FAST TRACK YOUR SUCCESS IN THE BOOMING IOT SPACE.

HERE ARE SOME COMMON SCENARIOS:

Adding predictive maintenance and remote monitoring to a company’s toolset can have a dramatic effect on its productivity.

A TYPICAL FIELD SERVICE ENGINEERING CHALLENGE

THE BENEFITS OF WORKING WITH GEMALTO

Quickly connect your industrial applications with virtually zero design time, no hardware skills, minimal integration effort and no costly approvals using Gemalto Cinterion® Cellular Terminals.

GEMALTO offers a broad portfolio of solutions, services and platforms that enable M2M and IoT applications and allow enterprises and people to trust in our connected world.

For the full white paper detailing these best practices and more information about Gemalto’s M2M and IoT solutions, please visit: www.gemalto.com/m2m-terminals

THE TIME TO DEPLOYMENT: UP TO 6 MONTHS

1. Depend on the generic functions of IoT service modules
2. Make sure that your service engineers support remote diagnostics
3. Get good at building the business case for your projects
4. Be aware of the landscape as connectivity requirements vary globally
5. Retain your service engineers or engage experienced personnel
6. Consider how you extend your responsibilities
7. Decide early on the type of data collection and transmission
8. Think about where you want your devices and get help on where to start
9. Build external partnerships, e.g. for virtual networks

THE TIME TO DEPLOYMENT: UP TO 12 MONTHS

10. When something goes wrong…
11. You rely on your service contract to get your devices back
12. But this means calling out the maintenance team
13. Which means wasted time and money…

GEMALTO

Full Bespoke Design Requirements

BESPOKE

Terminal Requirements

<table>
<thead>
<tr>
<th>REQUIREMENTS</th>
<th>TIMESCALE</th>
<th>SKILLS REQUIRED</th>
</tr>
</thead>
<tbody>
<tr>
<td>CONCEPT</td>
<td>1 to 2 weeks</td>
<td>Software &amp; firmware, systems engineering</td>
</tr>
<tr>
<td>PRE-PRODUCTION</td>
<td>2 to 3 months</td>
<td>Hardware design, mechanical design, complex PCB layout &amp; RF design, software &amp; firmware design, purchasing</td>
</tr>
<tr>
<td>PRODUCTION</td>
<td>4 to 5 months</td>
<td>Hardware design, software &amp; firmware design, RF design, PCB layout, purchasing, legal</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>REQUIREMENTS</th>
<th>TIMESCALE</th>
<th>SKILLS REQUIRED</th>
</tr>
</thead>
<tbody>
<tr>
<td>CONCEPT</td>
<td>1 to 2 weeks</td>
<td>Software &amp; firmware</td>
</tr>
<tr>
<td>PRE-PRODUCTION</td>
<td>2 to 3 months</td>
<td>Hardware design, software &amp; firmware design, RF design, PCB layout, purchasing</td>
</tr>
<tr>
<td>PRODUCTION</td>
<td>4 to 5 months</td>
<td>Hardware design, software &amp; firmware design, RF design, PCB layout, purchasing, legal</td>
</tr>
</tbody>
</table>

Gemalto offers a broad portfolio of solutions, services and platforms that enable M2M and IoT applications and allow enterprises and people to trust in our connected world.

For the full white paper detailing these best practices and more information about Gemalto’s M2M and IoT solutions, please visit: www.gemalto.com/m2m-terminals

Gemalto offers a broad portfolio of solutions, services and platforms that enable M2M and IoT applications and allow enterprises and people to trust in our connected world.

For the full white paper detailing these best practices and more information about Gemalto’s M2M and IoT solutions, please visit: www.gemalto.com/m2m-terminals