



eSIM
INTEROPERABILITY
AS A SERVICE
PROGRAM

Valid

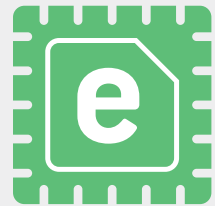
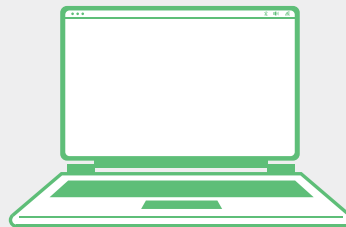
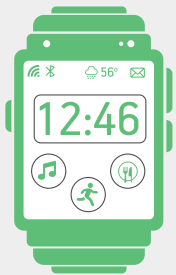


Offering OEMs a winning opportunity to test new eSIM enabled devices prior to their commercialization.

eSIM Market Revolution

With large companies such as **Google, Apple and Samsung** leading the market for consumer devices with **eSIM**, smartphones are expected to take the lead in growth due to their **84.7%** average market share between 2018 and 2023.

The consensus is that the **eSIM** is in an acceleration phase as it has been adopted by handset vendors and is receiving **MNOs' support all over the world**.

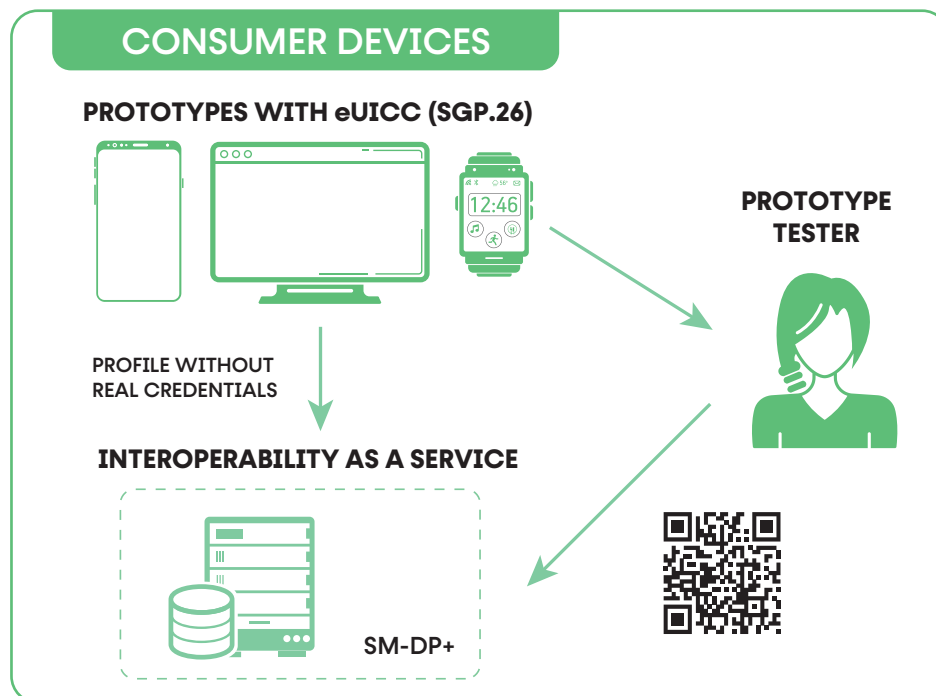


What Needs to be Solved in the eSIM Consumer Market?

- Device makers have a hard time ensuring that their prototypes work with different MNO profiles in their target markets.
- eUICC adds complexity to the manufacture process and poses a prototype validation challenge to device makers.
- If the device acquired by the customer does fail to download the mobile operator's profile, it may lead to an increase in calls to customer care centers, add costs to your operation, and increase customer dissatisfaction.

How Does an Interoperability as a Service (IaaS) Program Solve these Issues?

- Valid provides a high-value free-of-charge SM-DP+ online service for validating prototypes during their initial stage.
- Valid has reached agreements with multiple MNOs from different regions to make their commercial profiles with testing certificates (no fraud risk) available in the SM-DP+ platform in advance.
- Device makers can enroll and access a service web interface where they retrieve one Activation Code per MNO so their eUICC prototypes, using GSMA's test certificates (SGP.26), can be validated, no matter the target market.
- Valid can provide analytics for test success rates.



What are the Benefits for OEMs?

- ✓ Early detection of interoperability issues at initial prototype stages.
- ✓ Reduced time-to-market.
- ✓ Increased product robustness.
- ✓ Favourable end-user perception of the brand.
- ✓ Access to a multi-region array of MNO profiles.

What are the Benefits for MNOs?

- ✓ Reduced effort from technical validation staff.
- ✓ Increased customer satisfaction and brand image.
- ✓ Significant savings on customer care calls and costs.
- ✓ Further cooperation between OEMs and MNOs.
- ✓ Feedback on any profile-device interworking technical issues in advance.

Do you have any further Questions?

You can contact a Valid representative at mobilesolutions@valid.com and/or directly access the eSIM IaaS FAQ for OEMs and MNOs at: landing.valid.com/interoperability-as-a-service-program-esim

eSIM INTEROPERABILITY AS A SERVICE PROGRAM

Valid Trust
is Power

Valid provides tailored solutions that integrate emerging technologies to enable secure, trusted experiences. From Data, Payments, Identity, and Mobile to IoT, Track and Trace, Digital Certification, and Agritech, Valid offers a wide portfolio of services and solutions that accelerate the digital transformation of our clients' business. With over 60 years of experience and more than 6,000 employees in 16 countries, Valid is the largest issuer of identification documents in Brazil, among the top 5 producers of SIM cards and among the world's largest manufacturers of banking cards.

To learn more, visit valid.com



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