

**ConnectedYou and achelos IoT partner
to deliver a future proof global IoT roll
out to enterprises**



Paderborn/Copenhagen, August 27, 2018 – ConnectedYou (CY), the global IoT service orchestrator and achelos IoT, a technology company with a decade of experience in developing embedded and security applications announce partnership. The aim is to create and deliver an open ecosystem of IoT connectivity globally giving enterprises freedom to choose and switch between connectivity providers in real time with the insurance of real time migration in future.

This partnership delivers seamless cellular connectivity service based on Remote SIM Provisioning (RSP) and eSIM technology, making connectivity and subscription management easier for enterprises. This enables connected services for a variety of use cases covering smart cities, precision farming, logistics, asset tracking, utilities and other sectors. The partnership creates a smooth and swift on-boarding process for Mobile Network Operators (MNOs) or Mobile Virtual Network Operators (MVNOs) to get into the CY eco-system, enabling connectivity for the existing customer base within CY.

The service is available for customers using ConnectedYou eSIMs in both plugin and embedded formats. Via the ConnectedYou web console or

APIs, customers can remotely download SIM profiles over the air from a selection of pre-integrated MNOs. The selection, and possibly change, of MNO is then a matter of remote configuration. This represents a major step for enterprises who have, or seek to procure, multiple service providers, granting them full independence to expand their services after rollout.

“Through this partnership, we successfully met a critical milestone in our vision of creating a seamless and independent orchestration layer for IoT connectivity. achelos’ RSP solution powered with CY’s IoT service platform allows quick onboarding of MNOs and MVNOs in our ecosystem, enabling a plethora of connectivity options for CY’s customers. IoT connectivity is chosen by customers based on varying combinations of geography, price, time-to-market and network stability and the only way to enable open choices is to decouple connectivity from the hardware - which is exactly what we have achieved”, said Arun Shankar, Chief Operations Officer, ConnectedYou.

“The partnership offers customers of ConnectedYou a greater flexibility to successfully tailor the business models to meet the end user demand. Our truly SIM vendor independent solution compliant with the latest release of GSMA specifications is the right choice for the customers and partners looking to offer lifecycle management services for embedded SIMs (eSIM). achelos is the right partner with a very strong expertise in the (e)SIM management technology for someone who is looking to build an independent service offering involving eSIM technology, both fully compliant with GSMA specifications or tailored to meet specific requirements”, said Kathrin Asmuth, Managing Partner of achelos.

In the IoT industry, enterprises often need multiple suppliers for their IoT projects since a single supplier may not be the best fit for all needs globally. A multiple-suppliers strategy leads to delayed time-to-market due to the large number of commitments, contracts and integrations needed. Moreover, as use cases and technology evolve it leaves no option to switch or migrate to a more suitable supplier in the future, creating a lock-in for the devices in the field. In the IoT industry, the opportunity to have truly global, high quality & diverse options of connectivity on a single SIM hardware, enabled by the Subscription Management Platform boosts the usage of cellular connectivity for IoT use cases across all verticals.

About ConnectedYou

ConnectedYou is an independent IoT Service company offering a unique and unified IoT service to enterprises globally through a single access platform integrated with multiple technology and service providers. ConnectedYou's service is based on 4 pillar approach encompassing Devices, Connectivity and Cloud Services and Value added Services. ConnectedYou enables an ecosystem that allows enterprises to freely choose services and offers from suppliers, enabling the ability to remotely switch suppliers within the ConnectedYou ecosystem. ConnectedYou provides enterprises with a future proof orchestration for all their IoT needs keeping future innovation and improvements in mind. connectedyou.io

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About achelos GmbH:

achelos is a software development company founded in 2008 in Paderborn (Germany), delivering manufacturer independent solutions for embedded systems in security-critical application fields. achelos IoT is addressing the global IoT community and is offering the expertise that enables customers to build innovative solutions for this rapidly evolving market. Clients benefit from the strong expertise of achelos in embedded technology and security. The company offers solutions and services for the management of electronic identities and for safeguarding the compliance and robustness of communication channels. The services of achelos IoT cover the entire project lifecycle from design, development and security testing to deployment and operation. IoT.achelos.com

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