



EMnify for Enterprises

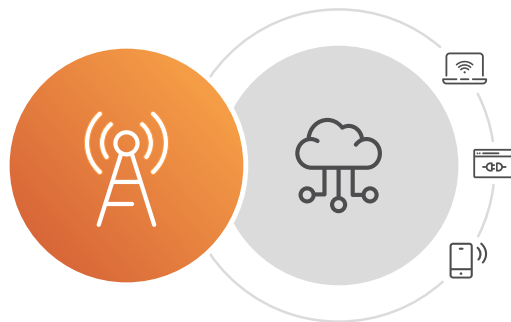
Cloud-Native IoT Connectivity

Reduce time-to-market, accelerate growth,
and create new opportunities

EMnify

Cloud-Native Connectivity is Essential for Successful IoT

Seamless global cellular connectivity, and cloud-based deployment are the twin foundations of any connected business. On the one hand, failsafe constant connectivity is fundamental to any IoT business or use case. And on the other, the cloud is an essential platform for most business technology today. By 2023, 10% of managed machine-to-machine (M2M) and enterprise IoT connectivity will be provided through hyperscale cloud providers, up from less than 1% in 2018 (Gartner).



A number of first-generation IoT deployments did not reach their full potential because they could not realize all of the benefits of the cloud. Even though applications, software and systems were hosted in the cloud, they were bottlenecked by connectivity that was still being provided through 'old-economy' cellular contracts and connections.

Today's cloud-native architecture allows enterprises to fully utilize the agility, scalability, resiliency, elasticity, and economies of the cloud in every aspect of running a connected business. Connectivity and cloud-native services are the backbone for developing a connected business. From building smart watches or smart cities, it is essential to develop the right strategy and applications and choose a global connectivity partner that can enable the business to realize the benefits of the cloud.

IoT deployment has been hampered by connectivity that needs to be broken out from the cloud and integrated into a physical hardware infrastructure.



IoT deployment – common connectivity challenges

Old methods of connectivity are inflexible and expensive for IoT, prolonging time-to-market and time-to-revenue. They lock enterprises into rigid, costly contracts and proprietary APIs. In contrast, a cloud-native environment is plug-and-play, fast and flexible.

Traditional cellular operator contracts are not fit for the purposes of IoT, simply because existing operator networks and SIM management platforms have their origins centered around managing subscribers, not devices. This leads to issues that are major stumbling blocks for enterprise use cases, such as:

Cost of changing providers

Traditional cellular contracts make it prohibitively difficult to switch from one provider to another, often involving huge costs associated with contract lock-ins, physical exchange of SIM cards in the field and technical lock-ins that include phone numbers, telecom connections, IP addresses and more.

No cellular network choice

Older methods of connectivity do not provide the flexibility of switching to an alternative network in areas with poor or no signal. This is a major issue in many situations; for instance, when the constant tracking of a moving device is essential to a company providing the service. In addition, a device that leaves national or network borders can either lose coverage or incur high charges, depending on the operator's existing roaming relationships.

No autonomy

Enterprises are unable to control their own devices and manage connectivity to their needs on a dynamic, self-serve basis. They must constantly go back to the provider for support with provisioning, troubleshooting, switching or managing their devices. This high dependence on their cellular provider to make changes slows their operations down and can sometimes incur extra charges for changes made.

Cloud-native connectivity infrastructure effectively is a requirement to effectively run cloud-native applications. Without the right design and practices to manage infrastructure, even the best cloud-native IoT applications will not run properly by themselves



EMnify – Cloud-Native Global IoT Connectivity

Our services include:

- SIM cards – SStandard, industrial-grade and embedded SIMs in a variety of form factors
- Reliable connectivity – Cellular device connectivity to a cloud-native, geographically redundant core network
- Global multi-network coverage – Coverage spanning over 185 countries and 540 mobile networks, with multiple local networks in many countries
- Autonomy and self-management – Autonomy and self-management – Cloud-based Connectivity Management Platform allowing you to manage your services, control your costs and scale your business
- Integration into cloud services – Native use of Azure services: Event-Hubs to integrate connectivity metadata and Azure VPN Gateway to connect devices to VNET for secure remote access



EMnify provided us with direct access to its engineering experts, so we could jointly design a solution which enabled us to continue innovating at both an operational and commercial level.

Rob Cumming, CEO, Urban.io

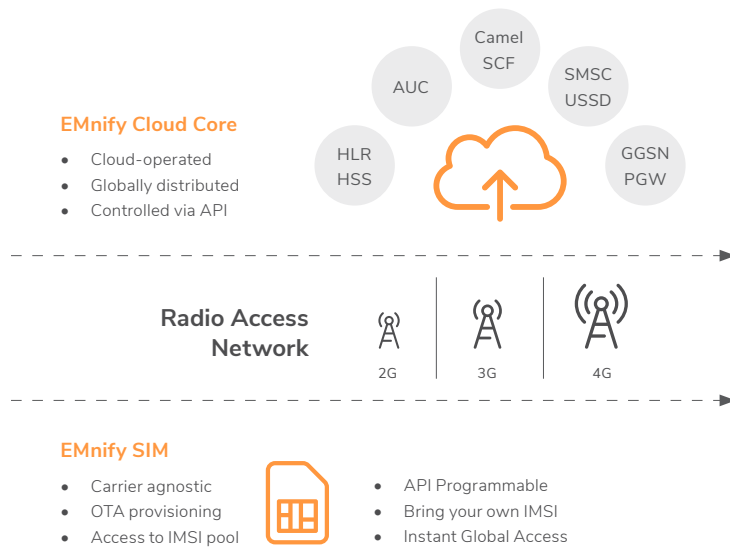


The EMnify Global IoT Connectivity Platform

Our purpose-built IoT connectivity solution is completely cloud-based and covers all three layers of IoT connectivity: mobile data transport, international coverage and management platform.

Transport

Transforming IoT Network Access



International coverage across borders. No need to worry about roaming on the connected devices you offer.

Coverage

International, Multi-Operator Coverage

				
185+ countries, 540+ cellular networks	Data/SMS/ USSD	Intelligent network selection	No change in settings needed when roaming	Full control over which network devices connect to

Seamless integration with current business systems offering flexibility and autonomy in management.

Management

Easy Integration and Scalability via RESTful API

				
Control	Provision	Action	Streamline	Alert
Real-time information of usage, network connection and service quality	Auto-provisioning of SIMs	Enhanced troubleshooting and diagnostics for better decision making	Automation of business processes	Automated testing of connectivity



Benefits for Your Business

EMnify provides you with:

Flexibility and autonomy

Choose your optimal local network provider and billing relationship while eliminating the costs associated with provider changes and SIM swapping. Provision and scale in tandem with your business needs using our feature-rich management platform.

Efficient connectivity integration

Save time setting up and managing every aspect of connectivity throughout the lifecycle of your products and services.

TCO reduction and effective management

Reduce total cost of ownership (TCO) with flexible contract terms and self-management via an intuitive graphical interface.

Risk minimization

Enjoy global connectivity with regional tariffs that cut risks of incurring high roaming charges.

Enterprise Grade Security

Access a secure and regulatory-compliant network environment provided by EMnify's SDN system architecture, and Amazon Web Services.



With EMnify, our devices don't disappear off the map. The online portal enables us to monitor all our assets in real-time, from anywhere in the world. That's invaluable to our business.

Sahil Sachdeva, Carzapp CTO



Be inspired!

Common IoT use cases



Connected Health

IoT can provide remote diagnostics, monitor vital signs, track movements and monitor medication usage to help consumers stay healthy and manage their chronic conditions.



Automotive

Navigation, location-based services, drive assist applications, remote diagnostics, car security services and roadside assistance.



Smart Buildings

Built-in services that use machine learning to automatically schedule maintenance, when to turn on common space lighting, and when to adjust heating and cooling systems.



Emergency Services

Benefit from numerous IoT-based applications. For example, thanks to connected devices, ambulances are becoming remote emergency rooms that can relay information to allow hospitals to see what is coming in from the field ahead of time.



Insurance

Improve customer service, drive down premiums and launch better services thanks to connected devices. These can include in-vehicle devices to understand driver behavior, connected health monitors to support healthcare services, and more.



Logistics

Many possibilities with IoT; to name a few: Deploy improved fleet management and optimization, track-and-trace parcels and geofence routes, climate control of fragile shipments.

Who is EMnify?



Founded
in 2014



Headquarters:
Berlin, Germany



100+
Employees



24/7 Customer Support.
Customer Success Team
to ensure rapid ROI



750+ Enterprise
Customers from over
70 countries

Our Mission

EMnify was founded in 2014 by Frank Stöcker, Martin Giess and Alexander Schebler and fueled by excitement for the revolutionary potential of the Internet of Things (IoT). The team shared the vision that connectivity, the backbone of IoT business, had not progressed. Enterprises were bound both commercially and technically to their connectivity providers with very limited flexibility or choice. Connectivity was more an obstacle for IoT than an enabler. EMnify set out to change this!

Looking to connect your IoT devices within the next 6 months? Discuss your connectivity needs with one of our IoT experts.

+49-931-4973-927
mail@emnify.com
www.emnify.com