



IoT connectivity disruptors: case studies and analysis (volume VI)



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About this report

This report analyses and compares the IoT connectivity offerings of several IoT connectivity disruptors.¹ It outlines the companies' strategies for delivering IoT connectivity and discusses the implications of these approaches for other connectivity providers, including mobile network operators (MNOs) that are competing to supply IoT connectivity. It is based on several sources:

- interviews with key stakeholders in the IoT market
- Analysys Mason's internal research on the IoT connectivity market.

KEY QUESTIONS ANSWERED IN THIS REPORT

- How do IoT connectivity disruptors fund their growth initiatives?
- Which connectivity solutions do IoT connectivity disruptors deliver?
- Which horizontal and vertical solutions do IoT connectivity disruptors deliver in addition to connectivity?
- How do IoT connectivity disruptors differentiate their solutions and grow their IoT businesses?
- What are the strengths and weaknesses of the IoT connectivity disruptors?

CASE STUDIES

- Aeris
- Eseye
- KORE Wireless (KORE)
- Kajeet
- Onomondo
- Sierra Wireless
- Soracom
- Transatel
- Velos IoT (formerly JT IoT)
- Wireless Logic

WHO SHOULD READ THIS REPORT

- Traditional MNOs that are competing against IoT MVNOs in the IoT connectivity market.
- Alternative connectivity disruptors such as MVNOs that are competing in the global IoT connectivity market.
- Vendors that are supplying MNOs with IoT solutions.



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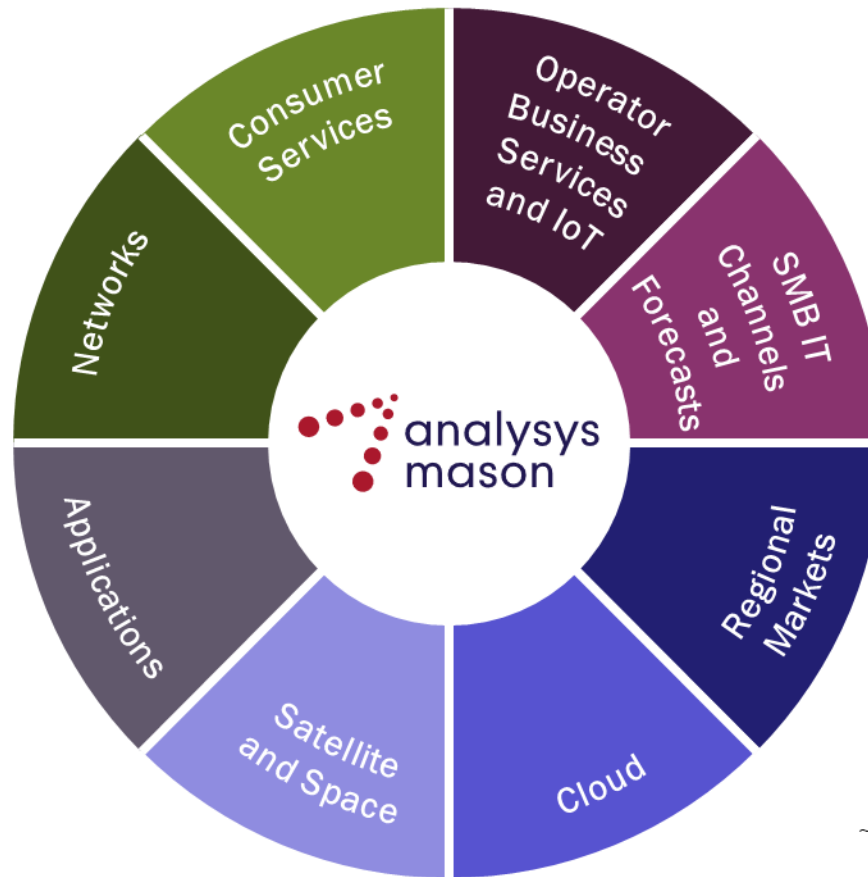
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