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Break the Storage Bottleneck for 5G and IoT

LANDON GARNER
MARKETING & STRATEGY

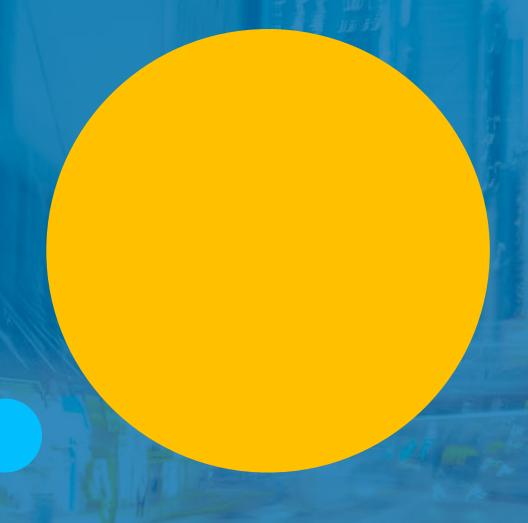# COVERAGE

CAPACITY

LATENCY

Low/Med Bands

15km
coverage per macro cell

mmWave

10-50
base stations per km²

5x

Reduced end-to-end latency

Up to 100x the IoT capacity of 4G

-IEEE, 2018

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GROWTH OF MOBILE DATA

"Some estimations suggest that capacity of *mobile networks will need to grow by a factor of 1,000,000"*

GSMA, 2017

Exabytes per month

60
50
40
30
20
10
0

2016 2017 2018 2019 2020 2021

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Today there are more than 20 different
IoT network technologies

MOST HAVE A LONG-TERM PLACE IN THE MARKET

2G

mmWave

GSM

Zigbee

Wi-Fi

Bluetooth IoT

5G

NFC

RFID

Z-Wave

GPRS

4G

GPS

BLE

Sigfox

Ethernet

Weightless

LoRa

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EDGE COMPUTING WILL SERVE AS ONE FORM OF GLUE FOR VARIED CONNECTIVITY

Real-Time Decisions
Efficient Storage
Limited Power

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"Through 2018, enterprises adopting managed IoT service solutions will achieve a

50% FASTER TIME TO SOLUTION AT A 30% REDUCED TOTAL COST OF OWNERSHIP (TCO)

compared with IoT solutions built and managed by in-house resources."

Gartner, 2018

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DEVICE MANAGEMENT

- Mobile (MDM) and edge device management, tailored to the world of IoT devices
- Reduced risk
- Enhanced security
- Improved device supportability

WIRELESS CONNECTIVITY

- Multi-operator platform for a global solution
- Consolidated billing, reporting and support management
- Global wireless managed services & optimization

NETWORK MANAGEMENT

- Software Defined Networking
- Provides enhanced network security
- Improved business agility
- Greater network control

DEPLOYMENT & LOGISTICS

- Feasibility testing, end to end POC to implementation
- Global wireless managed services & optimization
- Automated provisioning & deployment with ERP integration

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LANDON GARNER – VP MARKETING AND STRATEGY