
PRESS RELEASE

Telit and OT-Morpho partner for opportunities in the new era of device provisioning on a global scale for the Internet of Things

London, 29 June 2017

Telit, a global enabler of the Internet of Things (IoT), together with OT-Morpho, a world leader in digital security & identification technologies, announced today that the companies are partnering together to solve the challenges facing the mass adoption of IoT via today's traditional deployment methodology.

As the cellular Internet of Things market is maturing and evolving to deploy tailored IoT such as CAT-M and NB-IoT, the companies believe a different deployment approach will be required. The two companies are partnering to bring to market a next generation approach that will allow the digital distribution of mobile subscriptions on demand to IoT connectivity modules. The joint solution will enable global interoperability, reduced total cost of ownership for end-customers and improved time-to-market for enterprises and device makers looking to roll out large-scale IoT projects.

Together, Telit and OT-Morpho will leverage their combined technical expertise as well as their worldwide customer and carrier eco-systems to jumpstart the IoT narrowband cellular economy. The focus will be on streamlining the provisioning and subscription management process for next generation Cat-M and NB-IoT connectivity.

"We are excited to partner with OT-Morpho and collaborate on innovative ways to serve the needs of the IoT market. We believe our new approach will also offer significant advantages to MNO partners – including but not limited to – new market opportunities for services, minimal impact on existing business processes, cost savings on SIMs logistics while maintaining the highest level of security and we are working with some early adopters to fully leverage these," said Oozi Cats, CEO of Telit. *"Following the recently announced Telit simWISE offering, this new solution will further target the coming wave of NB-IoT and Low Cat devices enabling a global IoT centric subscription management service, reduce total cost of ownership for end-customers and improve time-to-market for IoT developers."*

"OT-Morpho and Telit see the massive opportunity represented by the IoT market and believe that as key ecosystem players they have a vital role to fulfill in helping MNOs and enterprises roll out their IoT strategies. By streamlining subscription management and by bringing solutions that can enhance the security and integrity of connected devices, we are fulfilling critical industry needs in order for the IoT to reach its full potential," said Didier Lamouche, CEO of OT-Morpho.

As Telit and OT-Morpho progress into their partnership, the companies plan to announce the details of their solution in the near future, which will enable a wide-scale adoption of cellular technology across billions of devices worldwide.

**NarrowBand IoT (NB-IoT) is a Low Power Wide Area Network (LPWAN) radio technology standard that has been developed to enable a wide range of devices and services to be connected using cellular telecommunications bands.*

About OT-Morpho


OT-Morpho is a world leader in digital security & identification technologies with the ambition to empower citizens and consumers alike to interact, pay, connect, commute, travel and even vote in ways that are now possible in a connected world.

As our physical and digital, civil and commercial lifestyles converge, OT-Morpho stands precisely at that crossroads to leverage the best in security and identity technologies and offer customized solutions to a wide range of international clients from key industries, including Financial services, Telecom, Identity, Security and IoT.

With close to €3bn in revenues and more than 14,000 employees, OT-Morpho is the result of the merger between OT (Oberthur Technologies) and Safran Identity & Security (Morpho) completed on 31 May 2017. Temporarily designated by the name "OT-Morpho", the new company will unveil its new name in September of this year.

For more information:

www.morpho.com and www.oberthur.com

Follow @Safran_Morpho and @OT_TheMcompany on Twitter .

About Telit

Telit (AIM: TCM), is a global leader in Internet of Things (IoT) enablement. The company offers the industry's broadest portfolio of integrated products and services for end-to-end IoT deployments – including cellular communication modules in all technologies, GNSS, Wi-Fi, short-to-long range wireless modules, IoT connectivity plans and IoT platform services. Through the IoT Portal, Telit makes IoT onboarding easy, reduces risk, time to market, complexity and costs for asset tracking, remote monitoring and control, telematics, industrial automation and others, across many industries and vertical markets worldwide.

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