Securing mobility and beyond

The number of smartphone users will exceed 6 billion by 2020 — and for good reason. These mobile devices put an incredible amount of information in the palm of our hands: our schedules, banking details, emails, and anything else we might need. While technology responds to new connectivity challenges and opportunities — particularly with the growing IoT market — heightened protection of our digital identities is required, more than ever.

Nearly every person on Earth is able to make a phone call. While they may have varying degrees of technology at their fingertips, they are in fact, connected. But they need services that go beyond connection — they want to connect securely and to have convenient access to value-added services through trusted identities. They rely on an increasing number of connected objects to simplify their lives, but they also want the assurance that they can trust the integrity of these objects, as well as of the information they send and receive.

At IDEMIA we identified the need for identity safeguards and services that apply to all types of mobile usage. From supporting connectivity through SIM cards to using mobile devices as biometric entry points to authenticate users, we ensure that they have full and worry-free usage. Safeguarding mobile identities with the highest level of protection is always a prerequisite for us as we provide new products and platforms to our mobile operator clients — be it to disrupt the management of subscriptions, develop digital wallet services or enable smart city services.

In the very near future, mobile operators will need to adapt to new customer expectations and needs. With the deployment of 5G, increasing Know Your Customer (KYC) requirements, the migration to embedded SIM (eSIM), the growth of the Internet of Things (IoT) and the digitalization wave, they will need to find solutions to problems they have never addressed, and they will also have many opportunities to seize. In this promising, yet challenging transition period IDEMIA will be there every step of the way.
New connectivity challenges & opportunities

Over the last decade, mobile devices have brought efficiency to businesses and even contributed to changing lives in emerging economies. Today, many more objects are being connected. While the promise of an even more connected tomorrow is exciting, we live in a world where new security concerns arise, challenging the way mobile operators deliver connectivity.

Key Figures

| Smartphones will account for 2 out of every 3 mobile connection globally by 2020 (excluding M2M) |
| 3Bn users of Mobile Connect, the secure universal identity solution, provided by 52 operators in 29 countries |
| 27Bn connected objects by 2025 |

In a not so distant past, mobile operators used to sell SIM cards to customers without asking for any personal information. As security is an increasingly important issue, regulations are enforced around the world to truly identify mobile users. This can be difficult — especially in emerging countries where citizens don’t always have a means of identification. This can also prove challenging in more mature countries as the customer relationship becomes increasingly digital.

With nearly 100% of the worldwide population equipped with a mobile device, mobile operators have the best touch point with the end-users, reaching out to people who even governments are unable to reach in some countries. As new identification and authentication requirements arise, our clients have an important role to play in an ecosystem where many service providers need to rely on a trusted identity. By leveraging advanced biometric authentication methods mobile operators can provide a strong mobile ID for various services, without password and are also uniquely positioned to deliver value-added services, tapping into the strength of their customer base.

In the meantime, mobile operators rethink communication with end-users and how products are sold, embracing the digitalization of the customer relationship and developing new areas of business. With eSIM technology users can now connect electronic devices out-of-the-box and link multiple devices to the same mobile subscription. This technology also allows managing the connectivity of several objects seamlessly across the world in the growing Internet of Things.

In this context, the advent of 5G will play a key role in providing faster, more secure connections that will facilitate the transition from traditional to eSIMs and help transfer large amounts of data from connected objects — connected cars for example. While many players try to find their place in this promising market, mobile operators are in the best position to cope with the growing connectivity demand, relying on their extensive network footprint.

Yet, as our clients invest in the future of connectivity, they still need to serve customers with traditional SIM cards. Operating in these changing times represents a huge challenge. At IDEMIA, we stand beside MNO and MVNO as they navigate this path forward.

What drives us

At IDEMIA we are committed to allowing more people to safely enter the digital world. We believe that securing the networks is a prerequisite to provide secure mobile usage and a frictionless journey for value-added services, beyond connectivity. Each time a person (or an object) connects to a network to access services, content or data, we are there to offer the safest entry point, without any inconveniences.

Key Figures

| 500+ mobile operators around the world (including worldwide leaders) trust us |
| 100+ OTA platforms deployed around the world |
| 20+ subscription management solutions delivered |

As a leading actor in the telecom field, IDEMIA is at the forefront of the digital revolution. We design digital ID and biometric solutions to link trusted identities with secure elements and service platforms to guarantee simple connectivity and service access to end-users anywhere, anytime. When we worked with our client, Reliance, to FACILITATE connectivity access for all residents in India, we did more than secure the network; we enabled an entire country to access the 21st century data-driven economy.

Above all, our role is to help our MNO and MVNO clients as they REINVENT their own business, moving from connectivity suppliers to multi-service providers. In the growing IoT market, while we enable them to securely connect many more objects through cellular and low power networks, we also help them monetize the data flow, providing additional value to their enterprise customers with solutions to ensure the integrity, authenticity and confidentiality of the information transmitted over-the-air.

THEY TRUST US

“We are excited to be expanding our partnership with IDEMIA to secure and activate the consumer devices of the future that will select Sprint as their network of choice. IDEMIA has again demonstrated their leadership in our industry and Sprint values this knowledge and experience as a business partner.”

Ryan Sullivan, Vice President, Product Development and Engineering at Sprint
Our promise to you

Combining our global manufacturing footprint, cutting-edge security data centers and local support experts we offer you both the critical size and agility to support you wherever you operate in the world. We invest in products and solutions that foster the continuity between the physical and digital worlds in order to facilitate the digitalization of the consumer relationship and help you meet the requirements of the IoT.

Protect the networks and their users

We may not realize it, but every time we make a phone call or send a text message, we have to provide secure credentials to access the network, our SIM card does this for us; it is our ID on the network. Despite the rising interest around eSIMs, traditional SIM cards are still the most widely distributed tokens in the world. At IDEMIA, we deliver over 1 billion every year. Our complete range from core to advanced SIM cards enables MNO and MVNO to meet different market connectivity and service requirements not only for their traditional mobile business, but also in the growing M2M and IoT environment. With these cards, our clients ensure that mobile users can have worry-free usage of their mobile phones and connected objects and they safeguard their mobile identities.

Orchestrate the mobile user experience

Today, we all expect hassle-free access to mobile networks and services. At IDEMIA, we support MNO and MVNO to make mobile devices work smoothly from day one, and every day after. To achieve that goal, we provide industry-leading eSIM lifecycle management and subscription activation solutions. And once devices are connected, our clients can rely on our complete suite of mobile equipment configuration and real-time diagnosis solutions to enhance customer care based on accurate quality of experience monitoring and advanced SIM and device management.

Enable & secure the Internet of Things

Connected objects already outnumber the human beings on Earth. They are everywhere around us, transforming industrial processes, energy metering, healthcare, home surveillance and much more. At IDEMIA we understand that this scattered IoT ecosystem, besides all its promises, also brings new challenges to MNO and MVNO to guarantee perfect service continuity and ensure the optimum security of all data exchanged. We provide our clients with dedicated platforms not only for the remote management of subscriptions but also to accurately measure network quality and availability at the object level. We also invest in network-agnostic solutions to help ensure end-to-end security between connected objects and application servers.

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Augmented Identity

We’ve reinvented the concept of identity. With the latest innovations in biometrics, mobile identities are safeguarded with the highest level of protection. We now have full, worry-free usage of our mobile phones.
Our innovations

Out-of-the box connectivity
The lucky owners of an Apple Watch may already be able to make a call even without a mobile phone. To make it happen, we help our MNO customers, such as Sprint in the US, to ensure that their customers seamlessly and securely access the necessary network credentials. And this is only a start. Our industry-leading eSIM orchestration technology offers a comprehensive eSIM lifecycle management solution to simplify the adoption of eSIM in the consumer and IoT spaces. It will enable users to enjoy cellular connectivity through a wider range of devices.

Large memory and two lines in a single phone
In dual tray phones, users can already combine two lines on the same phone or one line with a microSD for additional memory. But why choose? With FuZion, IDEMIA combines a SIM and a microSD in a single form factor to further extend phone capabilities: users can have two lines plus additional memory for pictures, videos, mp3s, etc. in one phone!

Trusted mobile identity for digital services
Today MNO have a variety of reasons for registering and digitalizing the identity of their customers: complying with pre-paid SIM card registration regulations, countering the phenomenon of ID fraud, offering value added services with total trust in the customers, or reducing the time of customer acquisition. IDEMIA Mobile ID solutions meet all those needs, no matter the MNO distribution channels and the identity scheme of the countries they operate in.

Advanced cryptography for mobile communications
With Cryptosmart SIM-Powered, our mobile operator customers can easily provide enterprise customers with a powerful tool to protect their assets against cyberattacks, on top of connectivity. Certified and adopted by government authorities and large international organizations, this solution is the most reliable way to encrypt mobile communications (voice calls and SMS) on standard high-end market devices.