding white-label solutions for their customers will make their operations more manageable and increase customer loyalty with personalized branding.





Results



Accelerated deployment: By switching from the setup of multiple suppliers to only one partner to manage their global IoT deployment, the client has accelerated their global expansion.



Increased competitiveness of cloud services: The client now has access to a powerful global network that enhances their cloud services with faster data transfer, seamless access, and scalability.



Out-of-box connectivity: Now, the client can manufacture their devices with embedded SIM, and activate, test, ship, sell, or store them with just one provider.



Cost optimization: By welcoming a new sponsor in Asia to the BICS network, the client immediately got access to more competitive pricing, which strengthened their market position and enabled further business growth.