



Avnet Silica and Arkessa Accelerate IoT Application Deployment for OEMs and Enterprises Providing Cellular Connectivity Services

Poing, Germany, 26th February 2018 – Avnet Silica, an Avnet company (NYSE: [AVT](#)), today announced a collaboration with Arkessa, a leading Machine-to-Machine (M2M) managed services provider, to deliver connectivity services for reprogrammable SIM products that will speed time-to-market for OEMs and enterprises that are developing and deploying IoT based applications.

Avnet Silica's new [eUICC](#) (embedded Universal Integrated Circuit Card) solution, based on the Avnet Global IoT SM-SR (Subscription Management Secure Routing), will transform how OEMs go to market with connected products and how enterprises deliver IoT services around the world. The eUICC solution delivers product future-proofing capability by enabling IoT application solution providers to easily change mobile network operators (MNOs) without having to manually visit or recall IoT end devices that are already deployed in the field.

The partnership with Arkessa will enable default global roaming connectivity, combined with the ability to switch MNO service providers, and create a localised connectivity strategy that also works globally. By putting control and flexibility directly into the hands of the enterprise, remote SIM provisioning and network switching capability will have a profound impact on enterprise IoT deployment. Devices and services can be deployed internationally and then localised once in the field. For example, SIM profiles can be updated over-the-air (OTA) to satisfy new business rules or to take advantage of commercial or technical advances in new and emerging cellular technologies, such as LTE Cat M and 5G.

Specifically, Arkessa and Avnet Silica will collaborate to provide eUICC managed services on MFF2 (eSIM) and 2FF/3FF removable SIM form factors. Arkessa's global multi-network MVNO platform delivers managed connectivity services including global roaming, localised MNO profiles, security and subscription management services.

Andrew Orrock, CEO at Arkessa said, "We are excited to extend our relationship with Avnet as it leads the way in making IoT products and services easy to deploy for its global customers. Avnet customers can now access global cellular connectivity services and reprogrammable SIM technology through Arkessa."



Guillaume Crinon, Global IoT Strategy Manager at Avnet Silica, said, “Arkessa’s network-agnostic approach means we can offer our customers a unique eUICC offering together with a global connectivity service that is easy to consume both commercially and technically. The solution addresses complete product lifecycle requirements, everything from end-of-line production test to full-scale international deployment and reverse logistics.”

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About Avnet

From idea to design and from prototype to production, Avnet supports customers at each stage of a product’s lifecycle. A comprehensive portfolio of design and supply chain services makes Avnet the go-to guide for innovators who set the pace for technological change. For nearly a century, Avnet has helped its customers and suppliers around the world realize the transformative possibilities of technology. Learn more about Avnet at: www.avnet.com.

About Avnet Silica

Avnet Silica is the European semiconductor specialist division of Avnet, one of the leading global technology distributors, and acts as the smart connection between customers and suppliers. The distributor simplifies complexity by providing creative solutions, technology and logistics support. Avnet Silica is a partner of leading semiconductor manufacturers and innovative solution providers over many years. With a team of more than 200 application engineers and technical specialists, Avnet Silica supports projects all the way from the idea to the concept to production. For more information, visit www.avnet-silica.com

About Arkessa

Arkessa is a global M2M managed services provider making Internet of Things (IoT) connectivity easier and future-proof. Arkessa connects devices and services to the IoT, regardless of location, network operator or wireless technology. For more information, visit www.arkessa.com/euicc.

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