Ericsson Industry 4.0 partner program for device vendors and ISVs
Industry 4.0 device and ISV partnership: Connecting you to a competitive advantage

Connectivity in industrial settings today tends to be a mixture of hard-wired (with high costs for installing cables), Wi-Fi, RFID, Bluetooth, Zigbee, and others—each chosen to solve a particular niche problem. When cellular is used today, it is used to connect to devices outside the four walls of the factory or warehouse.

Many manufacturers and logistics providers are undergoing digital transformations to increase automation, and they will soon bump up against limitations in their current connectivity solutions. For example, device density (the number of connected devices per square meter) is limited with some current solutions.

Private cellular networks provide reliable, secure connectivity, overcoming these limitations. When a manufacturer runs a dedicated cellular network in a factory, it provides higher reliability, lower latency, higher security and higher device density than current systems.

Ericsson Industry 4.0 is an easy-to-use cellular connectivity solution and Ericsson Private Networks is a highly customizable connectivity solution. Both help accelerate Industry 4.0 transformation.

Grow your customer base and revenue

The Ericsson partner program for device technology vendors and independent software vendors (ISVs) offers exceptional opportunities to:

- Align with a global leader in cellular connectivity
- Bring products to manufacturing, distribution and logistics customers
- Utilize the our resellers and system integrators as channels.
- Achieve significant growth and increase revenue

What Private Networks and Industry Connect offer you and your customers

As an Ericsson Industry 4.0 partner, you’ll get your brand promoted to Industry 4.0 resellers, integrators, manufacturing, distribution and logistics customers. Ericsson Industry 4.0 device and ISV partners also are able to participate in customers’ trial or proof-of-concept installations to demonstrate capabilities and benefits. As the trials move into production, customers will increase investment in devices and software.
More great reasons to partner with Ericsson

**Ericsson Industry Connect**

Purpose-built for industrial environments such as factories and warehouses, Ericsson Industry Connect is easy to use and manage for information technology (IT) and operational technology (OT) professionals.

Benefits to customers include:

- **Easy**—In creating Ericsson Industry Connect, we looked at usability from the ground up to create a solution that is easy to use and easy to manage for IT and OT professionals (no telco expertise required).
- **Turnkey**—With pre-configuration and self-discovery of equipment, Ericsson Industry Connect can be installed in one day with mounting of Radio Dots on the ceiling in a day.
- **Reliable**—Cellular technology uses interference management to mitigate network disturbances and provide more reliable coverage throughout the factory. Because there is no handoff between access points, cellular connectivity eliminates dead spots and provides reliable connectivity throughout the factory or warehouse.
- **Path to 5G**—Many wireless use-cases in the factory or warehouse can be addressed with 4G (LTE). Because Ericsson Industry Connect is currently based on 4G with a path to 5G, enterprises can start today and move to 5G when the time is right.

**Ericsson Private Networks**

Industrial digitalization drives high demand on local private networks. Through our leadership in LTE and 5G technologies, we deliver standalone and integrated Private Networks for high reliability, high performance and secure communications, fulfilling business critical and mission critical needs. The solutions enable integration of diverse devices such as sensors, machines, in-vehicles and hand-held devices across a wide range of applications for industry enterprises with flexible deployment models. The solutions can be tailored to serve various scenarios e.g. indoor and outdoor, data and voice, standalone or integrated with public networks.

**Promote your brand**

Optionally, you can apply for badges that are displayed on ericsson.com as well as on your website. Badges indicate your investment of assets and resources to support your product specializations, such as Industry Connect or Private Networks. Badges include “Qualified,” which requires that minimum training requirements are met, and “Connected,” which indicates successful testing of either the device or software interoperability with your product specializations. Each badge has terms and conditions. Join the partner program to learn more.
It’s all about connectivity

Ericsson enables communications service providers to capture the full value of connectivity through industry-leading insights, innovations and patents that are first to market with lower total cost. Ericsson’s innovation and leadership not only put us at the forefront of cellular technology development in the core areas of Networks, Digital Services, Managed Services, Technologies and Emerging Businesses; they help us drive down cost and make our customers more efficient.

Today, globally, we serve customers in more than 180 countries with over 94,000 employees. As an Industry 4.0 Connect partner, you can draw upon that same expertise, capability and exceptional value proposition to better build new and existing customer relationships that yield greater revenues and expansive opportunities for your business model.

Two solutions to address on-premise connectivity

Private Networks (4G & 5G stand-alone example)

5G NR
5G NR (Antenna Integrated)

LTE RAN
Macro Radio
Micro Radio
Radio Dot

Both stand alone and integrated with operator to scale and re-use of assets
Flexible configurations including critical communications features

Industry Connect overview

Controlled environment/indoor solution for factories and warehouses industry 4.0 applications
Easy to order, easy to install and easy to manage for enterprise IT
Channel ready, CSPs as Value added reseller – designed for GTM scale
Ericsson is one of the leading providers of Information and Communication Technology (ICT) to service providers, with about 40% of the world’s mobile traffic carried through our networks. We enable the full value of connectivity by creating game-changing technology and services that are easy to use, adopt and scale, making our customers successful in a fully connected world. For more than 140 years, our ideas, technology and people have changed the world: real turning points that have transformed lives, industries and society as a whole.