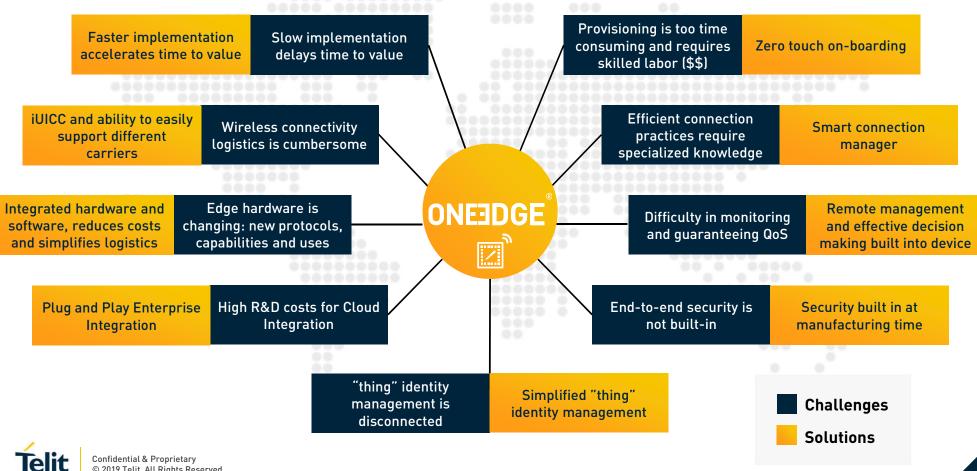
Telit OneEdge Shorten your Path to IoT Monetization

Martino Turcato Product Manager, Software and Services



Customer Pain Points and Telit OneEdge Solutions



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Telit OneEdge Advantage – Buy and configure Vs. Make

Telit OneEdge Functions Effort **Device Management** \$ Secure Manufacturing \$ \$ **Connectivity Management** LwM2M Stack Included \$ Maps/Geofencing 3rd Party Integration Included Sta Topat

Minimal time and cost to get your solution up and running quickly!

End-to-End Solutions Today

Device Management\$\$\$\$Secure Manufacturing\$\$\$\$Connectivity Management\$\$\$\$LwM2M Stack\$\$Maps/Geofencing\$\$\$3rd Party Integration\$\$\$	Functions	Effort
Connectivity Management\$\$\$\$LwM2M Stack\$\$Maps/Geofencing\$\$\$	Device Management	\$\$\$\$
LwM2M Stack \$\$ Maps/Geofencing \$\$\$	Secure Manufacturing	\$\$\$\$
Maps/Geofencing \$\$\$	Connectivity Management	\$\$\$\$
	LwM2M Stack	\$\$
3 rd Party Integration \$\$\$	Maps/Geofencing	\$\$\$
φφφ	3 rd Party Integration	\$\$\$

Huge amount of development and integration effort in both time and cost.



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ERCONEDCE

The next generation cellular IoT module software suite with pre-packaged, secure, easy-to-use deployment & management tools so you can leap ahead into the new 5G super connected world

Shorten your path to IoT monetization by simplifying design deployment & management of products & solutions

OneEdge touching the real nerve of IoT pains







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Juniper Research: Mobile Edge Computing Annual Spend to Reach \$11.2 billion by 2024, Fuelled by IoT, Start-Ups, AI & Machine Learning Innovation

\$9.8 billion rise from 2019 to 2024 fuelled by increasing demand to acquire real-time analysis of critical data at the Edge, for industries such as manufacturing, asset tracking and transportation

June 25, 2019 02:00 AM Eastern Daylight Time

BASINGSTOKE, England--(BUSINESS WIRE)--A new study from Juniper Research has found that total annual spend on Mobile Edge Computing (the collection and analysis of data at the source of generation, at the Edge of the network, instead of a centralised location such as the cloud), will reach \$11.2 billion by 2024. This is up from an estimated \$1.3 billion in 2019, with an average annual growth of 52.9%.

"Edge Computing and 5G, supported by continued advancements in machine learning and Al-derived algorithms, will continue to be the key drivers of Big Data analytics and complex real-time analysis at the Edge of networks." "

Y Tweet this

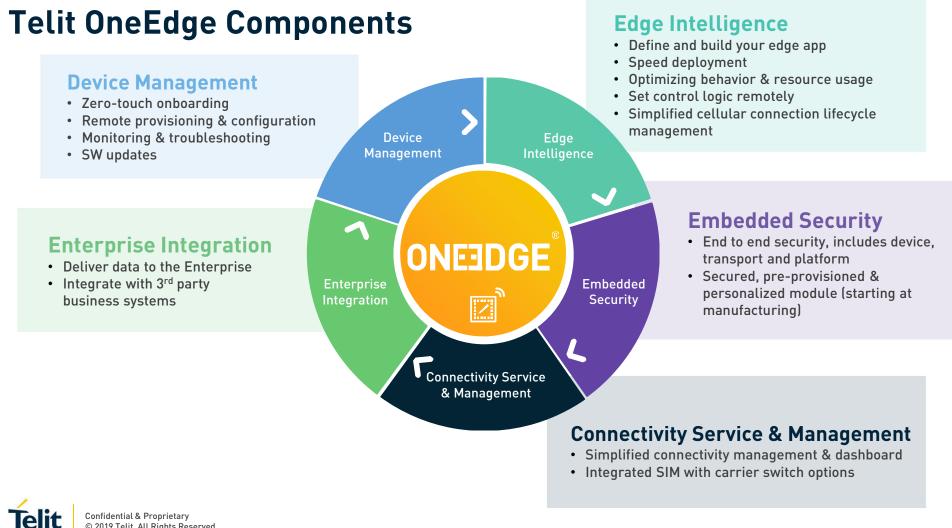
For more insights, download our free whitepaper: How AI & Machine Learning Are Advancing Edge Processing.

The Leaders in Edge Processing

Juniper Research ranked leading players in the Edge processing sector by a range of factors, such as the depth of their experience in IoT, their geographical footprint, along with the number, and type, of industries served. The top five players are:

1. Siemens 2. Bosch 3. AWS 4. VMware

5. Telit



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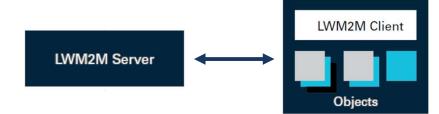




Device Management in a nutshell

DM is the combination of components in the module and in the Portal working together





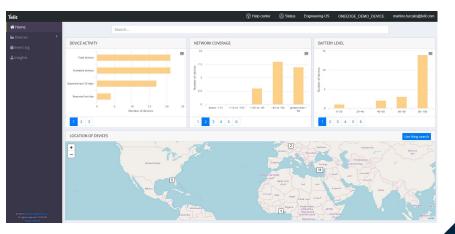
Data ABOUT the device and NOT data FROM the device

- Control plane of the device
- Totally independent of application data

DM provides single pane control of full deployment status and operations

Telit

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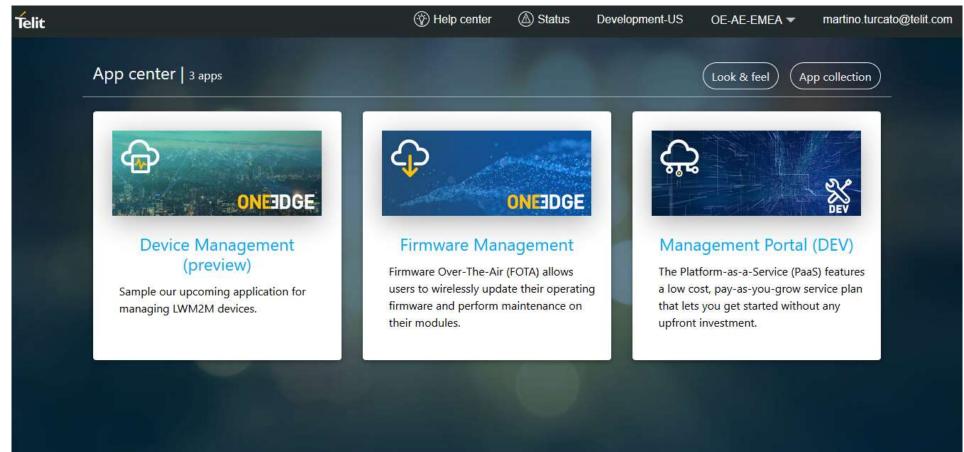


Device Management Implementation

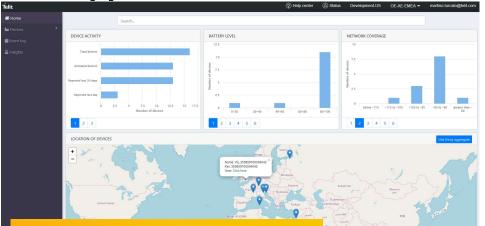
Telit



Telit Portal AppCenter



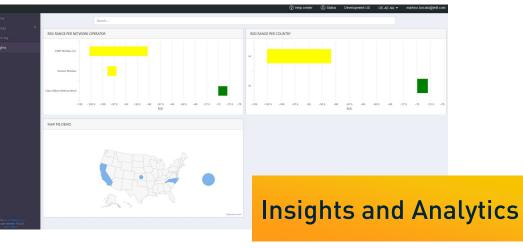
DM App



100.71.102.09 2019-05-19009-440 2019-05-04T05:07:0 10.161.102.0 2019-05-19712:52:0 2019-05-16706(13:552 10.229.51.110 2019-05-21714/35:422 2019-05-16712:28:212 10.227.166.6 10.160.74.65 2019-05-13106-56-48 25492 2019-05-16705-00:052 564738 2019-05-21714-35:42 2019-05-16706/13:552 595459 2019-05-21115-06:552 LAC/TAC 2019-05-16012-08-217 2019-05-21114:35:42

Deployment overview

Single Device View and Troubleshooting

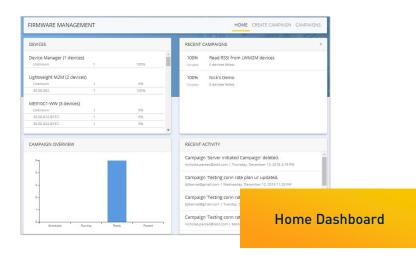


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Telit Easy FOTA App

- Telit OTA/FOTA configuration, remote provisioning and firmware updates
- Scheduled or ad-hoc campaigns: single unit, predefined groups, entire installed base
- Campaigns based on: Organization, Geography, Technology, Etc



FIRMWARE MANAGEMENT			HOME CRE	ATE CAMPAIGN CA	AMPAIGNS		
CREATE CAMPAIGN							
Step 1: Model selection	Step 2: Device selection	Step 3: Firmware	selection	Step 4: Campaign c	details		
Summary Model: No model selected	Devices s	elected: 0	Firmware selec	ted: No firmware se	elected		
	Choose dev	ice model *	_				
			_	Wizar	d gui	ded steps	5
FIRMWARE MANAGEMENT			HOME CRE	ATE CAMPAIGN	AMPAIGNS		
IRMWARE MANAGEMENT			HOME CRE	ATE CAMPAIGN	AMPAIGNS		
		START PAUSE			AMPAIGNS ORT LIST		
		START PAUSE Progress		DELETE EXP	ORT LIST		
CAMPAIGNS	1		RESUME	DELETE DAPA Started/Schr	ORT LIST		
CAMPAIGNS	1		RESUME	DELETE DAPA Started/Schr	ORT LIST		
CAMPAIGNS Name Testing conn rate plan ui	1		RESUME	DELETE DAPA Started/Schr	ORT LIST		
CAMPAIGNS Name Testing conn rate plan ui test failure			E RESUME Statu	DLLTE PP4 Started/Sch	ORI LIST eduled	campaig	ns
AMPAIGNS Name Testing conn rate plan ul test failure Find connections campaign			E RESUME Statu	DLLTE PP4 Started/Sch	ORI LIST eduled	- campaig	ns
Name Testing conn rate plan ul test failure Find connections campaign no members	85		E RESUME Statu	DLLTE PP4 Started/Sch	ORI LIST eduled	- campaig	ns



> Edge Intelligence



Edge Intelligence

Connection Optimizer

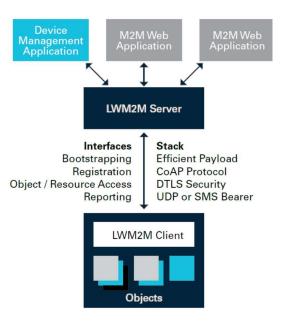
- Simplifies management of cellular connection lifecycle
- Set-up, monitoring, QoS, usage optimization and re-connection policies.
- Easily handle the connection to cellular network and automate most common operations involved in the process.



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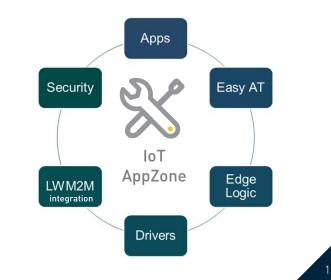
LWM2M

Edge device management and application data management leverages LwM2M technology



Application Development APIs

- Telit's AppZone allows customer to run embedded software on the application processor of the module
- An essential development environment to easily use and expand module capabilities

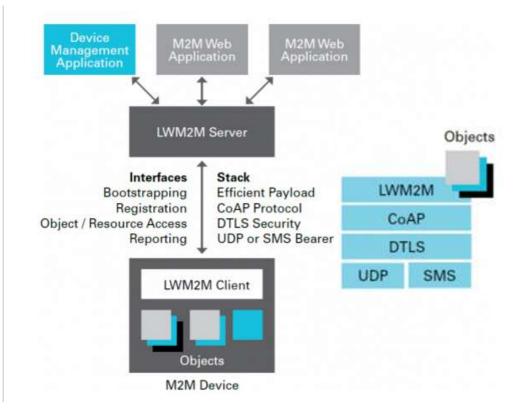


Main Elements of LWM2M

- Lighweight protocol specifically designed for constrained devices
- Reduced footprint and communication overhead
- Provide methods to efficiently implement low power IoT use cases
- De facto standard in Telecom industry and required by all major MNOs

Telit implementation

- LwM2M 1.0
- DTLS1.2
- CoAP and UDP binding, wake up SMS support
- Supporting **OMA core standard objects** including firmware update
- Extensible object model
- Client can be controlled through AT commands or AppZone APIs

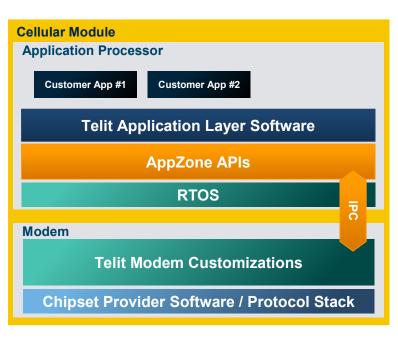


Key LWM2M Device Management Objects

Name	Object ID	Description
LWM2M Security	0	Provides the keying material of a LwM2M Client appropriate to access a specified LwM2M Server.
LwM2M Server	1	Provides the data related to a LwM2M Device Management Server. A Bootstrap-Server has no such an Object Instance associated to it.
LwM2M Access Control	2	Access Control Object is used to check whether the LwM2M Server has access right for performing an operation.
Device	3	Provides a range of device related information which can be queried by the LwM2M Server, and a device reboot and factory reset function. E.g. device model, serial number, hw/sw version, power source, battery level, etc
Connectivity Monitoring	4	Enables monitoring of parameters related to network connectivity and link quality e.g. Network, Cell ID, RSSI, APN, etc
Firmware Update	5	Enables management of firmware which is to be updated.
Location	6	Provides location information based on GNSS data.
Connectivity Statistics	7	Enables client to collect statistical information and enables the LwM2M Server to retrieve these information, set the collection duration and reset the statistical parameters.
Cellular connectivity	10	This object specifies resources to enable a device to connect to a 3GPP bearer
APN connection profile	11	Specifies resources to enable a device to connect to an APN.



Telit AppZone C framework highlights and architecture



• AppZone C is the framework integrated in the module on top of the modem software and OS. It provides a set of interfaces (APIs) to the modem functionalities, hardware resources, peripherals, OS functions, TCP/IP stack, SSL, file system and more

• The framework is lightweight, fast and efficient, to fully take advantage of hardware resources and optimize real time performances

- Provides multitasking programming
- Support of HW interrupts and timers
- C programming Language
- Compilers: ARM and gcc
- Application is developed by customer starting from a skeleton project provided in the wizard
- Code samples and tutorials are included to illustrate usage of main features and services
- Complete documentation with APIs, online help and manuals
- Jtag target debugging and emulator supported



Connection Agent Main Functionalities

- Set up cellular connection with a single AT command or API call
- Automate the lifecycle management of the connection: check status, automatically reconnect, logging, etc.
- Configurable behavior of the state machine:
 - Policy (always connected or on demand)
 - Timers (e.g. network registration)
 - Retry mechanism
 - Thresholds (e.g. min RSSI, BER, etc.)
 - Roaming





Traditional Implementation vs Connection Optimizer

Without Connection Optimizer

- Check Signal
 - AT#CSQ, AT#MONI
- Registration and activation
 - AT#COPS, AT#CREG, AT#CGREG, AT#WS46
- Data connection
 - AT#SGACT, AT+CGDCONT, AT#CEERNET, AT+CGPADDR
- Application logic
 - State machine
 - Timers
 - Monitoring
 - (Re)connection policy

With Connection Optimizer

• Start agent

AT#CASN=1, <optional parameters>

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Embedded Security

Device

- Module secured and personalized at time of manufacture
- Device is 'born' with ID, credentials and SIM functions embedded inside
- Provides security microservices
- Secure boot

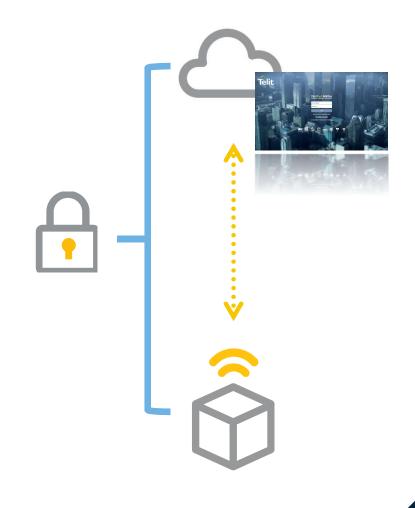
Transport

• Device to cloud over encrypted communication for secure end-to-end data and control

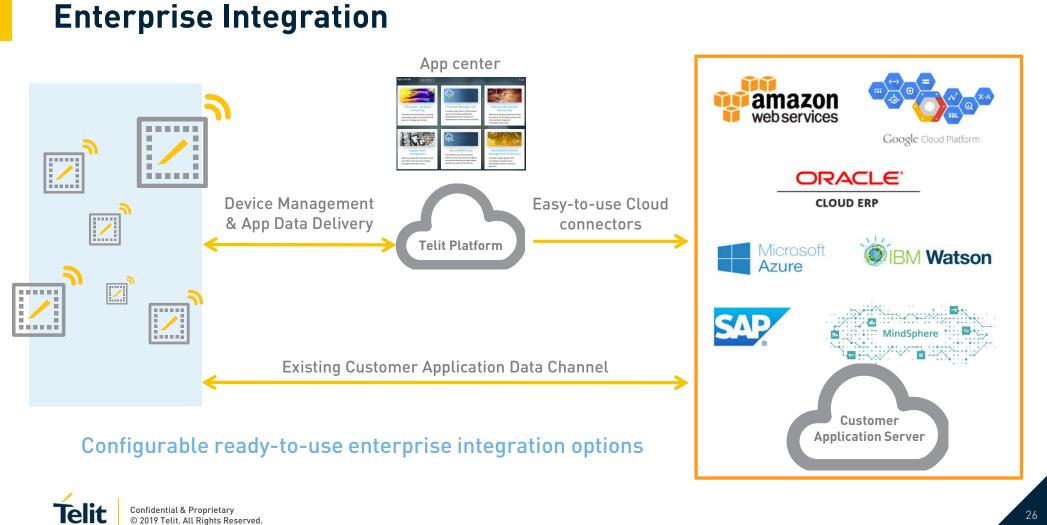
Platform

- Telit servers are protected against security threats
- (e.g. role based security, TLS, VPN)
- "Thing" IDs and credentials are automatically synchronized in the Telit IoT Portal before shipment





Enterprise Integration



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Connectivity Management



Connectivity Service and Management

- SIM functions implemented directly into the module based on **Telit simWISE technology**
- Secure remote provisioning GSMA compliant



Fully integrated Telit CDP Pro Portal



CDP PRO Manage your SIMs. Fully integrated to Multiple MNOs



Intelligence BI Environment to identify and analyze trends



Bridge VPN and IP infrastructure Redundant, Secure and 24/7 monitored



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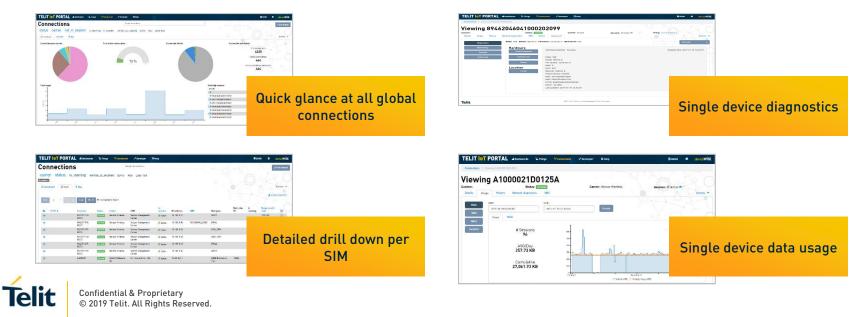
Telit simWISE

- Full eUICC OS function is implemented directly in the module based on iUICC technology
- Strategic partnership with IDEMIA to further harden solution security and reach
- Secure remote provisioning (based on GSMA v3.1)
- Dramatically reduces the device footprint, time to market, complexity, and total cost of ownership of IoT devices
- Roaming (Based on LTE CAT-M1 and 2G access networks) and Global Data Plans based on Telit's connectivity offering

CDP Pro

Connectivity Management

- Design & Manage your service profiles
- Self-Care Subscription & lifecycle management
- Real-time diagnostics and usage controls
- Integration with various carriers and platforms including Jasper, Vodafone GDSP, Ericsson DCP, Telefonica Kite, AT&T, Verizon, T-Mobile and more





Why Choose...

ONEDGE

 Accelerate time to deployment, shorten time to revenue

R

- Smoothly scale up deployments
- Ensure QoS to your business applications
- Optimize TCO and processes throughout the whole product lifecycle
- Enable intelligent communications in every "Thing"
- Adapting to the new era of NB-IoT/CAT-M