IOT DEVICE TEAM
DEVICE ONBOARDING & SUPPLIER PARTNERSHIPS

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AN EFFECTIVE IOT DEVICE STRATEGY COVERS SIX FUNDAMENTAL FIELDS OF ACTION

- Device Onboarding & Supplier Partnerships
- Sales Support for optimum Outputs
- Definition of NB-IoT Device Landscape
- No Harm to Network Policy
- Device Security as USP
- Management of Lifecycle Activities
PARTNERSHIP WITH DEVICE SUPPLIERS TO ADDRESS LARGE VARIETY OF USE CASES WITH FAST AND EFFICIENT DELIVERY

1. Symbiotic relationship with suppliers to achieve ultimate business goals

2. Sales enabled through easy access to tools, trainings, portfolio & support
## Classification of IoT Device Suppliers in Four Partnership Categories

<table>
<thead>
<tr>
<th>Nature / Level of Partnership</th>
<th>Estimated Sales Volume / Device</th>
<th>Volume Commitment</th>
<th>Customization</th>
<th>Commission / Rebate for DT</th>
<th>Integration Support from DT</th>
<th>Service Level Agreement</th>
</tr>
</thead>
<tbody>
<tr>
<td>★★★★★ New Product Development</td>
<td>very high</td>
<td>✓</td>
<td>✓ DT defines product</td>
<td>✓ DT gets full margin</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>★★★ Frame Contract</td>
<td>high</td>
<td>✓</td>
<td>✓ for strategic deals</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>★★ Cooperation Agreement</td>
<td>high</td>
<td>–</td>
<td>✓ possible, if needed</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>★ Marketing Agreement</td>
<td>small</td>
<td>–</td>
<td>–</td>
<td>–</td>
<td>✓</td>
<td>–</td>
</tr>
</tbody>
</table>

### Focus

- **Selected Devices**
  - Large pool of self-certified devices
  - Partner devices

- **T-specific**
  - Partner devices
  - Large pool of self-certified devices

**Partner devices**

**Selected Devices**
BENEFITS OF A DT-HARDWARE COOPERATION

**CONTRIBUTION BY DT**
- Established open API „Cloud of Things“ for Condition Monitoring, Visualization of Device Measurements & Conditions, Configuration of Devices and Alarms, ERP-Systems Support
- Scaling Sales Force with broad customer access across different segments and verticals
- Reliable and established processes for HW selection, i.e. HW recommendation management for preferred cooperation partners towards DT customers
- Marketing support through „Cloud of Things“ labels provisioning

**CONTRIBUTION BY HW PARTNER**
- Selected HW portfolio compatible to DT „Cloud of Things“
- Self-qualified HW
- Care for reliable compatibility over life-cycle
- Know-how support in customer acquisition phase and solution design
- Supported logistics processes and quality
- 3rd level support for customers
ONBOARDING A NEW SUPPLIER FOLLOWS A STRICTLY DEFINED PROCESS 1/2

1. Download API and application document
2. Send application document to m2m-hardware-support@telekom.de
3. Check application
4. Provide account, templates and test documentation
5. Implement API, provide test report and contract
6. Add device to HW partner database
7. Check with PPM: Customer requirement document

L1 ★ Marketing agreement
L2 Use badge: “Compatible with Telekom Connected Things Management”

Contract level

Lean self-certification process
ONBOARDING A NEW SUPPLIER Follows A Strictly Defined Process 2/2

H1: Standard test cycles for partner devices

H2: ★ ★

Cooperation agreement
→ Listing in device portfolio

H3: Use badge:
"Partner of Telekom Connected Things Management"

High sales potential
DETAILED VIEW ON DEVICE TESTING
DEVICES WITH HIGH AND VERY HIGH SALES POTENTIAL ONLY

Network Technology

- Radio module check ✔
- No harm to network test ✔

Sales potential high or very high?

- Certification doc. check ✔
- CTM interoperability tests ✔
- Physical & security tests ✔
- Stress & Stability Tests ✔

Approval for listing as "preferred device" in device portfolio

Approval for listing in device portfolio
NO HARM TO NETWORK PROCESS
IOT DEVICE POLICY AGREED WITH NT

Input:
- IoT chipset & module landscape
- Resources

Module certification
passed test ✔

>10k devices?
yes

Device approved

Device self certification
passed test ✔

No harm to network & solution compliance
passed test ✔

Input:
- Device and documents
- Resources

No harm to network & solution compliance
passed test ✔

Device approved

LIFE IS FOR SHARING.
COT HW SELECTION & EXTENSION OF PORTFOLIO

Selection of suited HW based on the sales requirement and the HW catalogue

Purchase selected HW, or Call for Tender based on the sales requirements if different HW is required

Segment/NATCOs

DTAG

Purchasing

Email to: IoT-hardware-support@telekom.de
THANK YOU