



# IoT: The New Klondike for CSPs?

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## Forecast

- **30 billion IoT connected** devices by 2020
- **\$11.1 trillion** to be generated **annually** by 2025 at IoT global market

“Extraordinary opportunities to get rich await!”

**Alaska Gold!**  
**Klondike Gold!**

*Like days of old, the days of gold,  
the days of '49.*

*Klondike the World.*

**The Alaska Transportation and  
Development Company,**

Incorporated. **Capital, \$5,000,000.** Non-Assessable.

HON. T. R. FOSTER of Vicksburg, Miss., President.  
F. A. OTTE, Secretary and Treasurer.



## IoT Klondike offers new opportunities

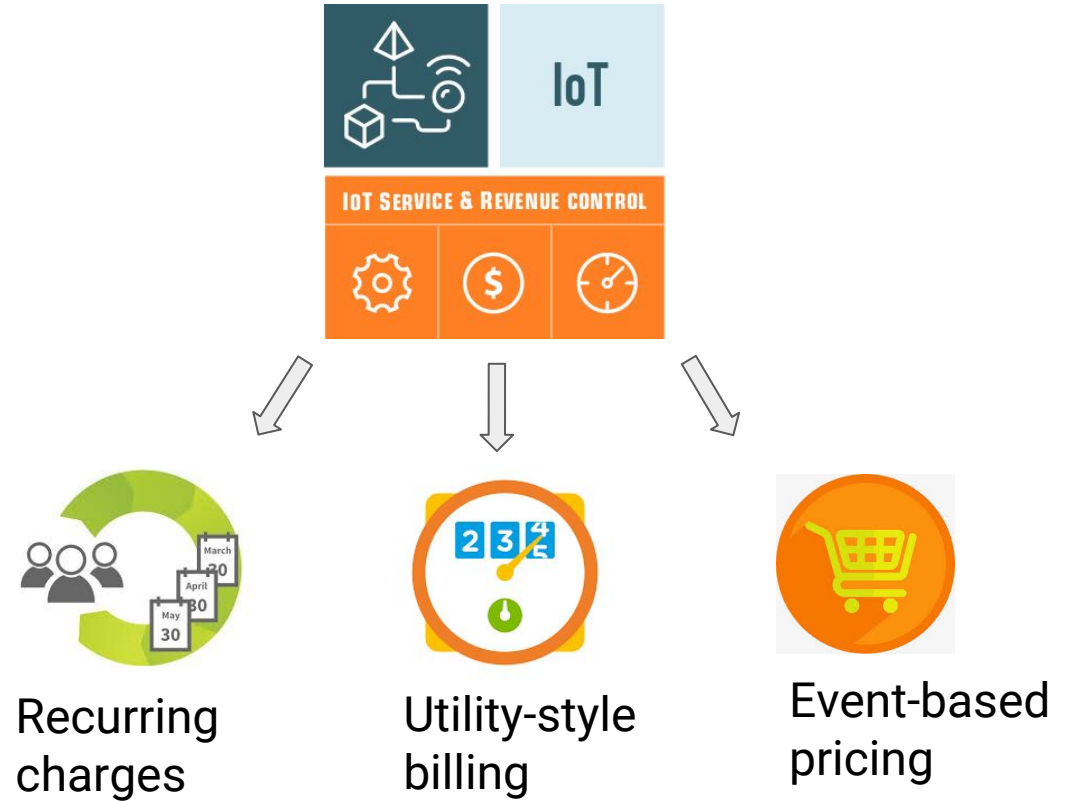
- Meet sky high customer expectations
- Increase customer retention
- Open new revenue streams
- Scale up profit
- Remain competitive and innovative

## Turning opportunities into gold

- Sales of end-to-end IoT solutions
- Delivery of IoT services
- Cross-sell and up-sell

# Flexible billing options

Revenue Assurance

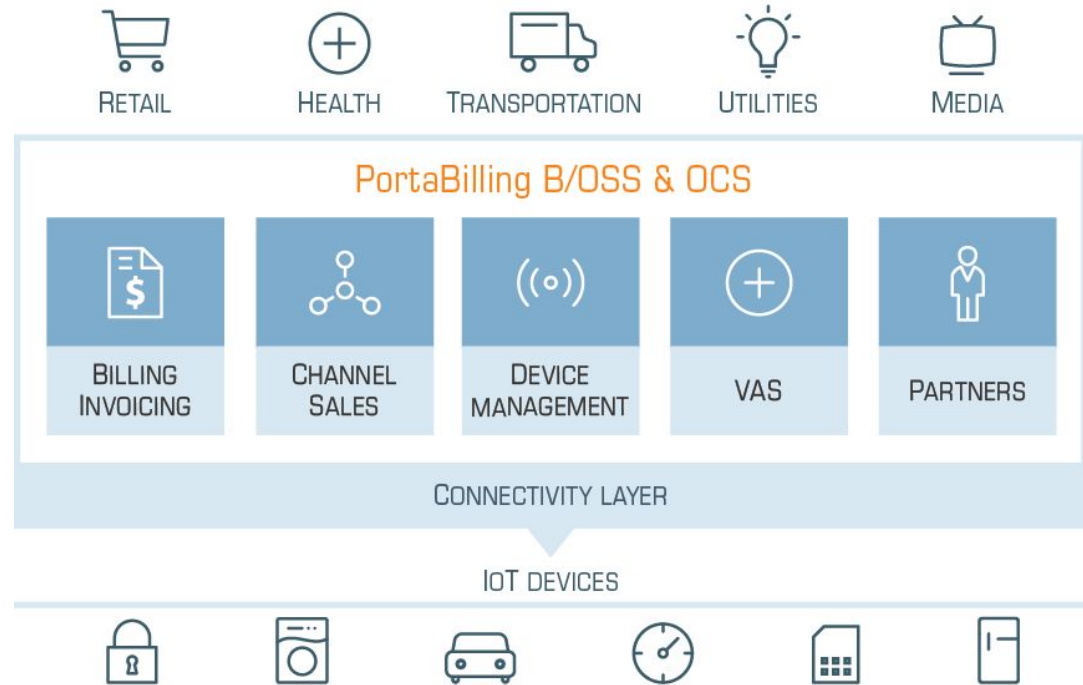


## IoT access plan offer: go unlimited for \$20/year

Getting connected has never been this simple. Save \$5 on unlimited data at 64 kbps for the first year. Plus, get up to \$16 back when you purchase a qualifying CAT-1 LTE module. It's our best deal yet.

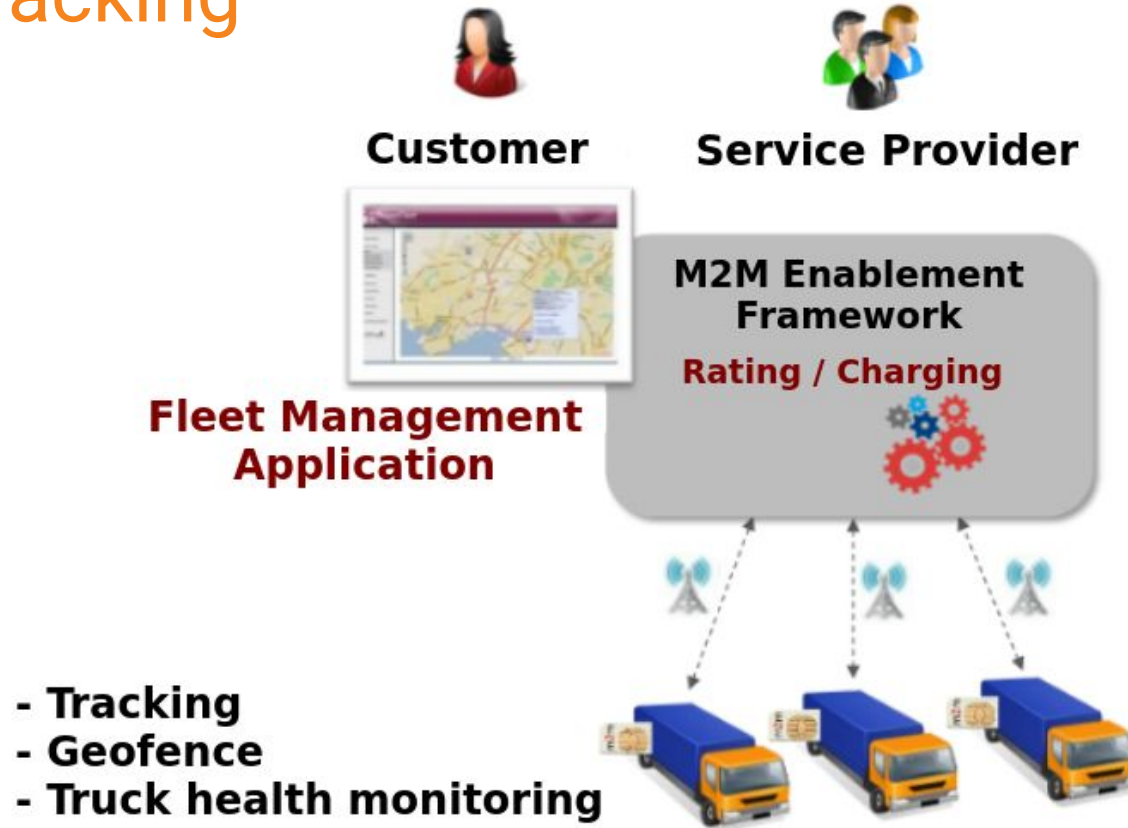
[Get this deal](#)

# Application Domains





## Fleet Tracking



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**Customer:** Transportation company

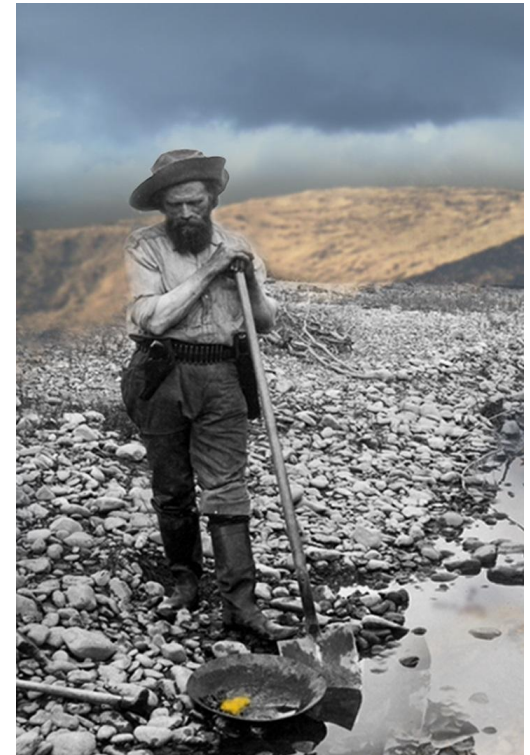
**Services:** M2M access plans

**Service and revenue control:**

- Activation of primary IMSI (local mobile core)
- Provisioning of secondary IMSI into Cisco Jasper
- Subscription / Consumption-based billing
- Invoicing

## Moving to the marketplace with PortaBilling

- Expand a cloud infrastructure
- Introduce mobility (4G/LTE)
- Use network slicing technologies
- Build ecosystem to deliver IoT services



# IoT: The New Klondike for CSPs

- Fast growing market
- New opportunities in many segments
- Ecosystems for IoT services
- Rapid IoT deployment and monetization with PortaBilling

**Summary**



Thank you!

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