



IMC's IoT Platforms & Apps Forum  
December 1, 2016

The Inspiration of Things. The Innovation of Things.  
*The Internet of Things.*

# Closing the Loop between Product Design and Lifecycle Management

2:50-3:50 pm Thursday Dec 1st

## Norman Miglietta – Director Group Marketing KORE Wireless

Marketing's Role supporting:

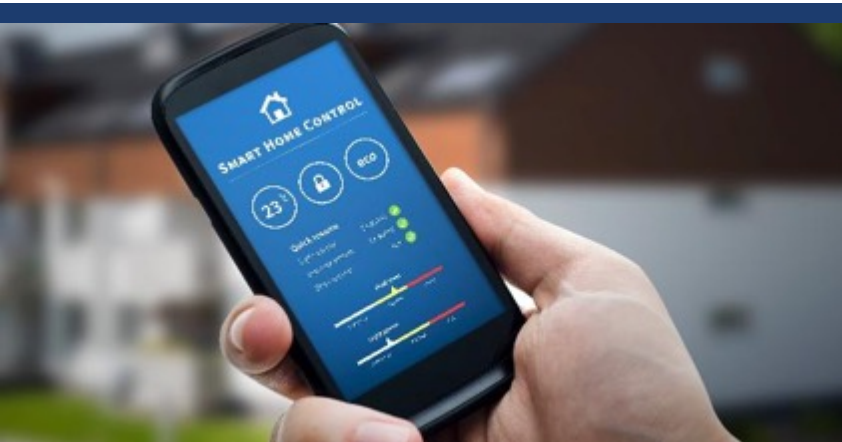
- Design/Development – Research Aided Design Development
- Management Data Analytics Decision Making



# IoT is Transforming Industries

The Internet of Things reaches across industries and around the world. So does KORE.

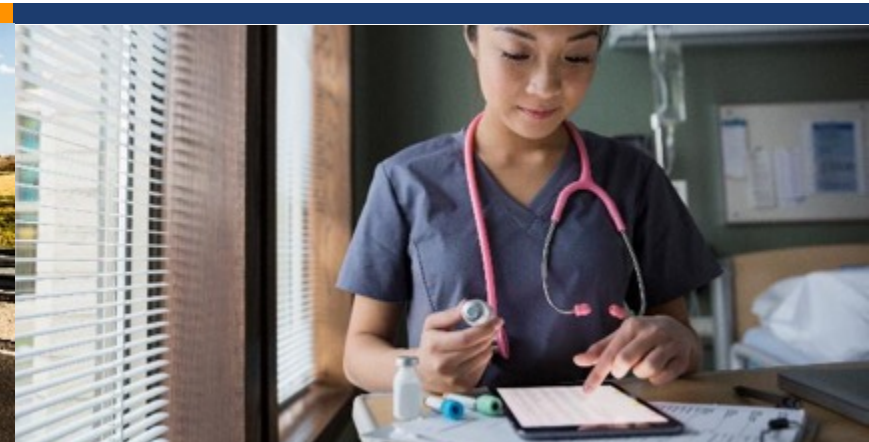
- Healthcare
- Insurance
- Commercial Lighting
- Fleet Tracking
- Utilities & AMI
- Environmental
- Security
- Industrial Monitoring
- Business Continuity
- Digital Signage
- Asset & Logistics Control
- Payment & Transaction



Security



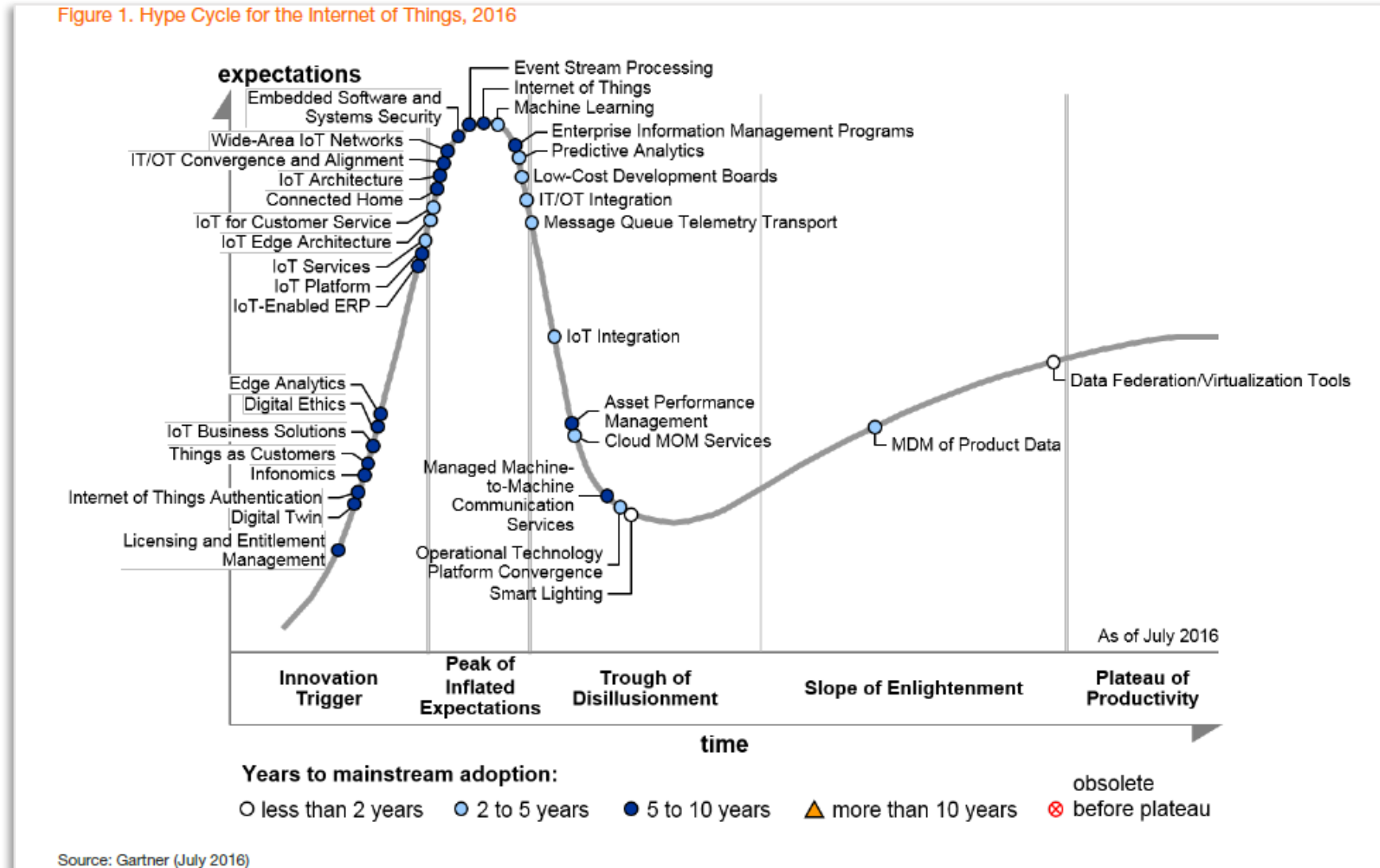
Fleet Tracking



Healthcare

# Gartner Hype Cycle for IoT

Figure 1. Hype Cycle for the Internet of Things, 2016

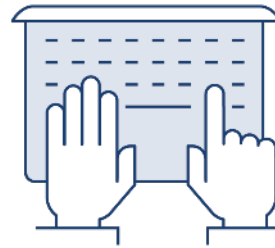


# The Issues

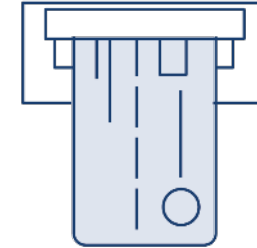
Putting Together IoT solutions can be challenging. KORE provides the technology, solutions and professional services to get you to market faster.



Managing Multiple Contracts



Trouble Shooting



Hidden Charges



Costs



Coverage



Trust



# Case Study – Elder Care and Prescription Adherence

**Problem:** Only 60% of patients adhere to their prescription medication programs. The costs of non-compliance are real - \$100B in lost revenues; \$300B in patient treatment costs

- Hospital re-admissions
- Avoidable Emergency Room visits
- Longer treatment cycles

**Solution:** Wireless medication system

- Features:
  - **Cellular connected, no set-up required**
  - Always on – 45 day battery life
  - Alerts doctors, patients and care-givers
  - Text message, email, pre-recorded call
  - Tracks usage, dosage and refill requirements



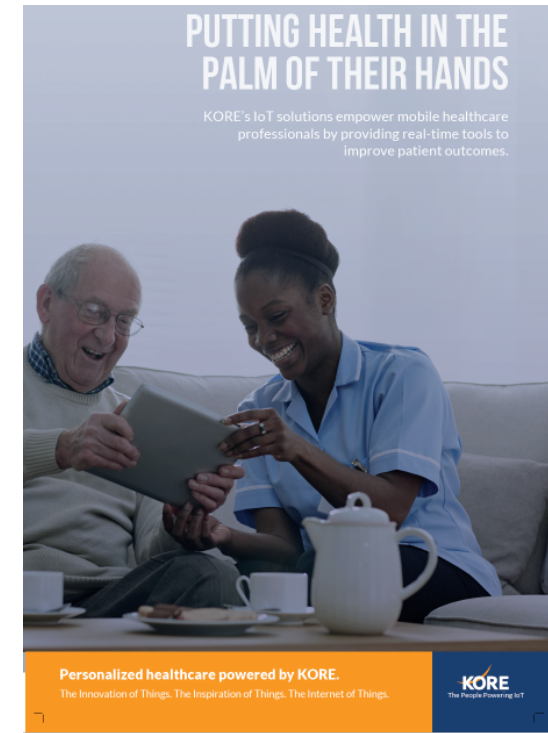
# Case Study on Elder Care

## Problems:

- 3% of the Medicaid population accounted for 34% of Emergency Room costs for the State
- The savings of eliminating Emergency Room visits are real – 80% of patients using this service resulted in non-emergency outcomes
- 36% Usage rate in a pilot population of Medicaid “frequent flyers to the ER”, who in the past NEVER used their Nurse line (the National Average with Insurance Companies who offer Nurse Line is 1-2%)
- 98% of the participants reporting they will call the nurse in the future before taking any healthcare action
- 95% of the participants followed the nurse advice, representing a major behavior change within a population that is responsible for driving up costs
- 62% of the time the triage protocol used by the nurse resulted in a non-emergency outcome

## Solution: Wireless nurse line services

- Cellular connected remote box, no set-up required
- Wearable device for contacting nurse line
- 24/7/365 access to highly experienced registered nurses
- Peace of mind for customers while reducing healthcare costs



## Case Study – Remote Monitoring

**Problem:** Inability to monitor a patient who might suffer from sudden cardiac arrest

**Solution:**

- Wearable defibrillator worn outside the body
- Delivers alerts to patient prior to shock to allow them to delay it
- Unconscious patients would receive the shock to start the heart
- Delivers alerts to physician to ensure adequate care and response is given



# Our Story



2003

**PTCRB**

**CERTIFICATION**

KORE is a founding member and only MVNO on the PTCRB Board.



**EXPANSION**

2011 – KORE expanded into Australia with the acquisition of Mach Communications



**INVESTMENT**

2014 – ABRY Partners invests in KORE Wireless Group



**ACQUISITION**

2014 – KORE acquired Jazz Wireless, RacoWireless and Position Logic



**ACQUISITION**

2016 – KORE acquires Wyleless Group Holdings

TODAY



# KORE: The People Powering IoT

KORE is the global leader in end-to-end IoT Solutions



## Over 24 Carriers Globally

True global coverage powered by 24 carriers including 14 Tier-1 cellular and 2 satellite partners.

## Enterprise Ready

Over 100 developers and the reliability and security of Geo-redundant data centers make our solutions ready for Global 500 companies.

## Active in 110 Countries

Unparalleled worldwide coverage and support with offices in 5 countries. And actively doing business in over 110 countries.

## 6 Million Units

With over 6 million active units KORE is the world's largest independent provider of end-to-end IoT solutions.



# Questions to consider when choosing who to partner with for your IoT solution

# Know Your Coverage Needs

## Vital coverage considerations

- Do I need GSM, CDMA or both?
- What geographies do I need coverage in today? Tomorrow?
- Does my carrier provide coverage within a whole country or just a region?
- What kind of roaming coverage does my carrier provide?
- Does my carrier provide activation in a native network?



# Understanding Pricing

## Critical pricing questions to consider

- Pooled plans or Pay Per Use?
- Are prices rounded up per session?
- Are there hidden service fees?
- Are there volume discounts across all carriers?
- What are the true roaming charges?



# Reliability

## High-Reliability IoT and M2M Considerations

- Will you have backup?
- Are there latency issues when you're in remote areas?
- Can links be managed to ensure failover?
- What's the sophistication of the Data hardware and software?
- Will you have a Service Level Metrics agreement?



# Integrated Control & Management

## Device Management Control Considerations

- Will I have different regions, devices, and carriers to manage?
- Will I be able to have custom reports to manage costs and perform trending analysis?
- Can I troubleshoot devices from my device management solution?
- How can I eliminate complexity of managing my solution components?



# Speed to Market

## Vital Speed to Market Considerations

- Do you need to deploy in days or weeks?
- What are the opportunity costs of not delivering on time and correctly the first time?
- Do you have access to dedicated staff to assist contracting through implementation?
- Do you have access to deep expertise in service transfer?
- Do you have device certification?



# Scalability of Solutions

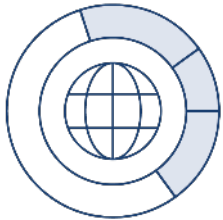
## Key Scalability Considerations

- Are you able to service your demand?
- Can you service demand in terms of volume and reach?
- Have you considered ease or complexity of supporting that demand?



# KORE Provides Complete End-to-End Solutions

IoT and M2M success is built on fundamentals



## Coverage

With leading carrier partner relationships, KORE provides the most complete offering of global coverage.



## Control

Award-winning tools provide the ultimate foundation for device provisioning, troubleshooting & controlling cost



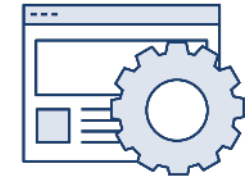
## Trouble Shooting

Flexible and dynamic pricing plans allow you to have the competitive edge that you need.



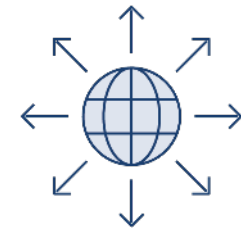
## Speed to Market

More combined experience than any other company in the world makes everything easier & gets you to market faster.



## Reliability

Global, redundant, 24x7 coverage capable of supporting mission critical applications.



## Scalability

Driven by leading network experts our geo-redundant infrastructure allows you to limitlessly scale up to meet demand.

# Network Partners

Partnering with KORE gives you global coverage through multiple tier-1 carriers and satellite carriers through a single connection



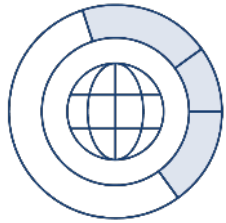
# M2M/IoT Application Scalability

One Contract, One Platform, One Connection



# Summary

KORE provides unparalleled enablement services to help customers deliver a full range of M2M/IoT solutions to the market.



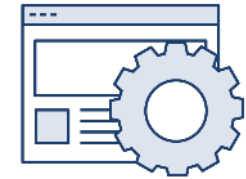
**Global connectivity coverage with mission critical back up capabilities.**

- Reliability
- Scalability



**Eliminating the complexity of M2M/IOT solutions.**

- One Connection
- One Contract,
- One Platform:
- Award-winning Prism Pro



**Dedicated and skilled resources for quality solution deployment and support.**

- Service transition experience
- Device certification expertise
- Meet speed-to-market needs

# Accreditations & Awards


KORE has been a dedicated leader in M2M & IoT since 2003  
We have been honored with accolades for services, platforms, products,  
leadership and company growth.



Want to learn more about KORE?

Speak with a KORE specialist and see how our IoT and M2M solutions can work for you.

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