



G&D integrates with Otono to reduce cost and accelerate installations of eSIM management solutions

01-03-17

Munich

Giesecke+Devrient

MUNICH, GERMANY (March 1st, 2017) - Giesecke & Devrient (G&D) is teaming up with Otono Networks to simplify and drastically reduce the cost of deployment of eSIM solutions for carriers around the world. The partners have now combined the G&D eSIM Management platform and the Otono platform to help operators be ready for the rapid growth of eSIM-enabled devices for both consumer and IoT applications.

Pairing the G&D AirOn Platform with the Otono Platform offers seamless integration into carrier's BSS/OSS while preventing modifications to their existing systems. This allows carriers to rapidly support any eSIM-enabled devices for IoT, automotive, mHealth, or consumer electronics applications.

The Otono platform was built from the ground up with flexibility, scalability, and interoperability in mind. It orchestrates the SIM assignment, management, provisioning and reconciliation while it binds to the device. It also includes features such as real-time data plan metering, product catalogues, self-care/sales portal, and sales reporting.

G&D is the global leader in eSIM management solutions for mobile network operators. The AirOn Platform securely generates and encrypts the eSIM while supporting the GSMA Remote SIM Provisioning specification for consumer devices and M2M connections. The platform is scalable to peak requirements, managing the secure generation and transfer of eSIM profiles in response to high volumes of consumer requests.

"It's no secret that large scale BSS/OSS integration projects have been time consuming and expensive for most carriers," stated Emir Aboulhosn, CEO and Founder at Otono. "Our platform was designed from the onset to solve those problems and to provide a single integration point into any operator's network with a proven and in-production track record. Now by partnering with G&D, we offer a true end-to-end solution for deploying eSIM platforms to carriers around the world."

Integration of any new technology or service into an operator's existing BSS/OSS is typically complex and is costing millions of dollars over more than 18 months of development. Using a proven turnkey solution provided by G&D and Otono will not only significantly reduce costs and resources, but also provide a time to market as short as 12 weeks.

"This partnership with Otono closes a big gap in the eSIM enablement journey and provides the carrier with a competitive advantage," said Carsten Ahrens, Group Senior Vice President Global Marketing and Sales, Mobile Security at G&D. "Together with Otono, we can provide the global market with our leading eSIM management solution AirOn plus a seamless, fast and cost effective integration into a BSS/OSS backend."

G&D together with Otono are presenting its integrated end-to-end eSIM management solution at Mobile World Congress (MWC) from 27 February to 2 March 2017 in Barcelona at the G&D booth (hall 7, stand 7A41).

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. For more information, please visit: www.gi-de.com.

About Otono

Otono Networks, Inc. is an emerging global technology based telecom vendor with multiple carrier-supported networks out of Vancouver, Canada. Otono's platform is primarily focused on flexible, global connectivity and mobile enablement solutions using both traditional SIM and eSIM technologies, allowing easier and faster network integration. For more information about Otono, visit www.otono.com.

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