

Use Case: Sponsored Roaming

Creating value for a leading global software company

OUR CUSTOMER

A global software company reaching across 190 countries, supporting organisations of all shapes and sizes to build momentum and unlock value through the power of IoT. They deliver mission critical IoT programs and help companies tap into big data at unprecedented volumes and speed.

OUR SOLUTIONS

Through our partnership, our customer got to leverage Vodafone's leading coverage, had a quick and seamless deployment process, benefited from pricing models that we've tailored to their specific needs, and enabled LPWA technologies available in roaming.



Leading global outbound roaming coverage



Fast and easy deployment



Tailored pricing models

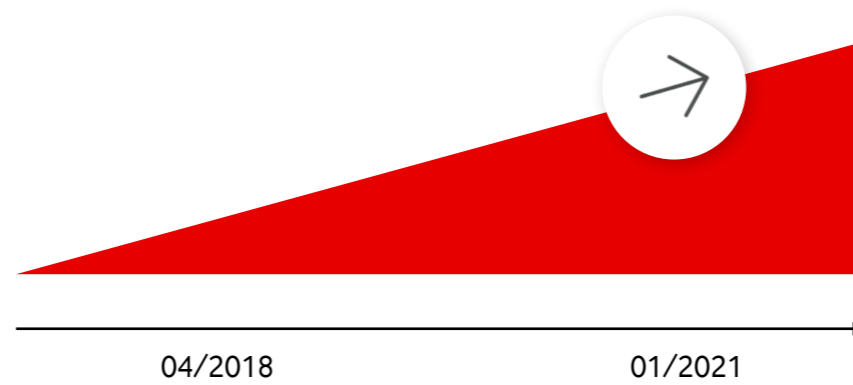


LPWA technologies



Furthermore, we enabled their software management platform to support Fleet Management, Asset Tracking, Mobile, Home and Industrial Security functions with a number of innovative solutions.

As a result, our partner has seen significant business growth and opportunities:



- **Number of roamers** more than **doubled** over two years
- **119% increase** between April 2018 and Jan 2021

In our customer's words:

„It's a pleasure to work with the Vodafone team that shares and maintains the same motivations for winning IOT business within a complex global arena. Their service and support are unwavering, and our business relationship remains a trusted partnership.”

VP of Marketing



Together we can

vodafone