Global Virtual Mobile Network for Car Manufacturers
Symposium on The Future Networked Car (FNC-2018) – 8th March 2018
Connectivity is crucial for automotive innovation

- **2000**: Emergency services
- **2005**: Telematics
- **2010**: Road navigation applications
- **2015**: Rich in-car infotainment
- **2020**: Vehicle relationship management
- **202X**: Automated mobility services

Car manufacturers must decide today on the right connectivity model for success tomorrow.
Global virtual mobile network model, or MVNO model

Control and convenience
What is it?

→ OEM owns mobile core network
→ With global IMSI ranges

→ Global connectivity is enabled by roaming technology and agreements

→ Carmaker uses this mobile core network for global connectivity
→ Becoming a mobile virtual network operator (MVNO)

→ No need for local technical deployment:
→ Same core network to host MVNOs in different countries
→ Same SIM with different IMSIs
→ Roaming technology for coverage everywhere

→ To address local regulations or commercial drivers, OEM can create local MVNOs in some countries, with local IMSIs
Global MVNO model vs traditional partnership with operators

**INNOVATION INDEPENDENCE**
New in-car services have more and more impact on mobile core network (billing, differentiated service management, etc…).

**CO-ORDINATED GLOBAL LAUNCH OF NEW SERVICES**
New in-car services and operations can be launched at one shot in all markets.
No need for specific implementation with each MNO partner.

**COMMERCIAL INDEPENDENCE**
eSIM profile swap is highly complex on a large scale.
Core network dependencies create additional lock-in.
Global MVNO model enables instant shift of MNO partners.

**DATA OWNERSHIP**
No need to negotiate with each MNO partner on ownership of network data.
Data is a key asset for monetization of connected cars.

**SECURITY INDEPENDENCE**
Full independence to implement additional security solutions in core network (Context Aware Policies, for example).

**OPTIMIZED NETWORK COVERAGE EVERYWHERE**
Through multiple roaming partners per country, car can switch between networks to get the most reliable coverage.
Thank you
The network at the heart of device connectivity

A global company
With a global infrastructure and global organization

25 years of global leadership of international connectivity

Carries today more than 25% World’s traffic

Connecting 500+ operators & 500+ digital service providers

Global market leader for roaming solutions

With Reach in 200 Countries