

# You're Not Alone: Solving IoT Challenges with Ecosystem Partners

'Ecosystem partners' is a way to describe cross-industry partners that team up to bring the best to businesses. This approach can go a long way to **boost revenue and reduce complexities**.

Ecosystems make up, on average, **13.7%** of total annual revenues, drive **12.9%** in cost reduction, and generate **13.3%** in incremental earnings.<sup>1</sup>



31% of CEOs surveyed indicated their strategy includes an **external ecosystem of business partnerships**.<sup>1</sup>



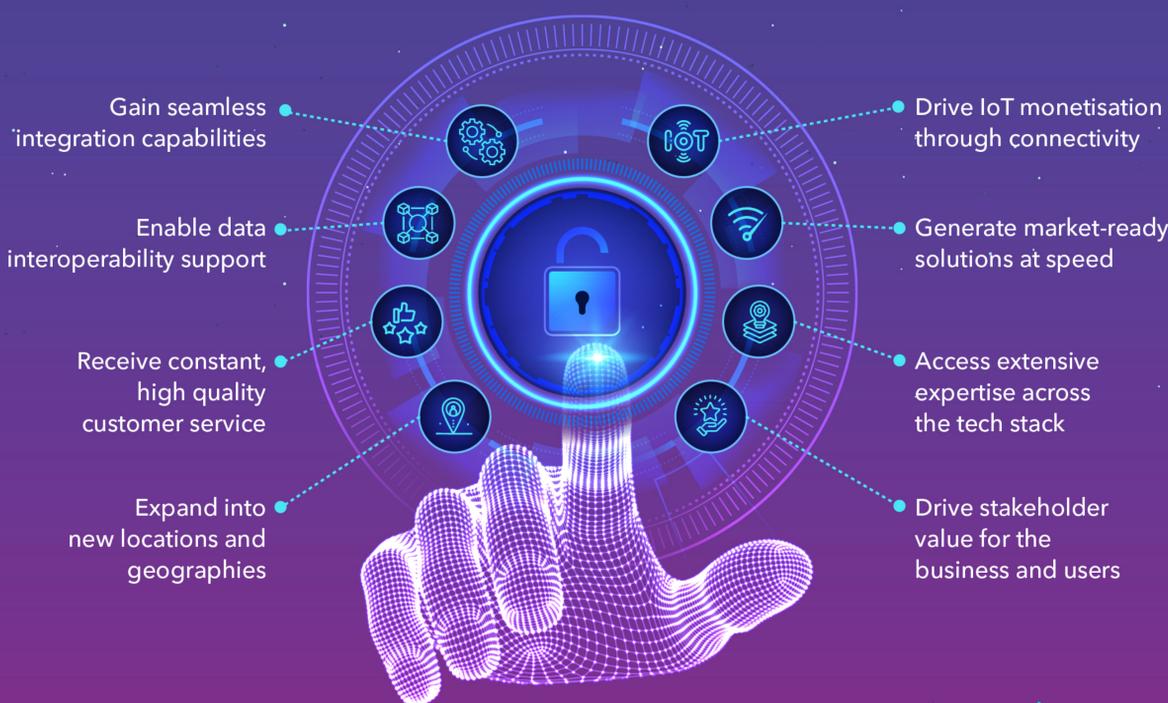
**91% agree that ecosystems have increased business resilience**, 69% state ecosystems are very important to success.<sup>1</sup>



76% of leaders agree current business models will be 'unrecognisable' in the next 5 years, **with ecosystems the main change agent**.<sup>2</sup>

Platform-based technology supports IoT partner ecosystems, offering a foundation for different products and services. The right strategy will help a business to define a connectivity infrastructure that's dependable and forward-thinking.

When it comes to IoT deployments, partner ecosystems open the door to **tangible benefits**, including the opportunity to:



## What you should look for in an ecosystem partner

Ensure concise research and explanations to **support strategic approaches**



Offer **reliable and scalable mobile connectivity** options to ensure you remain connected



**Respond to IoT challenges quickly** and resolve them effectively



**Provide extensive connectivity expertise** to apply to specific use cases



**Minimise risk, decrease deployment costs, and improve resource allocation**



**Integrate different solutions** and services to realise the best result



## Understand the power of combined expertise

Singtel operates on the understanding that **combining expertise from technological and business leaders leads** to greater outcomes. With an ecosystem of partners and associates, we:



**Work with global partners** to deliver seamless, end-to-end and entirely comprehensive solutions.

**Draw on a whole host of regional and local partners** to realise your IoT dreams no matter where you are.



Take out the hassle of setting up your IoT infrastructure and suppliers, and **deliver a solution based on your needs**.

With Singtel, customers can benefit from an unparalleled ecosystem of **34 Tier-1 mobile network operators (MNOs) present in 100+ markets**.

Together we can build fully integrated, connected strategy for better customer experiences across the region.

Step into the world of ecosystem partners and see how you can extend your IoT strategy.

Contact us

### References:

1. EY, The CEO Imperative: How mastering ecosystems transforms performance, 2022
2. Forbes, The Evolution of Partner Ecosystems and How Businesses Can Build Them Successfully in a Digital World, 2021