



Empowering OEM eSIM Strategy: Visibility, Testing & Streamlined Deployments

Rapid Rise of eSIM: Transforming Connectivity for Consumer and IoT OEMs

4 billion
consumer eSIM devices
2 billion
eSIM IoT devices by 2028¹

Operators
supporting eSIM
has more than doubled as of June 2023²

GSMA
SGP.32
specs revolutionize eSIM
in the cellular IoT market

Unlocking visibility for OEMs

Challenges for OEMs:

Lack of visibility of eSIMs in the marketplace³, making it difficult to fully understand the eSIM ecosystem.

Thales response:

“ We share real-life use cases from Mobile Network Operators (MNOs), worldwide. These use cases showcase the diverse possibilities offered by eSIM technology, offering OEMs increased visibility and inspiration for their own product strategies. ”

MNOs' eSIM-first strategy promoting the adoption of eSIMs, urging consumers and companies to embrace eSIM-enabled devices and plans:

- 1. eSIM Trial:** experiencing network quality with free trials offered by mobile operators using eSIM technology.
- 2. eSIM for Travel:** staying connected while traveling with instant local connectivity through eSIMs
- 3. eSIM for Wearables:** enjoying seamless connectivity on the go with eSIMs, enabling wearables to directly and independently connect to cellular networks
- 4. eSIM for Corporate Connectivity:** simplifying connectivity management for businesses by centrally managing personalized eSIM subscriptions for employees.
- 5. eSIM for Fixed Wireless Access:** enhancing internet connectivity with portable eSIM-enabled routers, offering flexibility and quick deployment without extensive wiring.
- 6. eSIM Transfer:** switching devices by seamlessly transferring eSIM subscriptions between devices.

¹ Source Thales, ² Source GSMA Intelligence, ³ 2023 GSMA Survey Report "Measuring the Importance of the eSIM in the Mobile Market"

Embracing Robust Testing Processes

Challenges for OEMs:

Concerns about the lack of eSIM device testing support³ which is crucial for them.

Thales response:

“ A comprehensive eSIM testing services from early design stages until production and commercial launch to ensure that OEMs can successfully deploy their products. ”

Thales four-pillar approach for OEMs:

1.

Presales Support and Design Stage

Collaboration on device design, providing implementation guidelines and reviewing use cases.

2.

Integration and Testing Phase

Providing sample code, access to Thales' SM-DP+⁴ platform for eSIM profile management testing in real-time. Facilitating technical exchanges with MNOs for seamless integration.

3.

Industrialization Process Assistance

Assistance during the industrialization process, ensuring high-quality standards are maintained.

4.

Field Deployment and eSIM Lifecycle Support

Support to the field deployment and the eSIM lifecycle, conducting analysis to resolve issues and assisting with updates and feature introductions.

Revolutionizing IoT Deployments with Game-Changing eSIM Technology

Challenges for OEMs:

During the manufacturing stage, managing multiple products variant or stock-keeping units (SKUs) for devices across global markets.

Thales response:

“Thales IoT Suite designed to simplify manufacturing processes, eliminate the need for managing multiple SKUs, enable scalable security and remote updates, and to bring flexible eSIM connectivity to the entire IoT domain.”

Thales IoT Suite leverages eSIM technology and is built on the GSMA SGP.32 standard. Thales also goes beyond standards with self-contained solutions and supports OEMs with three pillars:

Protect

Comprehensive cyber protection for IoT devices



Build

Hardware solutions for secure connectivity



Run

Connectivity suite for device production and operations



Why Thales

As your trusted partner for eSIM solutions, Thales offers a complete portfolio of certified products and extensive expertise.

With strong relationships with over 100 OEMs

we provide highly secure solutions and global support.

Recognized as the world's

No. 1 provider of eSIM subscription management solutions,

our award-winning products have been adopted by numerous MNOs, MVNOs, and key industry players worldwide.

Having successfully delivered

more than 360 projects,

we are the industry leader in Remote SIM Provisioning platforms for both consumer and M2M/IoT environments.

Thales offers a complete portfolio of field proven solutions,

from hardware eSIMs, adapted to each type of device, to servers.

Useful links

- > [Empowering OEMs and ODMs in the Consumer Market](#)
- > [Thales eSIM Solutions for IoT OEMs](#)
- > [Measuring the importance of eSIM in the mobile market](#)
- > [Thales eSIM Solutions](#)

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