



An Introduction to

Sprint Wholesale M2M & IoT

Connecting Your Innovation

M2M Solutions

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ABOUT SPRINT



OVER 54 MILLION
CUSTOMERS



MULTIPLE NETWORK
TECHNOLOGY OPTIONS



AWARD WINNING
REPUTATION



VISIONARY LEADERSHIP
1300 GROUP COMPANIES

ABOUT SPRINT WHOLESALE M2M

Sprint Wholesale is a leader in machine-to-machine (M2M) technology with 120+ M2M providers in-market today, and has been recognized consistently for overall customer satisfaction and high performance in machine-to-machine (M2M) technology:

- **Award for Best Wholesale Operator 2013 & 2014** (Informa Telecoms & Media)
- **Named to the CW list of the 100 most important and influential providers of M2M services for the 9th consecutive year** (Connected World Magazine, October 2013)
- **North American Customer Value Enhancement Award in Automotive Usage Based Insurance** (Frost & Sullivan, 2013)
- **Sprint honored as a solution provider for Vecima Networks, winner of the Bronze Value Chain Award for M2M technology adoption in transportation** (Connected World Magazine 2013)
- **Network Award for Global Wholesale Excellence** (ACM-Atlantic– Jan. 2012)
- **Sprint received the #1 machine-to-machine (M2M) scorecard ranking among North American based communication service providers.** (Analysis Mason – Nov. 2011)



OUR M2M EXPERTISE



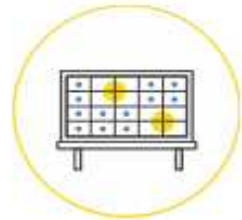
FLEET MANAGEMENT

Real-time information on the location and performance of fleet vehicles.



ASSET TRACKING

Track the location of your fleet, materials, shipments and other key assets.



DIGITAL SIGNAGE

Display messages and company information with electronic message boards.



HEALTHCARE

Contain costs and increase operational efficiency for healthcare professionals.



SECURITY/SURVEILLANCE

Utilize video capture, wireless transport, and management software for access control, data retrieval, and analysis.



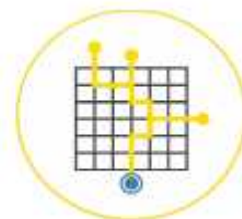
CONSUMER CONNECTED DEVICES

Connecting everything from refrigerators and car stereos to fitness wearables and garage doors



ATM & POINT OF SALE

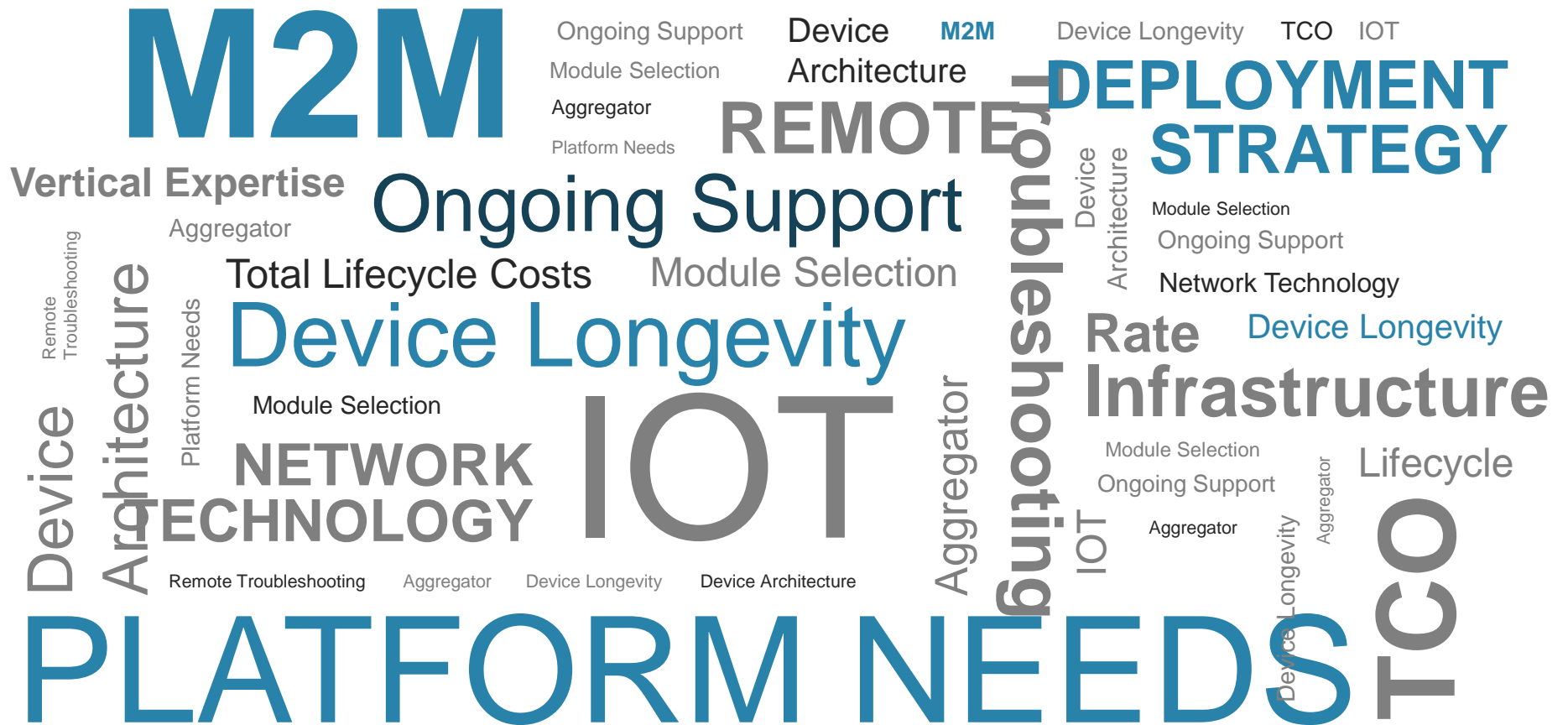
Process credit and debit card payments; identify selling trends and monitor customer behaviors.



SMARTGRID & UTILITIES

Monitor and optimize power in the grid as necessary to maintain a seamless flow.

M2M KEY CONSIDERATIONS



MANY M2M DEVICE CONNECTIVITY OPTIONS



EXTERNAL MODEMS



SOCKET MODEMS



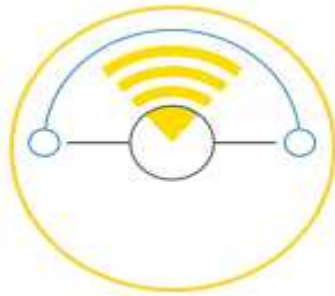
DIRECT INTEGRATION

MULTIPLE DEVICE MANAGEMENT PLATFORM OPTIONS



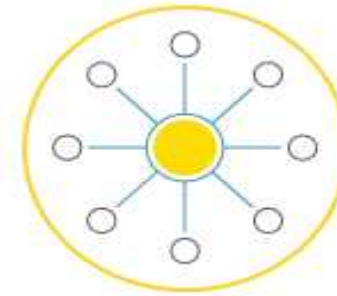
MVNO.COM

- Build your own platform
- Fully Independent
- Large Scale
- APIs into Billing
- Carrier Model



COMMAND CENTER

- Leverage Sprint's platform
- Self-manage devices and services
- Extensive rating and reporting options

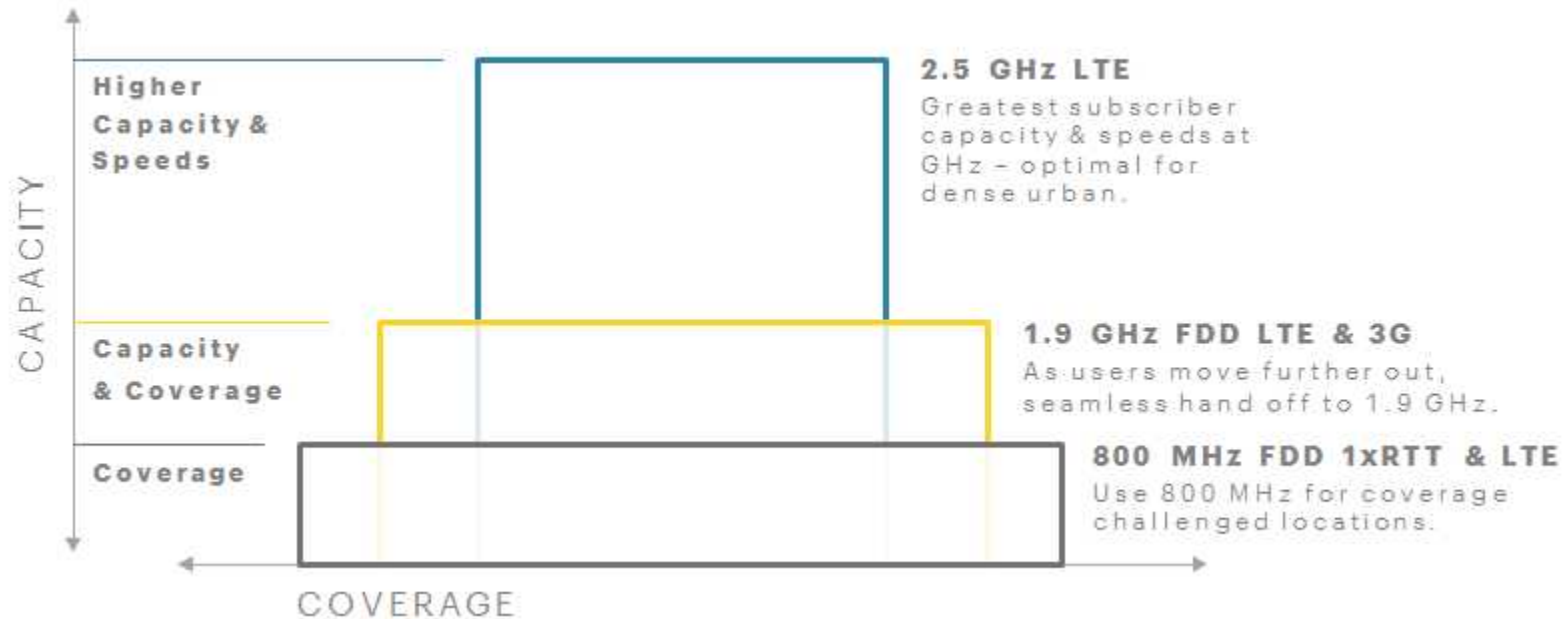


AGGREGATORS

- Fully outsourced, turnkey solution
- Broad array of aggregator options
- Pick and choose from a wide variety of feature capabilities to fit your specific needs

OUR WIRELESS TECHNOLOGY

Sprint has deployed an all-new wireless network with state-of-the-art multi-modal equipment expected to enable high-impact, forward-looking M2M solutions.



OUR DIFFERENTIATION

OFFERING FULL-SERVICE SUPPORT Before, During & After The Sale

PLAN

- Sprint Engineers
- Business Model
- Solution Requirements
- Ecosystem Partners
- Trial

DEVELOPMENT

- Develop
- Rapid Device Certification
- Development Kits and Demos

LAUNCH

- Channel Strategy
- Operational Readiness
- Go-to-Market Launch Planning

ON-GOING SUPPORT

- Account Support
- Technical Support
- Command Center
- Ongoing Channel Marketing
- Solution Enhancements

SUMMARY

Why Sprint Wholesale?

- A member of the Softbank group of companies, offering a **solid financial foundation** and **visionary leadership**
- An **award-winning reputation** in the M2M marketplace for technology leadership
- Deep M2M expertise across multiple **vertical markets**
- Multitude of **network technology and connectivity** possibilities
- **Three platform options** to fit your business model
- A marketplace reputation for **ongoing support** before, during and after the sale



Thank you!

For more information find us online at
www.Sprint.com/wholesale

M2M Solutions