

ROI in M2M



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MACHINE TO MACHINE INVESTMENT



INFRASTRUCTURE

- **SDP**
- **Self Service**
- **Integration**



HUMAN CAPITAL

- **Engineering**
- **Sales**
- **Finance**
- **Legal**



NETWORK ASSETS

- **Wireless**
- **Wireline**
- **Roaming**



GROWTH

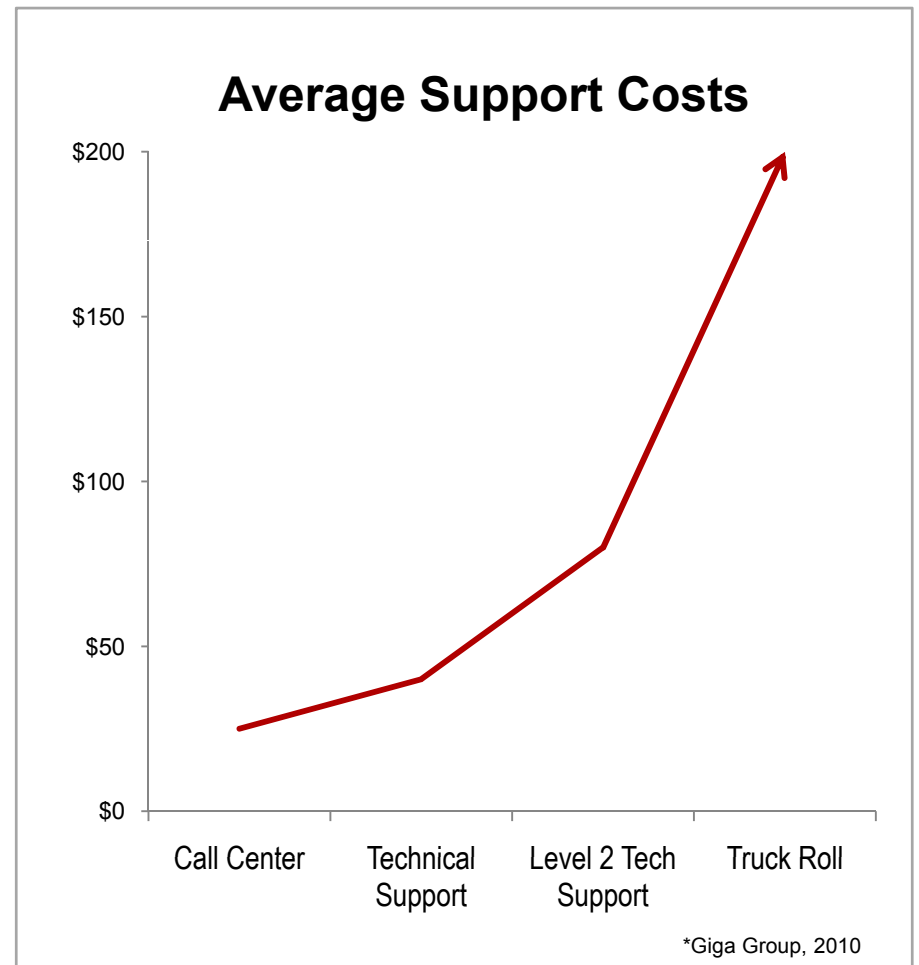
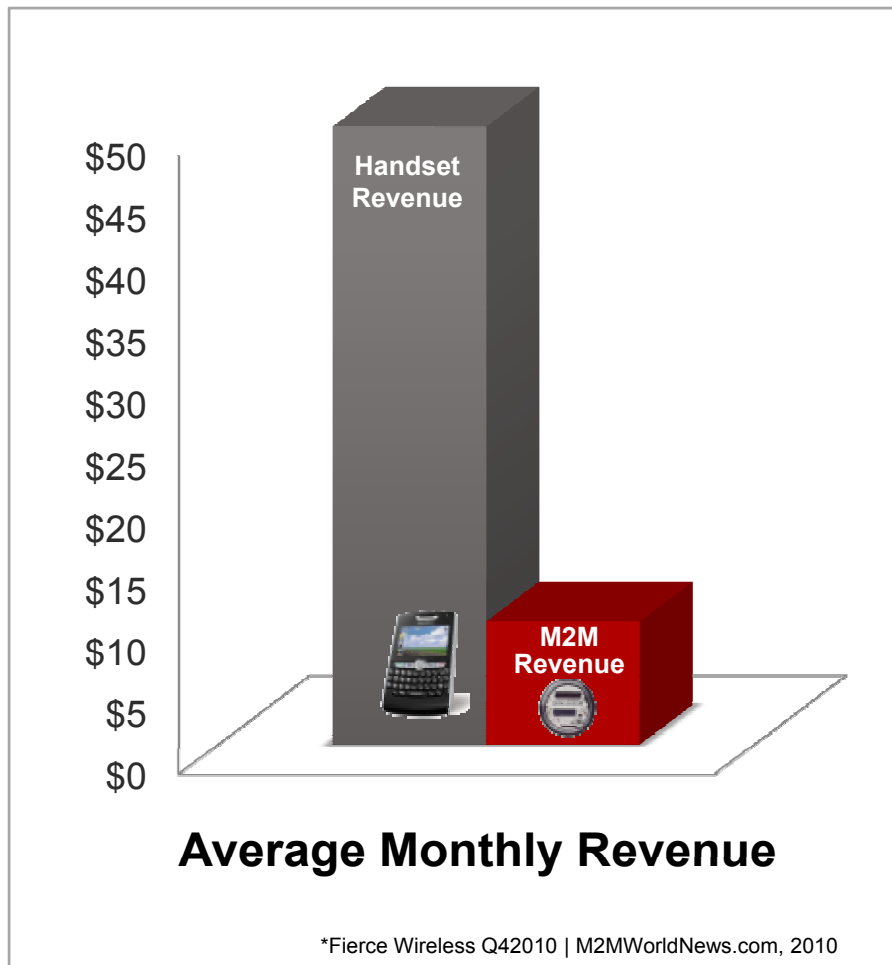


- **M2M Grew 26.2% in 2011**
- **87.7M Connections in 2010**
- **110.6M Connections in 2011**
- **365M Projected by 2016**
- **Increasing number of operators**
- **Growth in all verticals**

ABI Cellular M2M Connectivity Services Report 2012



Customer Support Economics



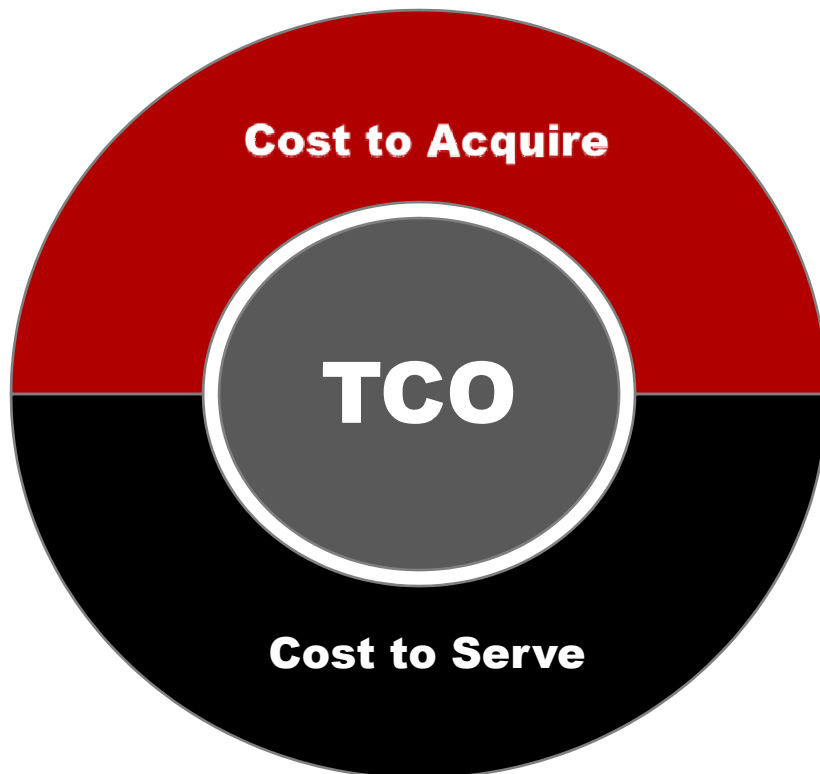


- **Network Management**
- **Provisioning**
- **Monitoring**
- **Reporting**

- **Product/Solution Design**
- **Implementation**
- **Process Engineering**
- **Go-to-market**
- **Support**



Lower TCO



- **Lower Call Center Volume**
- **Lower Churn**
- **Lower Subsidies**
- **Standardized Integration**



Ecosystem



OEM's



Solution Providers



Platform Providers



Systems Integrators

Integration into the partner ecosystem allows you to:

- **Have your network “built-in” as part of their solutions.**
- **Expand your sales force and market reach.**



Question and Answer