



**Z A R I O T**

**CONNECTED. PROTECTED. ENHANCED.**

**CORPORATE BROCHURE**

**2024**

# CEO FOREWORD

Globally, cybersecurity and data privacy regulations are intensifying, driving further growth and opportunities for ZARIOT's award-winning cellular connectivity solutions.

As we continue our commitment to delivering a network that is flexible and open to innovation, we are pleased that this outlook is also shared and enhanced by our growing ecosystem of partners.

Together, we provide a robust and secure foundation for all our customers to build on. Empowering them to create their own refined, unique solutions that will meet their current, as well as evolving business cases.

This balanced approach towards flexibility and security also ensures that we remain at the cutting edge of cellular connectivity.

Along with our global team, we will continue to strive for excellence, innovation, and problem solving to continue delivering meaningful value to our cellular IoT customers and partners.



**DAWOOD GHALAIENY |**  
CEO, ZARIOT

# ABOUT ZARIOT

Established in 2020, ZARIOT is an award-winning cellular IoT connectivity provider and industry trailblazer.

Against a backdrop of increasingly sophisticated IoT solutions and cyberattacks, we set out to create the most functionally rich, yet secure cellular IoT network possible.

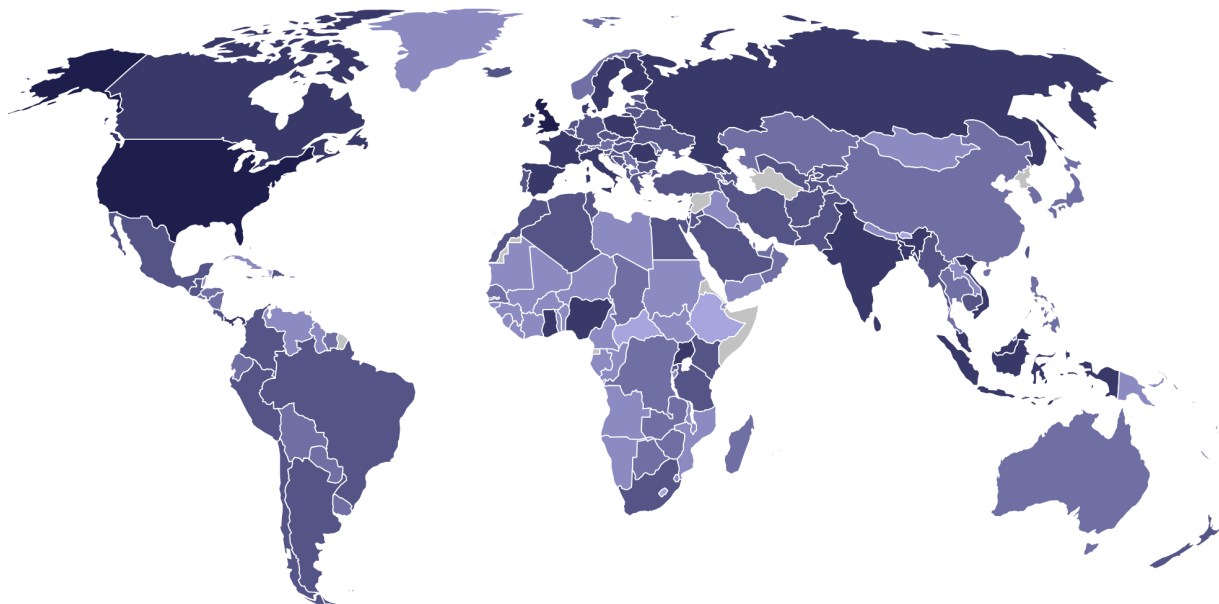
Today, we provide the best performing, secure coverage in over 650+ local networks, across 195+ countries.

We help companies across numerous verticals that require futureproof technology and seamless, agile management. With our use cases extending to smart mobility, industry 4.0, retail, construction, shipping, and more.

ZARIOT is headquartered in Ireland, with offices in Croatia, Spain and Dubai.

## Our aims

- To create the most secure, dynamic & customizable solutions, through our in-house technical expertise and growing partner ecosystem
- Open our network to innovation by providing necessary tools & features to give your IoT full flexibility, support & control
- Ensure security and regulatory compliance remains at the heart of any solution
- Make the telecoms network an integral, cohesive part of an IoT solution's end-to-end design



4 Operators

3 Operators

2 Operators

1 Operator

No Data

# CELLULAR IOT

Cellular IoT is a way of connecting things (e.g., sensors) to the internet via a SIM using the global mobile network. It provides a licensed and regulated alternative to low power, wide area networks (LPWAN) like non-cellular technologies (e.g. LoRaWAN), that operate in unlicensed bands.

The mobile wireless communication system has gone through several evolution stages since its introduction in 1979. As a result, it has emerged as a leader in the IoT connectivity space for those looking for innovative, secure and cost-effective options.

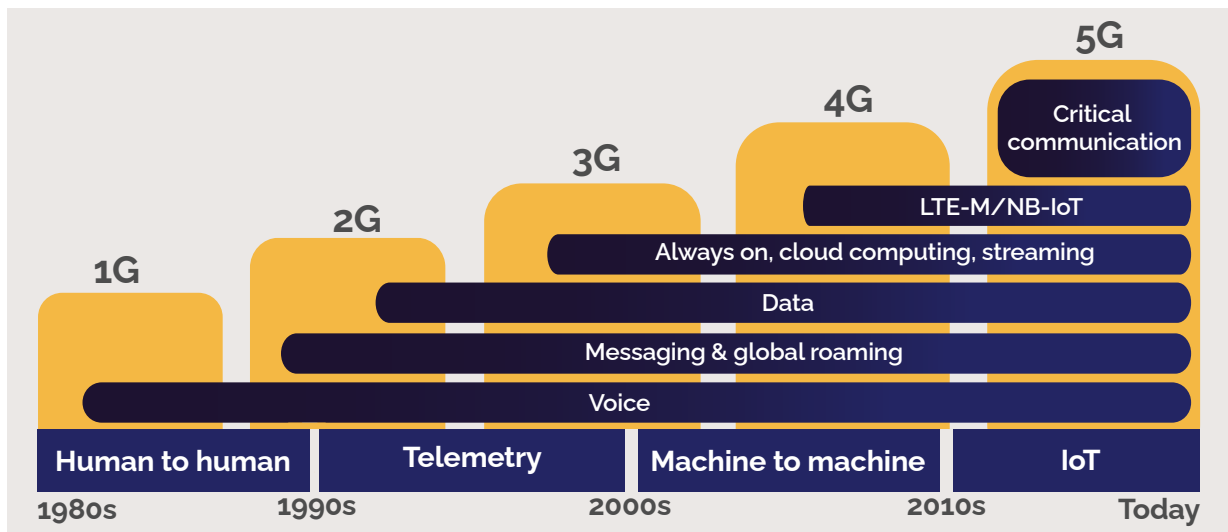






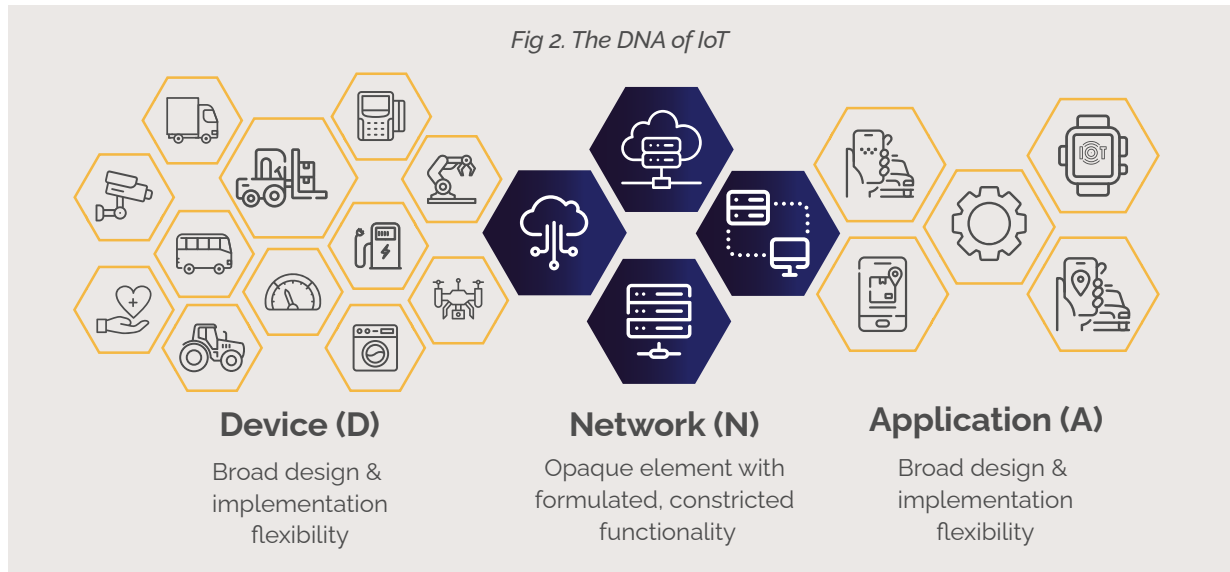


Fig 1. Mobile connectivity: A brief history

With additional functionality and capabilities, ZARIOT's IoT SIM cards add value to your business case by simplifying device management and reducing device lifetime costs, while maintaining full data integrity.

 <p><b>Global coverage</b> 195+ countries, 650+ networks with our fully-owned telecom network core</p>	 <p><b>eUICC SIMs</b> Customizable SIM features across all formats (e.g. eSIM, iSIM) with multi-IMSI profiles</p>
 <p><b>Device lifecycle management</b> Over-the-air (OTA) security &amp; feature updates, with portal for easy device management</p>	 <p><b>Full network security</b> Encryption key storage with protection against DoS, location tracking, SIM fraud, and more</p>
 <p><b>End-to-end data encryption</b> SIM acts as a root-of-trust (RoT) to owner with no third party access to data</p>	 <p><b>Ecosystem approach</b> Value enhancing tools &amp; value-added services from reliable ecosystem partners</p>

# DNA OF CELLULAR IOT



At ZARIOT, we believe the flexibility in devices and applications, must be extended to the network for a cohesive IoT solution.

In order to make it more adaptable, interactive, and collaborative, the network must be more accessible and transparent.

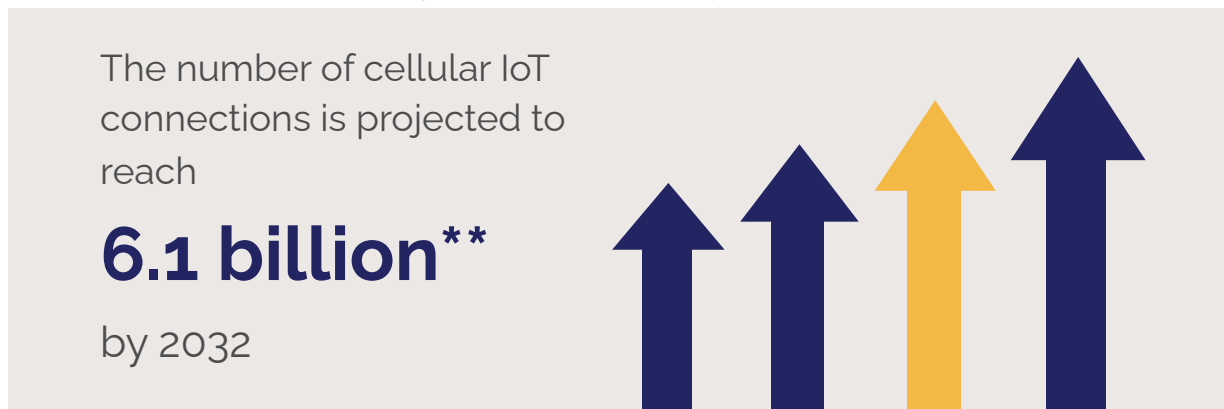
Across different technologies, elements that occupy the central position are used to smooth integration and remove friction.

This allows IoT implementers to gain an understanding and utilize all the tools available within telecoms.

Yet, cellular connectivity remains largely opaque and inflexible despite being the vital link in IoT's DNA.

They are then able to craft an ideal IoT connectivity solution, actively supporting their current and evolving goals.

*Fig 3. Cellular IoT market dynamics*



\*\*Berg Insights. Retrieved from Berg Insights: <https://www.berginsight.com/berg-insight-says-global-cellular-iot-connections-grew-22-percent-to-reach-21-billion-in-2021/>

# SIM INNOVATION

*IoT must be driven by the business case to achieve its goals, instead of the final objective being limited or hindered by technology. "If you only have a hammer, everything looks like a nail." What we provide is a toolkit to make connectivity an integral part of the overall IoT design.*

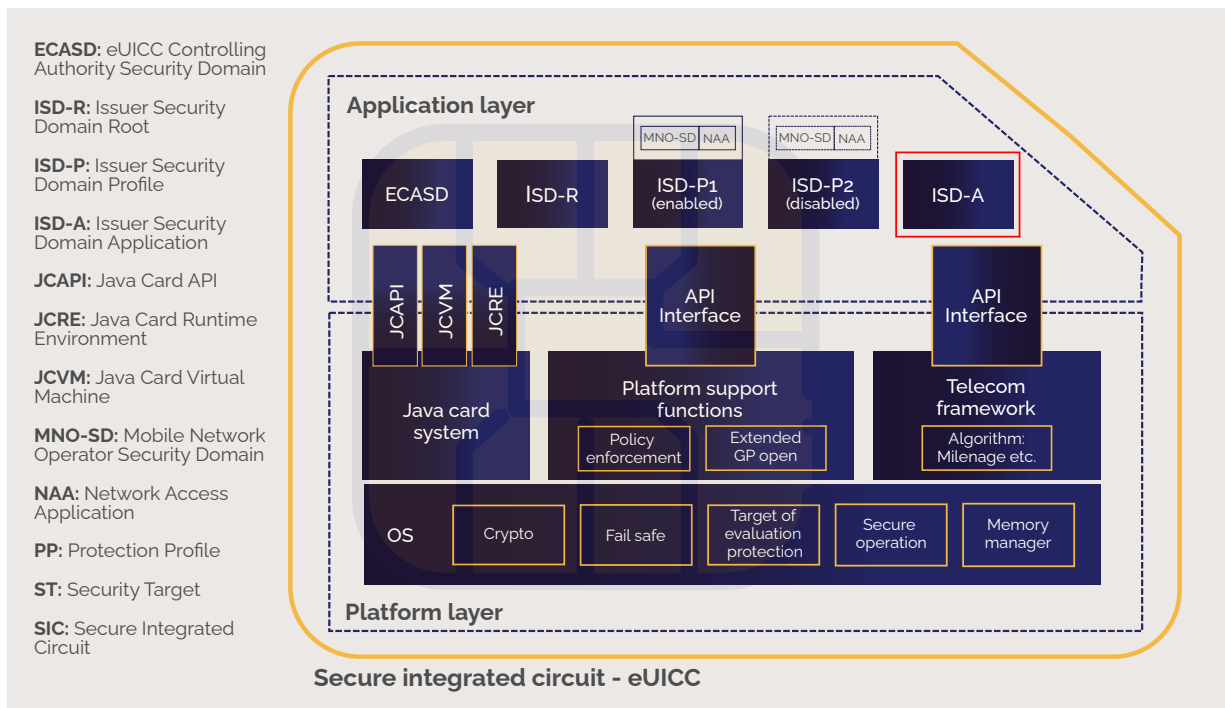
**JIMMY JONES** | Head of Security, ZARIOT

Our partnership with Kigen and in-house SIM expertise allows us to deploy our own, and partner features, directly on a non-volatile area of the SIM (ISD-A), allowing you to unlock the full processing power of the SIM.

All ZARIOT SIMs are manufactured in certified facilities which are part of the *GSMA Security Accreditation Scheme for UICC Production (SAS-UP)*. Our RSP is also verified as compliant with the *GSMA Security Accreditation Scheme for Subscription Management (SAS-SM)*, ensuring supply chain security and supporting your device certification process.

ZARIOT also benefits from network solutions by our affiliated company. The Signalling Firewall protects our network, giving us deep packet visibility and a Swiss army knife in our core. This network flexibility allows for the incorporation of features and traffic insights for detailed analytics in our customizable portal. The portal extends our outlook on innovation, with all management, provisioning, and statistics supported by an open API.

Fig 4. Anatomy of a SIM



# ECOSYSTEM APPROACH

As IoT and their interdependent elements become more diverse, collaborations are vital to bring new and innovative use cases to market.

ZARIOT is committed and active in bringing together a group of industry experts to create a comprehensive ecosystem. Together, we seek to bring the modularity and effortless customizability currently seen in cloud environments, into the world of telecoms.

This gives OEMs, IoT solutions owners, and systems integrators a better opportunity to see and understand the opportunities and versatility available to them.

*We want to enable stakeholders to effortlessly craft the ideal IoT solution for their current and evolving needs, and do so cost-efficiently so they continue to stay competitive in a rapidly changing landscape.*

Fig 5. ZARIOT partner ecosystem



atsign's multi-patented open-source software provides E2E encryption & simple device management.



Able Device provides multiple device solutions, including remote admin, QoS, security, & more.



Wadaro offers QoS metrics from devices for virtual "ground visibility", avoiding costly site visits.



Smart Axiom delivers a full blockchain platform specifically designed & built for IoT solutions.



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7shift delivers IoT device security testing via the Bunkai platform for device protection & certification.



Binare.io offers binary code inspection, securing devices & creating an SBOM, while monitoring for new threats.



Teragence maps out coverage & mobile signal strength in any location across Europe & North America.



Crypto Quantique provides E2E encryption, zero-trust secure provisioning, onboarding, & device life-cycle management.

# VALUE ENHANCING FEATURES

## Remote autonomous device restart



Remotely diagnose, troubleshoot & restart devices with device independent access.

## Asset location locking



Localize your device network access to lock down & protect functionality.

## End-to-end data encryption



Protect information & privacy of all transmitted data, & adhere to global cybersecurity regulations.

## Local carrier selection



Let us maximize connectivity, or use our data insights to control your own IoT access.

## Blockchain attestation integration



Ensure your blockchain ledger is populated with trusted data using tokenized attestation.

## Tamper-proof data storage



The SIM protects all data in the trillion-dollar telecoms industry, it can protect your IoT too.

## Security certification testing



Protect & certify your device using remote comprehensive IoT security testing.

## SIM based Asset Protection



Multiple applets to secure your IoT, from anti-IMSI catcher to device tamper control.

## Remote QoS visibility



Gather device data remotely as if you had boots-on-the-ground to reduce roll-outs.

## Simplified secure administration



Onboard & manage your cellular IoT estate securely & efficiently, even at scale.

## Data encryption & cloud integration



Simply, efficiently and securely onboard & administer your device from your cloud.

## Cellular signal & network analysis



Fully independent, crowd-sourced, real-world data on EU & US cellular access.

## Bespoke applet & solution development



Challenge ZARIOT & our partners to resolve challenges, & enhance your IoT solution.

## Device code inspection & security monitoring




Analyze & understand your full Software Bill of Material to monitor & secure your devices.

# PRICING MODELS

Where are you planning your deployment? How many devices do you need? What type of device and use case do you have? How much data do you require?

We will work with you every step of the way to find the most suitable data plan. Our prices are calculated according to your specific project requirements and we understand that these can change over time.

Fig 6. ZARIOT commercial terms



**IoT specific contracts**  
IoT deployments are too diverse to rely on traditional, one-size-fits-all "mobile phone" based contracts.

**No lock-ins**  
No contract lock-ins for ease of mind as you tailor your connectivity solution to your evolving IoT goals.

**Dynamic price plans**  
We extend our open, flexible approach to our price plans to balance and support your business needs.

**Free customizable portal**  
Our portal is supported by an open API for fuss-free integration and enhancements of your own applications.

- Competitive rates tailored to your data requirements
- Pooled data across all devices for your estate

- Bundled data or per MB usage rating options
- Blended regional, per country, or per carrier pricing offered

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*ZARIOT brings a new and flexible approach to IoT pricing models, challenging the commercial norms of telecoms. Our progressive plans reflect the seismic changes in network technology and how cellular connectivity can support and accelerate IoT adoption.*

DAWOOD GHALAIENY | CEO, ZARIOT

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# CONNECT WITH US



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