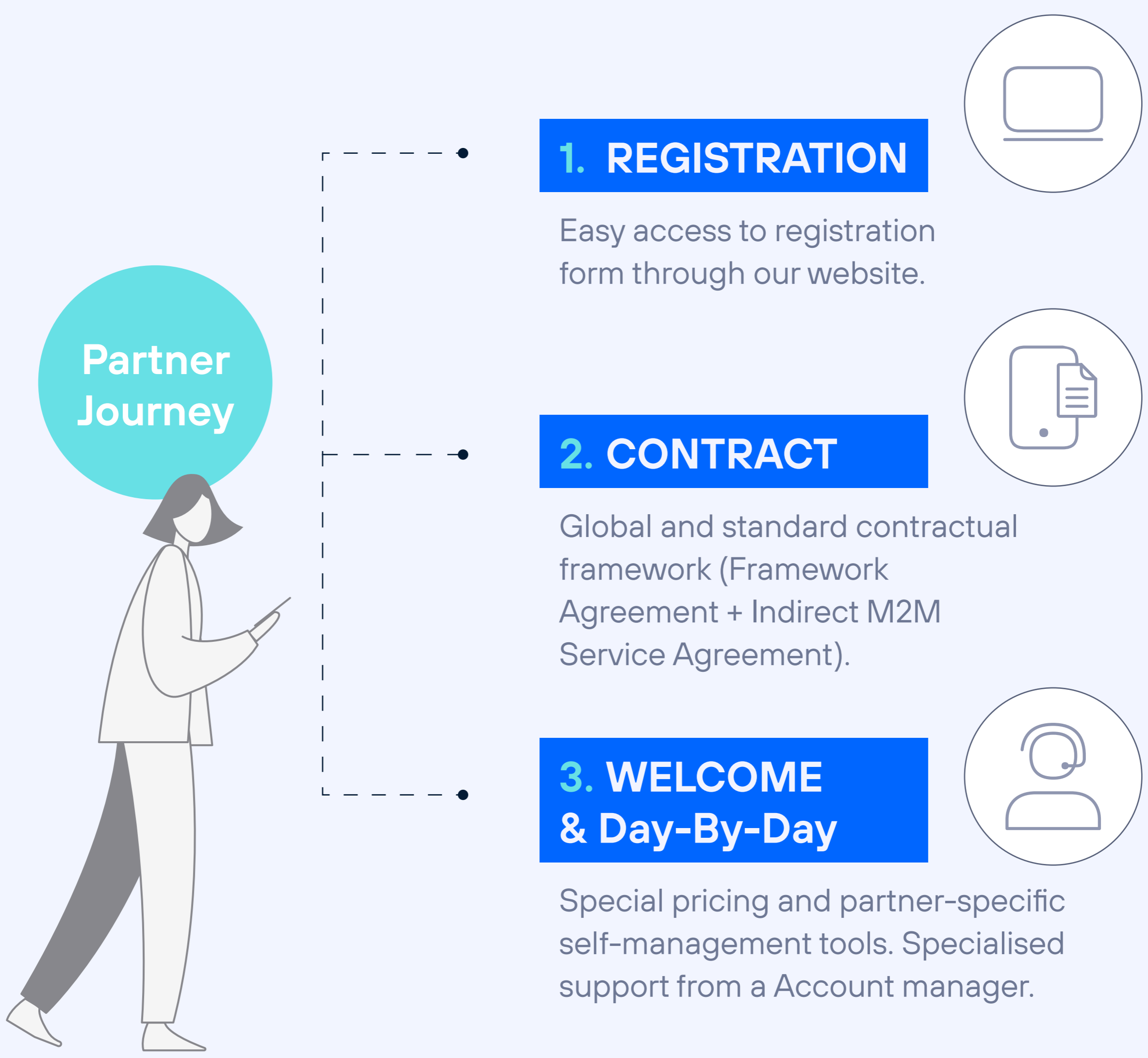




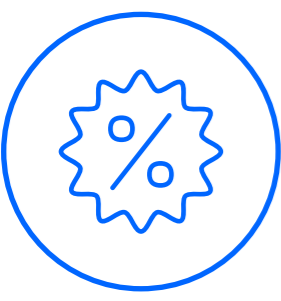

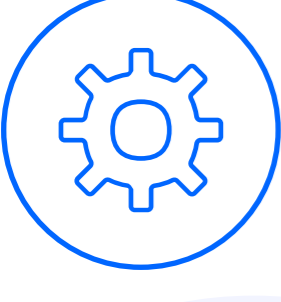

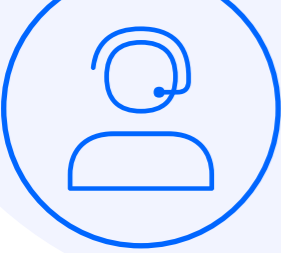
IoT Partners

IoT Partners **is the IoT partner relationship ecosystem** through which you can gain differentiation and accelerate your growth in the **commercialisation of managed connectivity and IoT devices together with Telefónica**, mutually improving capillarity and scalability.

Learn About the Partner Journey



Discover the benefits of IoT Partners

- 
 • Access a simple and flexible pricing and discount scheme for connectivity, **allowing you to reach the market in an agile and personalised way**.
- 
 • Enjoy an **online transactional portal** to be able to operate with Telefónica anytime, anywhere.
- 
 • Improve **process and operational automation** by integrating your systems with the managed connectivity platform (KITE).
- 
 • **Get global coverage** with the Global SIM and competitive advantages with the local solution depending on the country.
- 
 • **Achieve a simple and efficient relationship structure with Telefónica**, combining self-management with the support of a Account manager.

Why Telefónica Tech?

World Leaders for the 7th consecutive time in Gartner's Managed Connectivity Services MQ 2021.

We have the **ability** to develop in-house, or on-demand with expert partners, all the **digital expertise and devices** to implement the most comprehensive and flexible IoT partner programme, with **around 2,000 business partners worldwide**.