

# Global Virtual Mobile Network for Car Manufacturers

Symposium on The Future Networked Car  
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# Connectivity is crucial for automotive innovation



Car manufacturers must decide today on the right connectivity model for success tomorrow



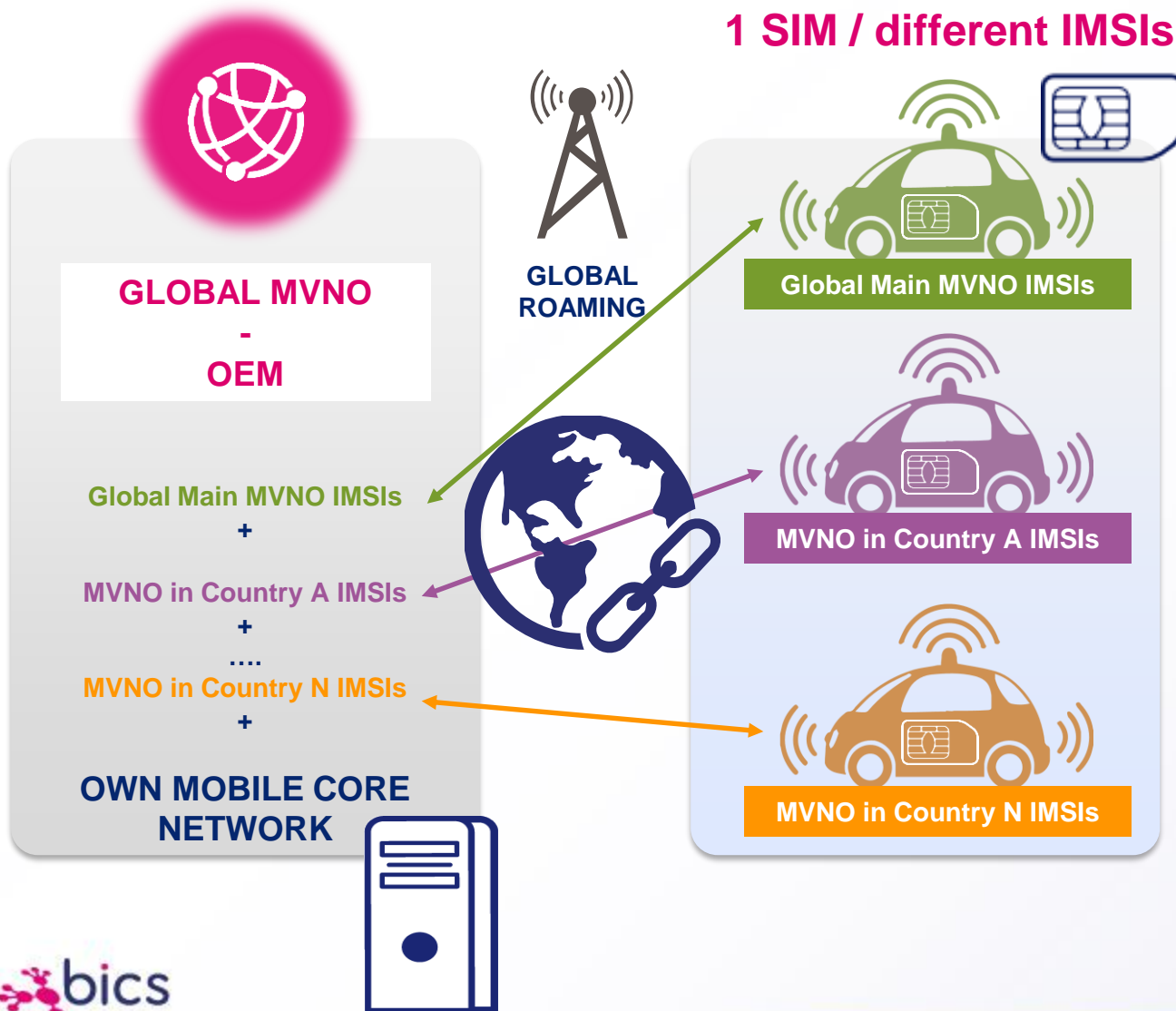


**Global virtual mobile network model,  
or MVNO model**

**Control and convenience**



# What is it?

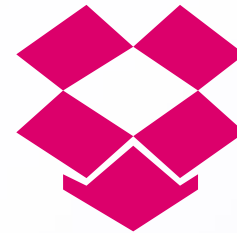
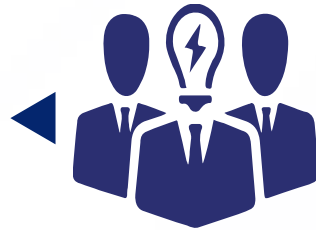


- OEM owns mobile core network
  - With global IMSI ranges
- Global connectivity is enabled by roaming technology and agreements
- Carmaker uses this mobile core network for global connectivity
  - Becoming a mobile virtual network operator (MVNO)
- No need for local technical deployment:
  - Same core network to host MVNOs in different countries
  - Same SIM with different IMSIs
  - Roaming technology for coverage everywhere
- To address local regulations or commercial drivers, OEM can create local MVNOs in some countries, with local IMSIs

# Global MVNO model vs traditional partnership with operators

## INNOVATION INDEPENDENCE

New in-car services have more and **more impact on mobile core network** (billing, differentiated service management, etc...).



## CO-ORDINATED GLOBAL LAUNCH OF NEW SERVICES

New in-car services and operations can be launched at one shot in all markets  
No need for specific implementation with each MNO partner

## COMMERCIAL INDEPENDENCE

eSIM profile swap is **highly complex** on a large scale  
**Core network dependencies** create additional **lock-in**  
Global MVNO model enables **instant shift** of MNO partners

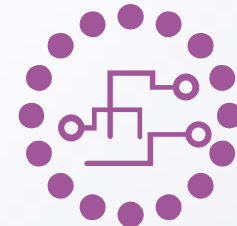


## DATA OWNERSHIP

No need to negotiate with each MNO partner on ownership of network data  
**Data is a key asset for monetization of connected cars**

## SECURITY INDEPENDENCE

Full independence to implement **additional security solutions in core network** (Context Aware Policies, for example)



## OPTIMIZED NETWORK COVERAGE EVERYWHERE

Through **multiple roaming partners per country**, car can switch between networks to get the most reliable coverage

# Thank you



**25 years of global leadership of international connectivity**



**Carries today more than 25% World's traffic**

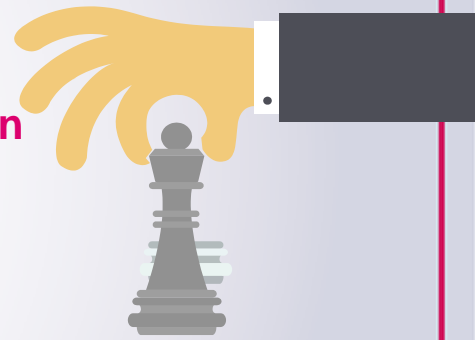


Connecting **500+** operators & **500+** digital service providers



**Global market leader for roaming solutions**

**With Reach in 200 Countries**



**The network at the heart of device connectivity**

A global company  
With a global infrastructure and global organization

