Giesecke & Devrient and Huawei OceanConnect cooperate on marketing and deployment of global Internet of Things (IoT) ecosystem

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Munich (Germany) - G&D and Huawei have signed a Memorandum of Understanding (MoU) to join forces for global marketing and deployment of Internet of Things (IoT) solutions. Under the terms of the agreement G&D is providing its AirOn eSIM management solution to integrate with Huawei's open OceanConnect IoT ecosystem. The combined solution provides seamless connectivity services based on secure eSIM profile provisioning and enables Huawei worldwide users to flexibly connect to Mobile Network Operator (MNO) services of their choice. Meanwhile, Huawei OceanConnect IoT ecosystem helps G&D fully connect and control IoT devices.

The cooperation will create new opportunities of revenue growth for manufacturers in mobile connected industries that adopt IoT applications, such as connected cars, smart wearable devices and smart meters, by significantly reduce commercial deployment cost and enhance service experience for customers.

"With G&D's advanced experience in multitude of services, we are confident in realizing our vision in developing an IoT ecosystem and a fully connected world," said Guo Jin, IoT Domain Director, Cloud Core Network Product Line at Huawei. "By building an open IoT ecosystem, customers in the IoT market will benefit from the end-to-end service delivered."

"Huawei and G&D have proven successful partnership in the field of M2M since 2015, and we are very glad to expand our global cooperation to the IoT market," said Axel Deininger, G&D Group Senior Vice President. "Together we will provide secured flexible connectivity management for the growing connected devices in the market. The agreement opens a new chapter of the deepened partnership between two market leading companies."

About AirOn

G&D's AirOn service securely manages SIMs, devices, and profiles / subscriptions, while maintaining security at the highest level. The solution can manage the different phases of the entire SIM and M2M device lifecycle, from activation and eSIM management to deactivation. The AirOn service covers both the dynamic management of the profiles and the market segment specific SIM hardware. With AirOn, MNOs can offer a one-stop shop and comprehensive service package to service providers for their M2M SIM and IoT device-related connection management services.

About OceanConnect

Huawei OceanConnect is an open ecosystem built on IoT, cloud computing, and Big Data technologies. With the IoT Connection Management Platform as its core, OceanConnect provides over 170 open APIs and serial Agent software to promote app release, simplify device access, guarantee network connection, and achieve a seamless connection between upstream and downstream products for partners. In addition, one-stop services including technical and marketing support, and business cooperation are provided for partners.

About Giesecke & Devrient

Giesecke & Devrient (G&D) is a leading international technology provider headquartered in Munich, Germany. Founded in 1852, the Group has a workforce of ca. 11,400 employees and generated sales of approximately EUR 2 billion in the 2015 fiscal year. 58 subsidiaries and joint ventures in 31 countries ensure customer proximity worldwide.

G&D develops, produces, and distributes products and solutions in the payment, secure communication, and identity management sectors. G&D is a technology leader in these markets and holds a strong competitive position. The Group's customer base mainly comprises central and commercial banks, mobile network operators, business enterprises, governments, and public authorities.