

IoT Partners Programme

Get to know the Telefónica Tech IoT Partners Programme

IoT Partners is the first managed connectivity programme launched by a TelCo, based on an IoT partner ecosystem that allows you to differentiate yourself and accelerate your growth in the **commercialisation of connectivity and IoT solutions hand in hand with Telefónica**, mutually improving both capillarity and scalability.

How to become a IoT Partner



Find out about the benefits of the IoT Partners Programme

- 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 the **automation of processes and operations** thanks to the integration of your systems with KITE, our managed connectivity platform.
- Get global coverage** with the Global SIM and competitive advantages with the local solution depending on the country.
- Achieve a simple and efficient relationship model with Telefónica**, combining self-management with the support of a commercial manager.
- [LEARN MORE](#)

Why Telefónica Tech?

Leader in the Gartner® Magic Quadrant™ for Managed IoT Connectivity Services, Worldwide, for the **10th consecutive year** globally, February 2024.

We have the **capability** 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.**

