

3 reasons why eSIM is the future of enterprise connectivity

CONNECTIVITY

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For businesses, resorting to eSIM in their enterprise devices is bound to provide a host of advantages, ranging from easier technical management to increased security and cost optimization. And mobile operators as well as device manufacturers have a lot to gain as well. Here's how:

- eSIMs enable constant connection to mobile networks, they optimize connectivity management, including security-wise
- Equipping enterprise devices with these reprogrammable SIMs will improve employees' nomadic user experience
- eSIMs also simplify the management and personalization of enterprise device pools for IT managers

The embedded Universal Integrated Circuit Card (eUICC), a.k.a. eSIM, opens new possibilities in terms of device connectivity, as it can be used to equip terminals that didn't traditionally have a SIM. Think laptops and tablets, but also smart watches, printers, digital cameras, etc. Directly soldered into the device, the eSIM is remotely reprogrammable so that its **subscription credentials can be easily managed**.

This technology is already quite widely adopted by device manufacturers and beyond: auto manufacturers use it to bring connectivity but also for monitoring and diagnostics telematics services in cars. But by and large, it remains mostly unknown to the general public.

One of the initial advantages of eSIM concerns design of the device: as it takes up less space, it allows for thinner devices. But beyond these practical considerations, and as manufacturers and mobile operators look at how to increasingly include eSIM in their devices and services, companies should consider the benefits this technology can offer them in their daily operations in terms of cost, security, saved time for IT managers and ease-of-use for employees.

Employees freed from the hassles of finding Wi-Fi

From the employee's point of view, eSIM-equipped devices, by being constantly connected to local mobile networks, provide seamless, **always-on connectivity**. Think of what that means in terms of never having to search for that fleeting wifi network when traveling, for example.

Instead, wherever they are in the world, they can rely on the omnipresence, security and rapidly increasing capacity of mobile networks – which is only going to keep growing with the advent of 5G. eSIMs also offer the possibility to **manage several operator profiles simultaneously**, allowing for example employees to easily have a professional line and personal line on one unique device.

Devices and their users at IT managers' fingertips

When it comes to devices, companies tend to function with a one-to-many model: IT managers have to deal with entire pools of devices, managing different profiles, access rights, people leaving, others arriving, etc. With eSIM, their job becomes significantly easier: **no need to distribute physical SIMs when the company decides to change operators**, for example. Profiles are personalized, communication and data plans are adjusted – and costs optimized in the process – all thanks to remote management tools enabled by digitalization.

The onboarding of new employees is also simplified in the process. No need to wait for the arrival of their company SIM: as soon as their eSIM profile is created, they can instantly enjoy access to complete worldwide connectivity with their new enterprise devices.

No more untrustworthy connections

The benefits of eSIM extend to security aspects as well. Security standards on mobile networks are high – even more so when compared to public Wi-Fi networks in airports, hotels or cafés – as they are secure by default and equipped with **embedded cryptography**.

For companies whose employees handle sensitive data on a daily basis, eSIM connectivity is particularly valuable.

More services to sell for MNOs and manufacturers

As all this shows, the benefits of eSIM for companies and their employees are self-evident. But mobile network operators (MNOs) and device manufacturers also have a lot to gain with the spread of this technology in enterprises.

For MNOs, larger numbers of connected devices using their networks – including with the advent of new categories of **previously unconnected devices** like printers – will quite simply translate into increased sales of mobile subscriptions and services. eSIM represents a real opportunity for them to seize.

As for device manufacturers, incorporating eSIM connectivity in their products can become an element of differentiation from competition, with the promise of simplifying connectivity management for users. They can also rely on it to develop **"device-as-a-service" offers**, where customers, typically small businesses with limited in-house IT capacities, buy a bundle comprising connected PCs, mobile devices and services, all in one hassle-free package. More eSIM connectivity can translate into including more connectivity in these offers.

For all these reasons, eSIM is the way to go for enterprise connectivity, now and in the years to come.