

Deutsche Telekom IoT
connect. digitize. get ahead.

IoT Device Team

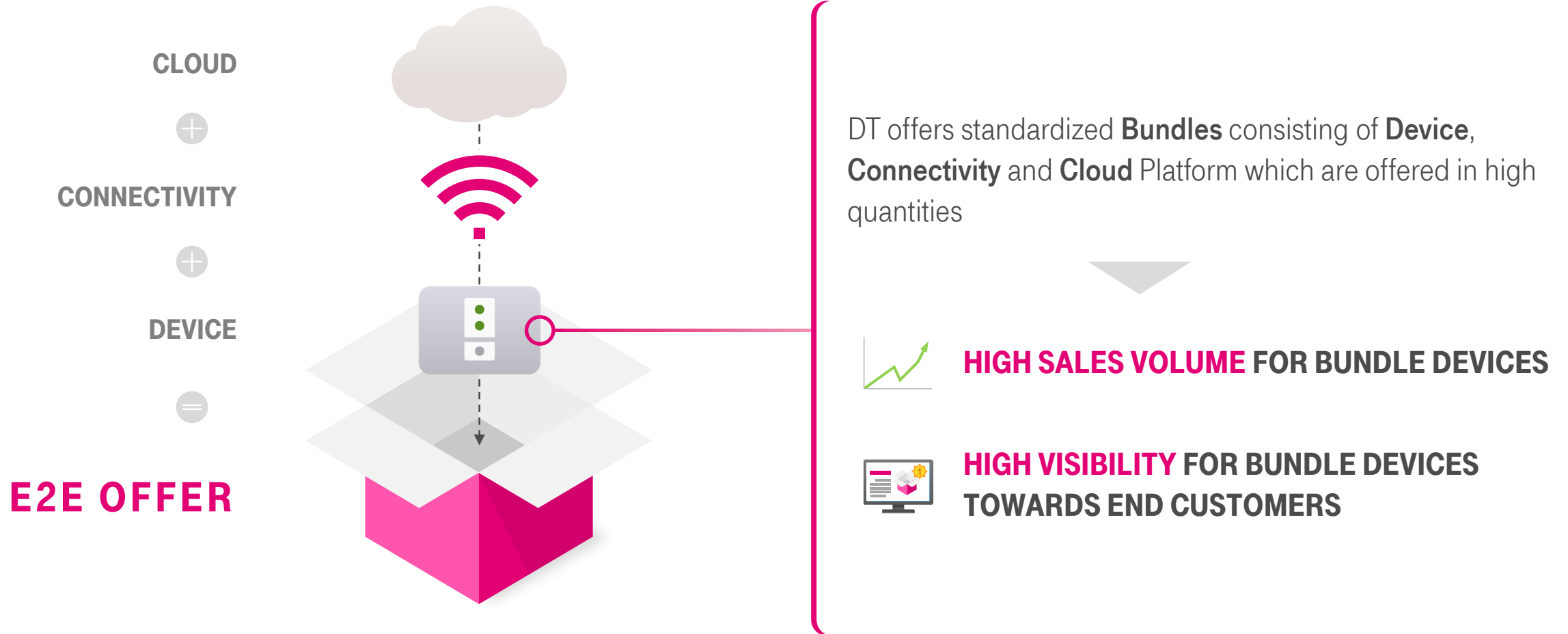
Device Onboarding & Supplier Partnerships

May 2021

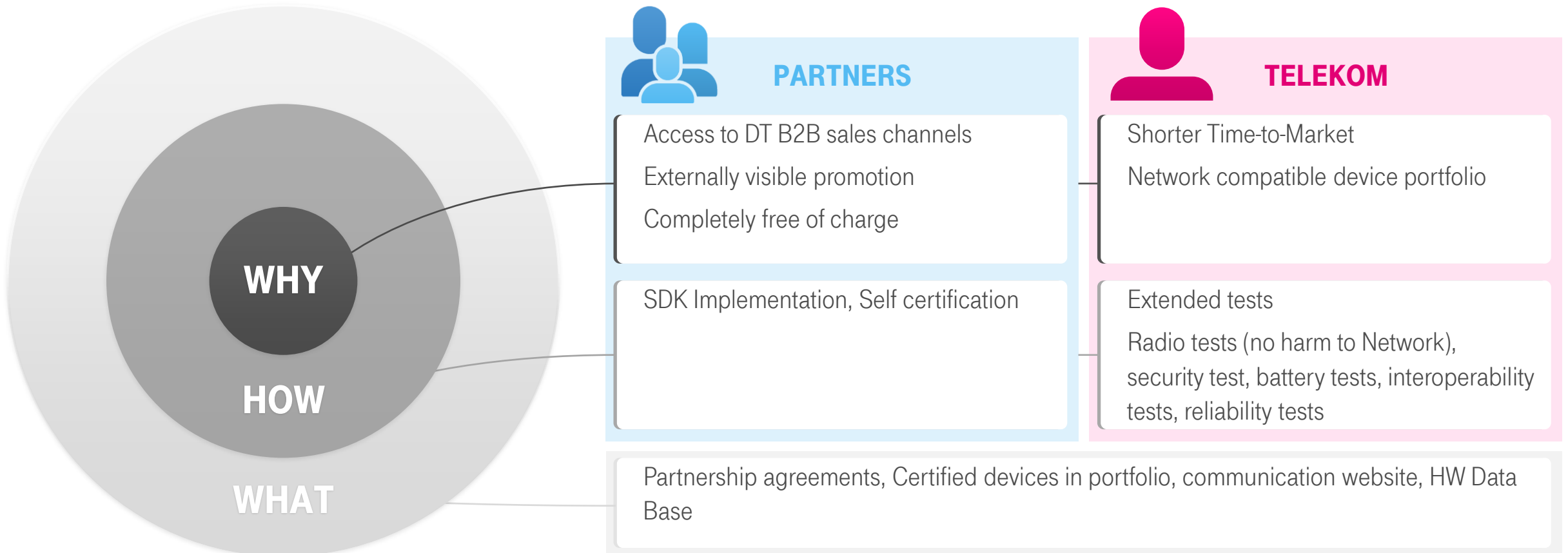


LIFE IS FOR SHARING.

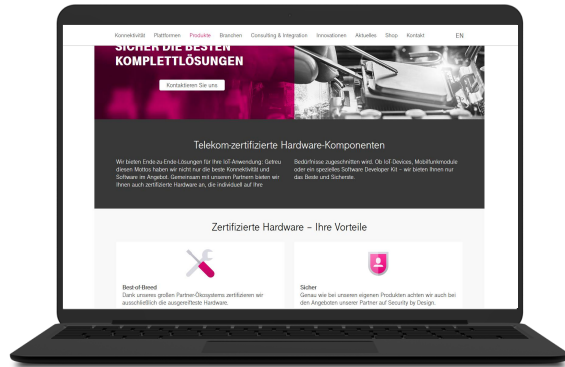
E2E SOLUTIONS PROPEL DEVICE SALES VOLUMES AND VISIBILITY



SYMBIOTIC PARTNERSHIP ON EYE-LEVEL FOCUSING ON E2E SOLUTION DELIVERY

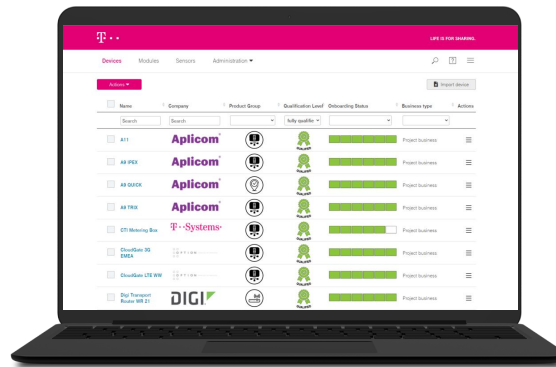


PARTNER WITH US TO RECEIVE EXTERNAL PROMOTION AND ACCESS TO DT SALES CHANNELS – FREE OF CHARGE



EXTERNAL PROMOTION

Your devices will be promoted on DT's official IoT Hardware Website



ACCESS TO DT SALES CHANNELS

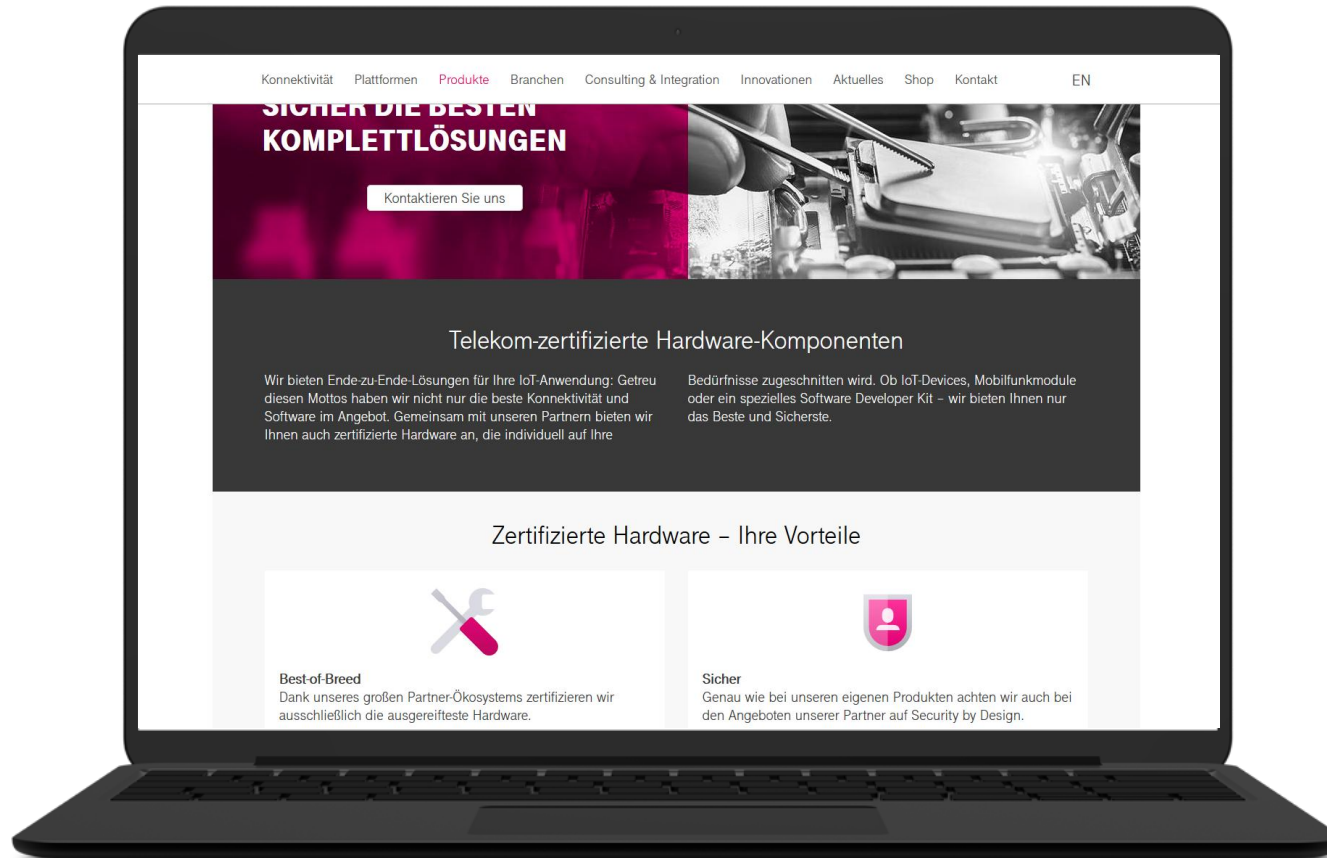
Your devices will be listed in our internal HW Data Base. This way, your devices will have increased visibility with our sales reps



FREE OF CHARGE

We won't charge you for our efforts to onboard and certify your devices and publish them in our channels

PARTNER DEVICES, MODULES AND CHIPSETS ARE PROMOTED ON OFFICIAL DT IOT WEBSITE FREE OF CHARGE



OFFICIAL TELEKOM IOT WEBSITE

lists all certified partner devices in our portfolio.

Appearing on this list is a token of

- ✓ Product quality
- ✓ Service quality
- ✓ Device availability
- ✓ Device conformity

PROMOTION FREE OF CHARGE

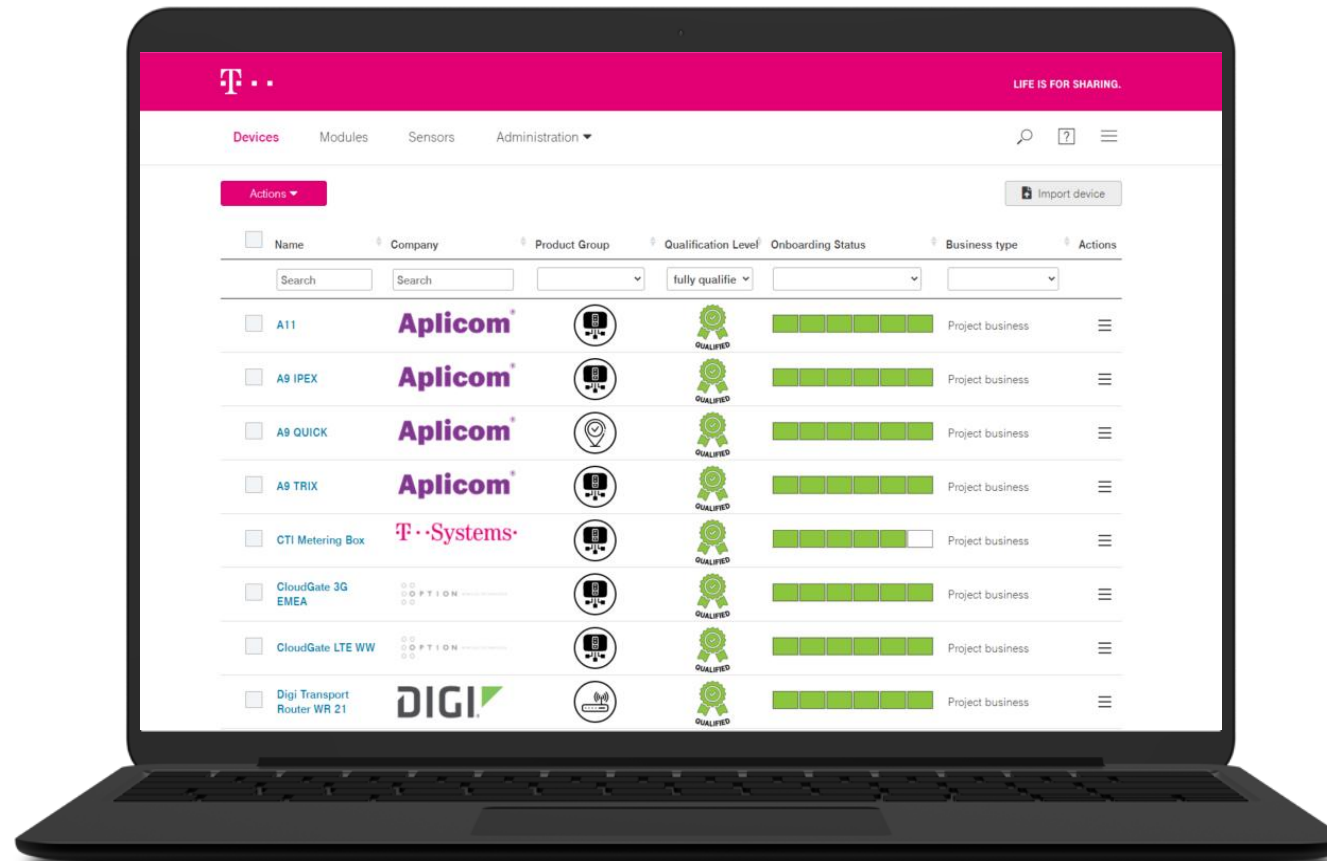


<https://hardware.iot.telekom.com/en/device/hardware/>



LIFE IS FOR SHARING.

CERTIFIED DEVICES, MODULES AND CHIPSETS APPEAR IN OUR INTERNAL HW DATABASE, INCREASING INTERNAL VISIBILITY



INTERNAL IOT HARDWARE DATABASE

serves as an internal information hub for DT sales representatives and project managers.

Increased internal visibility of partner devices listed in database

VISIBILITY FOR DT SALES

DEVICE ONBOARDING STEPS 1/2

Onboarding not started
(0/6)

- 1st onboarding call with supplier
- Review supplier and device
- Introduce and prioritize device in product & portfolio planning meeting
- Align on protocol/platform to be implemented
- Handover SDKs/API documentation to supplier

- Provide USP and use cases for device
- Provide device data sheet
- If applicable:
 - Start FW/SW implementation
 - Start self-qualification

Onboarding prioritized
(1/6)

- Decide which contract type shall be signed
- Decide if hardware review shall be executed

- Provide product images
- Sign NDA
- Provide certifications documents (CE, WEEE, battery, FCC etc.)
- If applicable:
 - Provide self-qualification report

- Contract negotiations/sign contract

Supplier documentation
provided (2/6)

- Review device supplier documentation

- Provide FW release candidate
- Provide test devices incl. all required accessories (antenna, debugging tools, licenses etc.)

Documentation
review completed (3/6)

- Plan internal tests



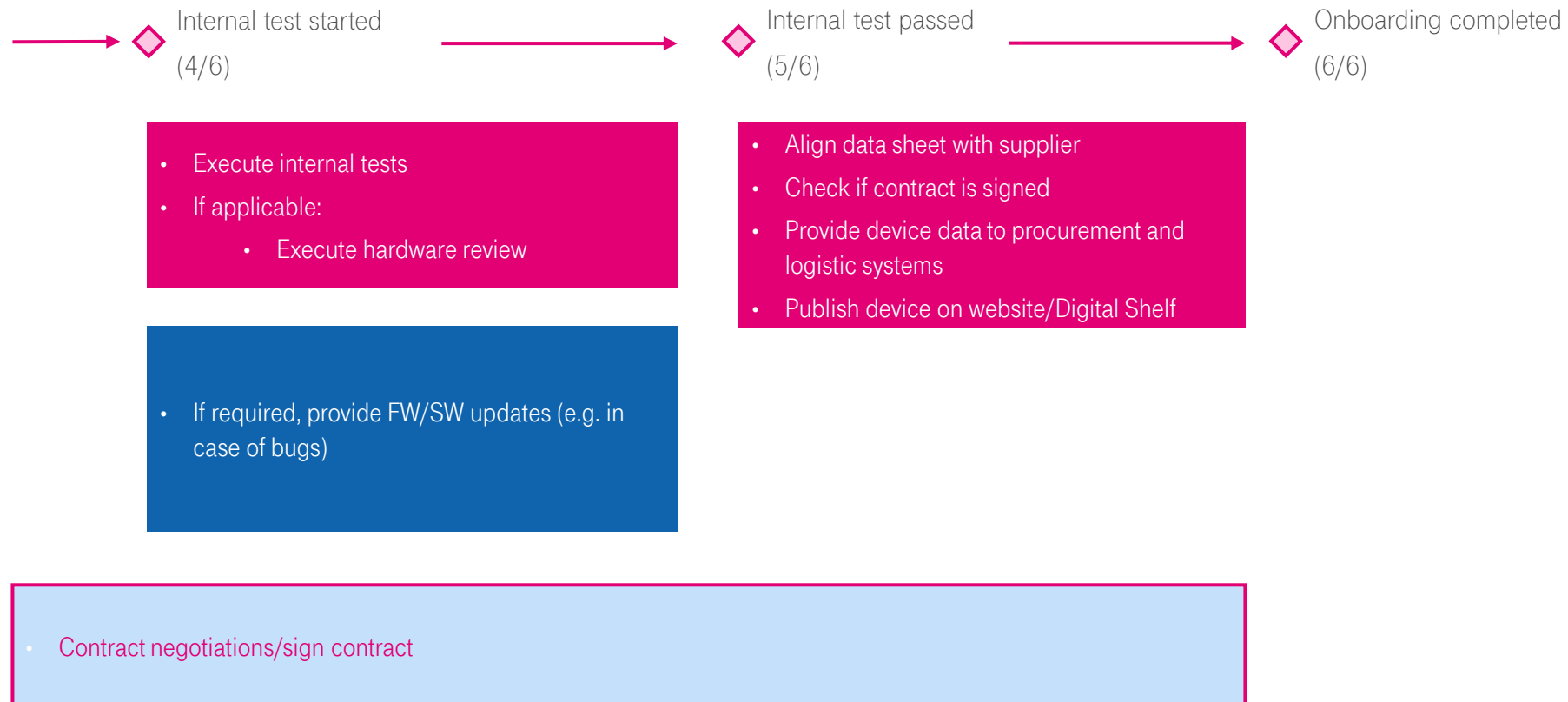
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DT IoT

Supplier

Both

DEVICE ONBOARDING STEPS 2/2



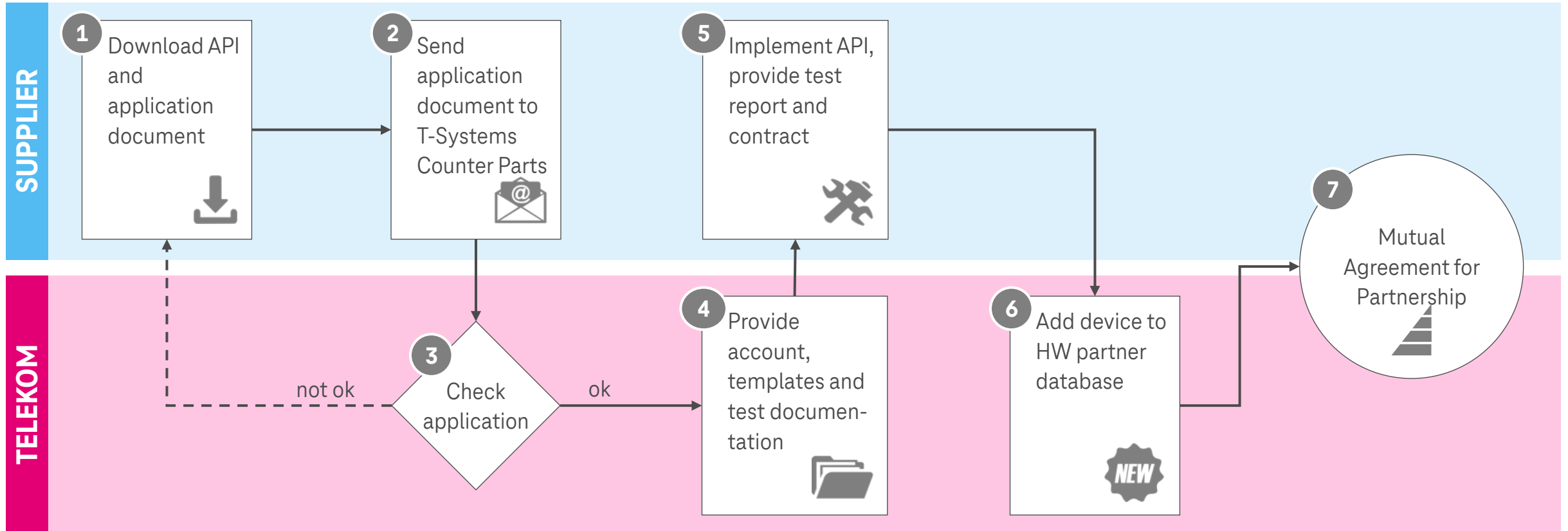
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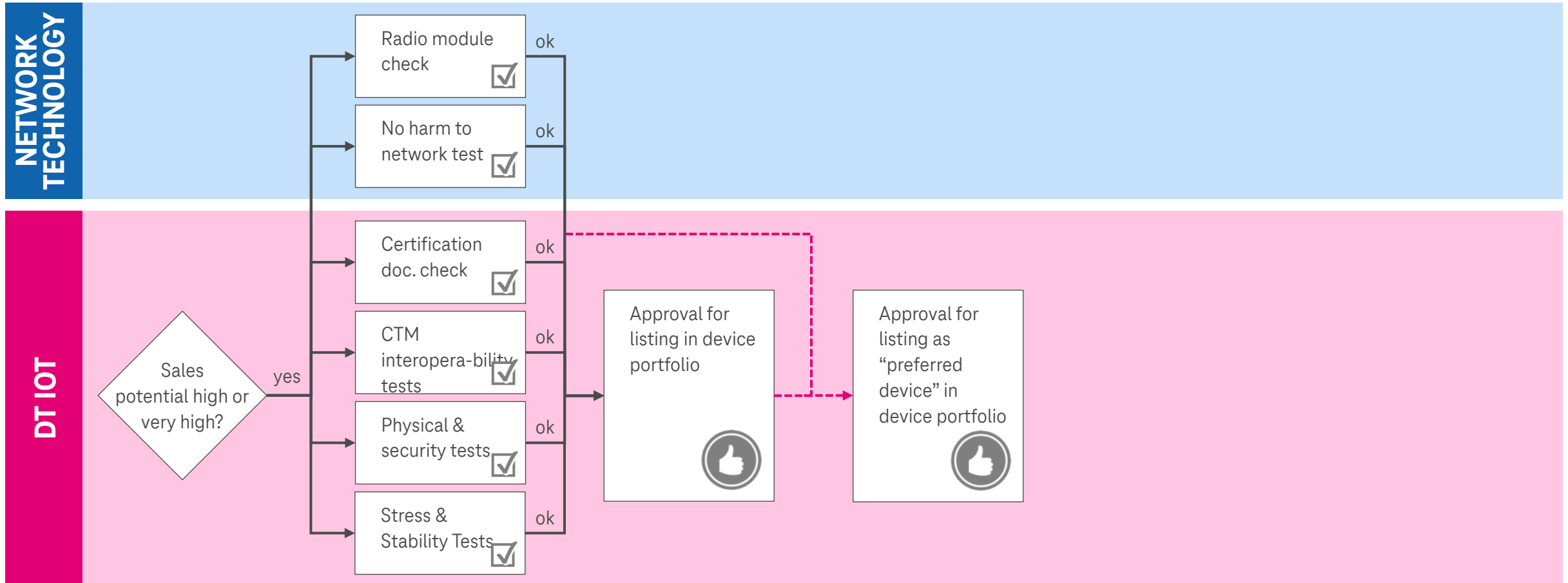
Supplier

Both

ONBOARDING PROCESS IS SUPPORTED BY DTAG AND FREE OF CHARGE



DETAILED VIEW ON DEVICE TESTING - DEVICES WITH INCREASED SALES POTENTIAL ONLY



PROCUREMENT AGREEMENT DEPENDENT ON SCOPE

	Nature / Level of Partnership	Estimated Sales Volume / Device	Volume Commitment	Customization	Commission / Rebate for DT	Integration Support from DT	Service Level Agreement
 T-specific	New Product Development	very high	✓	✓ DT defines product	✓ DT gets full margin	✓	✓
 Partner devices	Frame Contract	high	✓	✓ for strategic deals	✓	✓	✓
Focus →  Selected Devices ↑ Partner devices	Cooperation Agreement/ Frame Contract Light	medium	–	✓ possible, if needed	✓	✓	✓
 Large pool of self-certified devices	Marketing Agreement	small	–	–	–	✓	–

NEXT STEPS

Today's meeting

Initial touch point, getting to know each other, decision if onboarding shall happen



instantly



x weeks



x weeks



x weeks



First follow-up call



After a set amount of weeks, we discuss open questions and define a timeline

Onboarding complete

You successfully completed the self-certification and your devices are on board of our official portfolio

Providing documents



We send you all necessary documents and forms for the self certification process

Second follow-up call



We discuss if further stake holders need to be included and if we continue with the onboarding process

Browse our IoT device portfolio



<https://hardware.iot.telekom.com/en/device/hardware/>

Contact us



iot-hardware@telekom.de