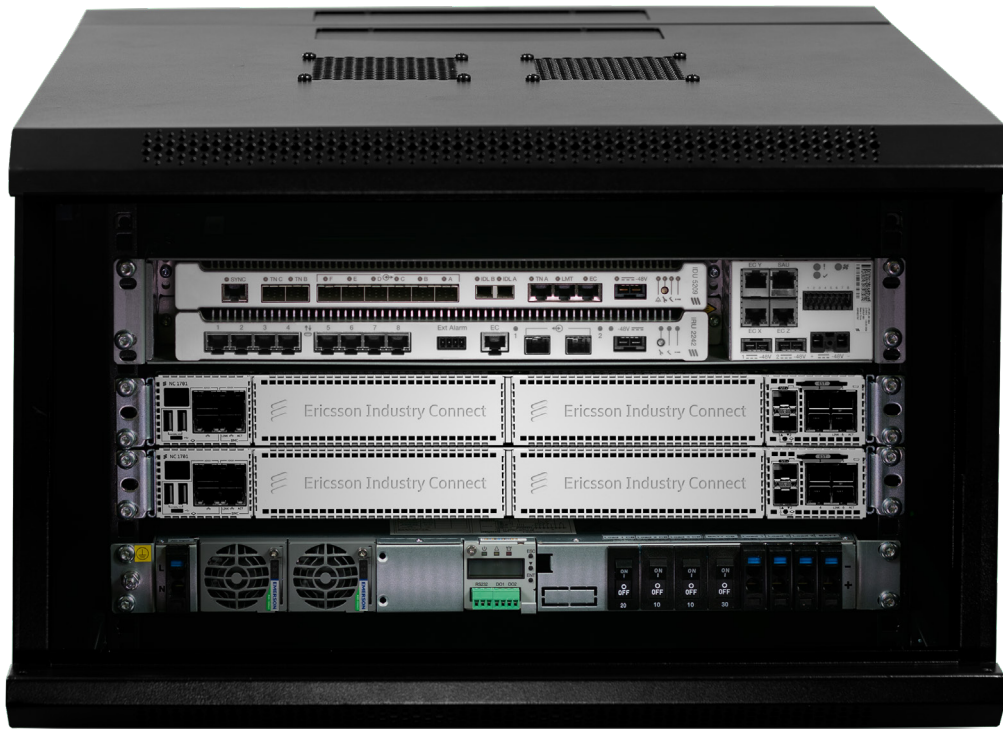




[ericsson.com/
industry4.0](http://ericsson.com/industry4.0)



Ericsson Industry
Connect partner
program for
device vendors
and ISVs

Industry Connect 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 Connect is an easy-to-use cellular connectivity solution to accelerate Industry 4.0 digital transformation.

Grow your customer base and revenue

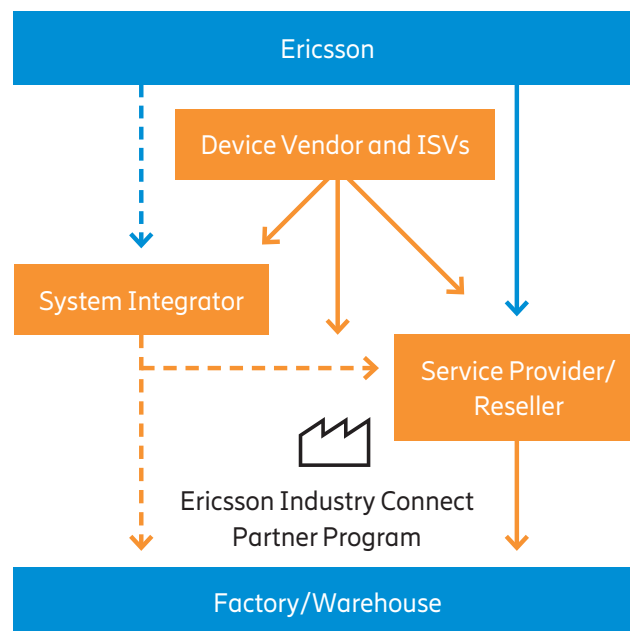
The Ericsson partner program for device technology vendors and independent software vendors (ISVs) offers exceptional opportunities to:

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

What Industry Connect offers you and your customers

As an Ericsson Industry Connect partner, you'll get your brand promoted to Industry Connect resellers, integrators, manufacturing, distribution and logistics customers.

Ericsson Industry Connect 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



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 selfdiscovery of equipment, Ericsson Industry Connect can be installed in less than an hour 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.

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 Industry Connect. Badges include “Qualified,” which requires that minimum training requirements are met, and “Compliant,” which indicates successful testing of either the device or software interoperability with Industry Connect. Each badge has terms and conditions. Join the partner program to learn more.



ERICSSON Industry Connect
Compliant

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 Ericsson Industry 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.



Centralized Cloud background

- 24x7 supervision, maintenance and support
- Automated life-cycle management of sites including backup, restore, update and roll-back
- Web app and Rest API

Hardware on-site

- Easy to set up and manage; includes selfdiscovery of network equipment

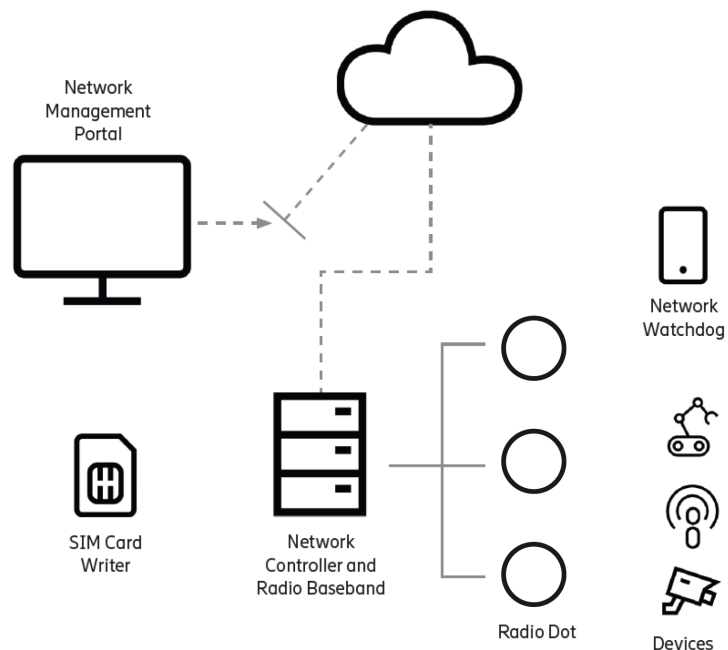
Fully self-sustained sites

- Complete mobile core network on-site ensures continuous, uninterrupted operation
- No connection to cloud needed for data transmission and attachment of devices

Leveraging Ericsson's proven LTE radio portfolio

- For indoor and outdoor environments
- Ericsson Industry Connect partner program

Industry connect overview



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.