

**Deutsche Telekom IoT**

connect. digitize. get ahead.

IoT Device Team

# Device Onboarding & Supplier Partnerships

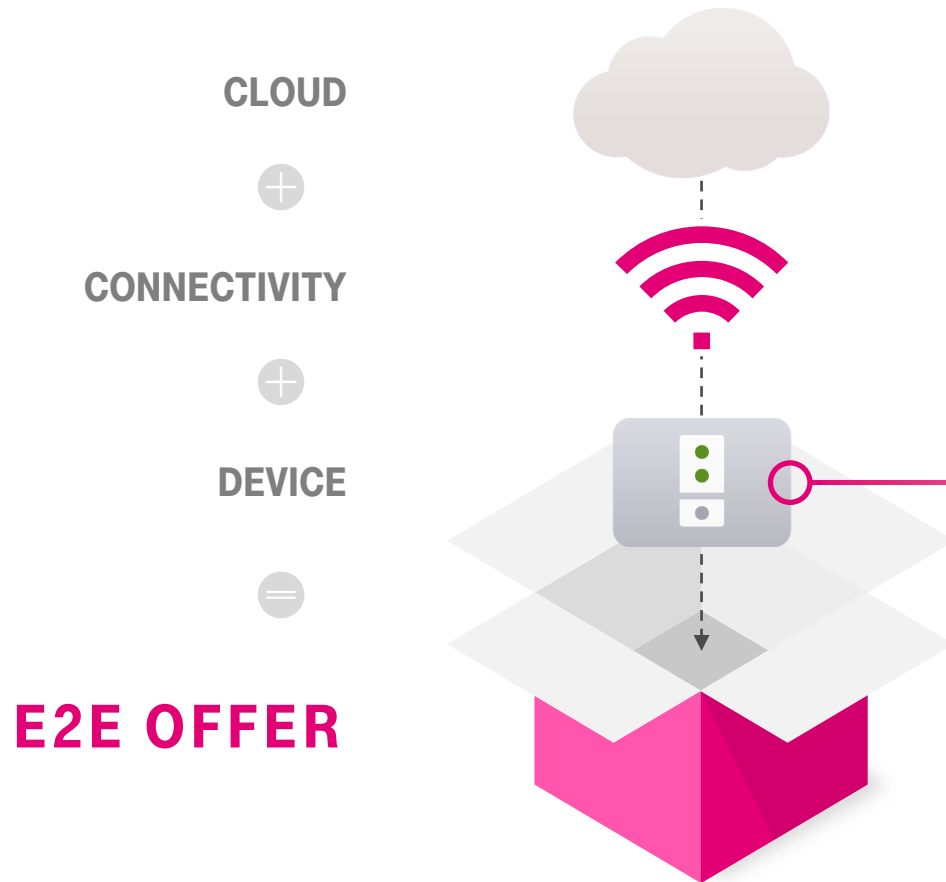
May 2021



LIFE IS FOR SHARING.



# E2E SOLUTIONS PROPEL DEVICE SALES VOLUMES AND VISIBILITY



DT offers standardized **Bundles** consisting of **Device**, **Connectivity** and **Cloud** Platform which are offered in high quantities

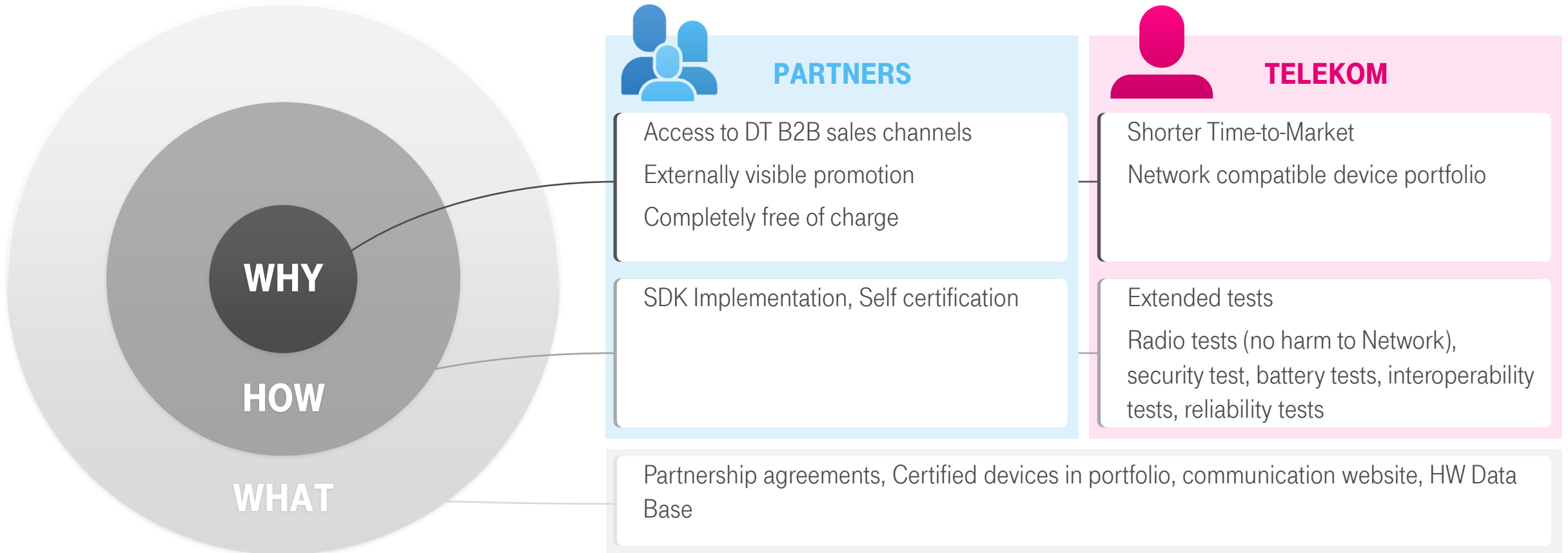


**HIGH SALES VOLUME** FOR BUNDLE DEVICES

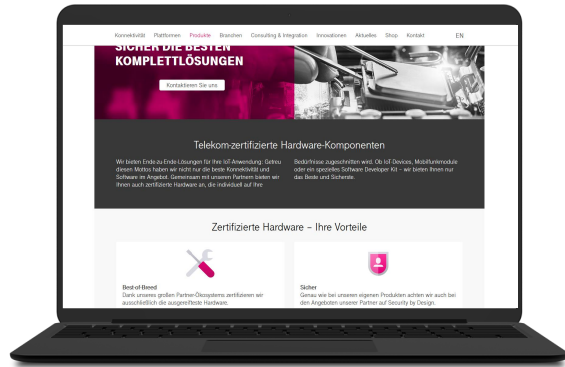


**HIGH VISIBILITY** FOR BUNDLE DEVICES  
TOWARDS END CUSTOMERS

# SYMBIOTIC PARTNERSHIP ON EYE-LEVEL FOCUSING ON E2E SOLUTION DELIVERY

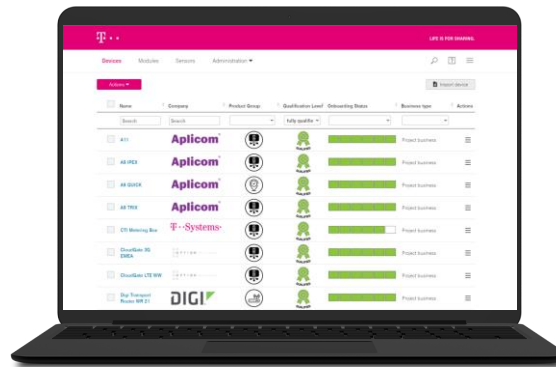


# PARTNER WITH US TO RECEIVE EXTERNAL PROMOTION AND ACCESS TO DT SALES CHANNELS – FREE OF CHARGE



## EXTERNAL PROMOTION

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



## ACCESS TO DT SALES CHANNELS

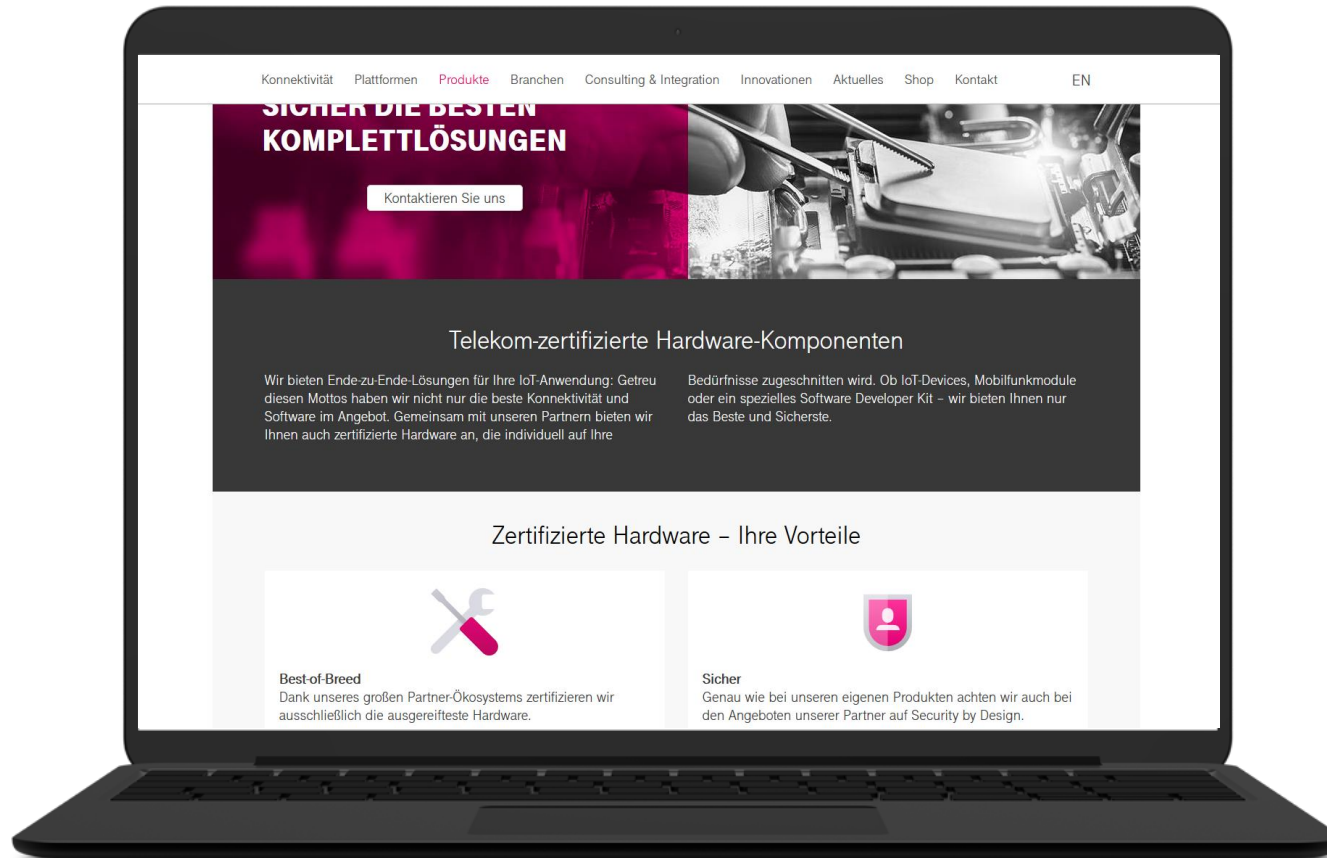
Your devices will be listed in our internal HW Data Base. This way, your devices will have increased visibility with our sales reps



## 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**

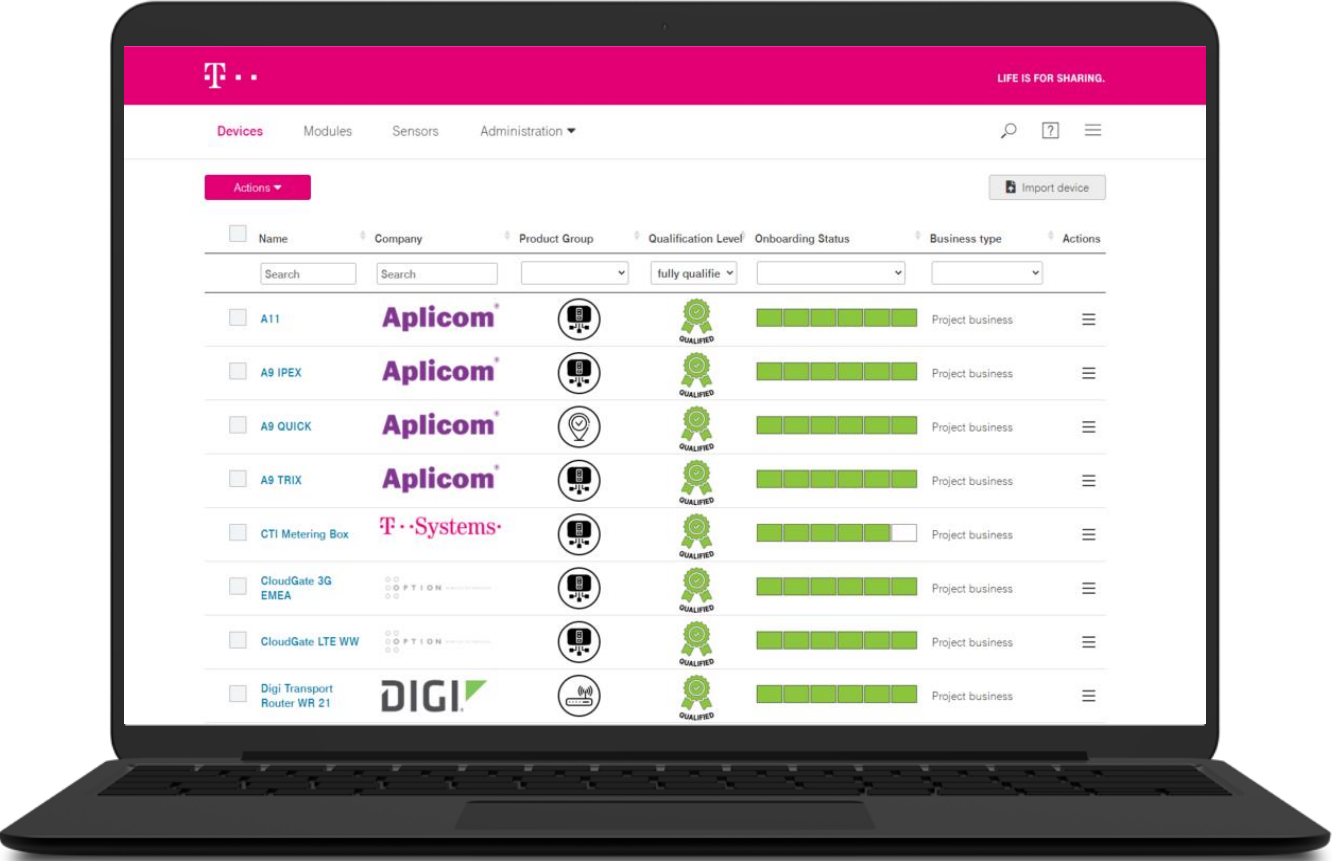


<https://dt.iotsolutionoptimizer.com/hardware>



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# 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**



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# DEVICE ONBOARDING STEPS 1/2

Onboarding not started (1/7)

- 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 (2/7)

- 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 (3/7)

- Review device supplier documentation

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

Documentation review completed (4/7)

- Plan internal tests



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DT IoT

Supplier

Both

# DEVICE ONBOARDING STEPS 2/2



- Execute internal tests
- If applicable:
  - Execute hardware review

- If required, provide FW/SW updates (e.g. in case of bugs)

- Align data sheet with supplier
- Check if contract is signed
- Publish device on website/Digital Shelf

- Contract negotiations/sign contract



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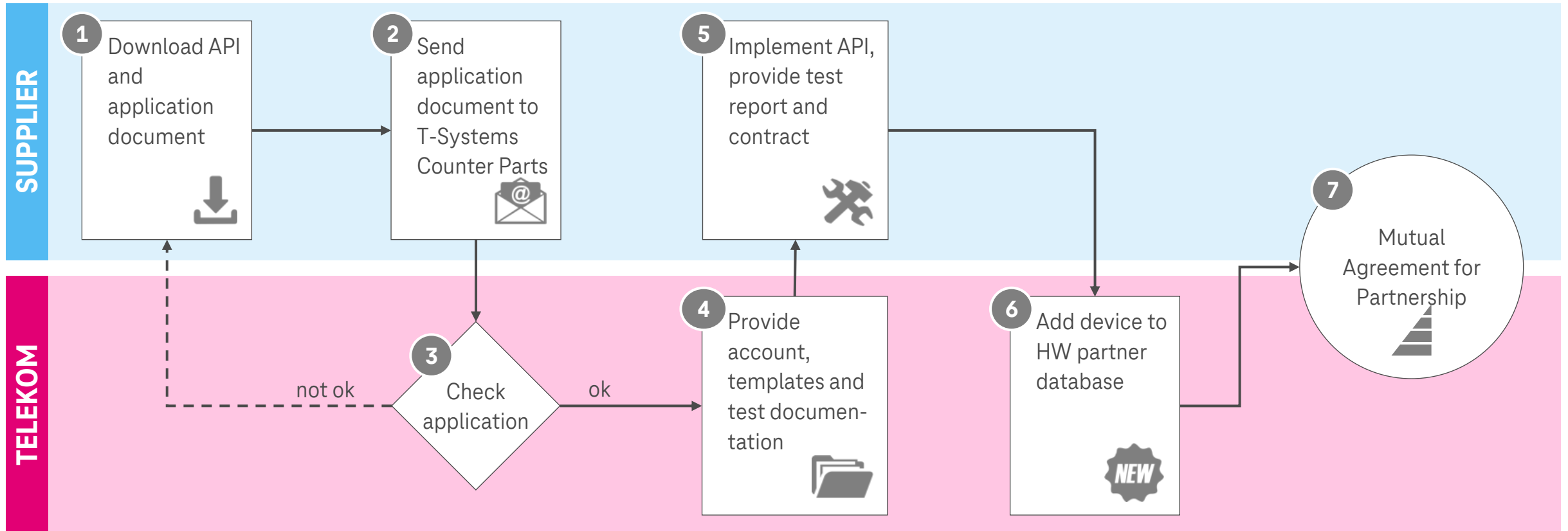
DT IoT

Supplier

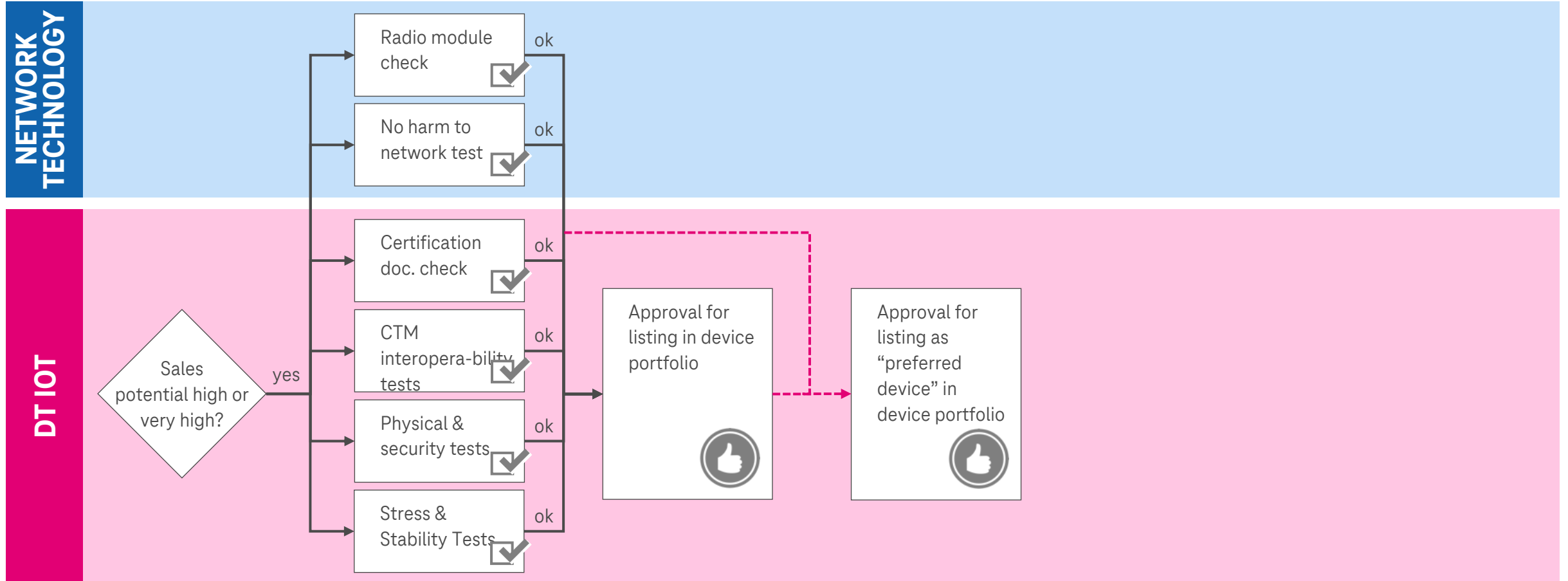
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# ONBOARDING PROCESS IS SUPPORTED BY DTAG AND FREE OF CHARGE



# 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	<b>New Product Development</b>	very high	✓	✓ DT defines product	✓ DT gets full margin	✓	✓
 Partner devices	<b>Frame Contract</b>	high	✓	✓ for strategic deals	✓	✓	✓
Selected Devices ↑  Partner devices	<b>Cooperation Agreement/ Frame Contract Light</b>	medium	–	✓ possible, if needed	✓	✓	✓
Selected Devices ↑  Large pool of self-certified devices	<b>Marketing Agreement</b>	small	–	–	–	✓	–

**Focus** →

# 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



## 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



## Onboarding complete

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



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## Browse our IoT device portfolio



<https://dt.iotsolutionoptimizer.com/hardware>

## Contact us



[iot-hardware@telekom.de](mailto:iot-hardware@telekom.de)