SGP.32: Turning a Threat into an Opportunity for MNOs

Challenge: The Impact of SGP.32 on MNOs

The GSMA's SGP.32 standard represents a major shift in Remote SIM Provisioning (RSP) by giving enterprises greater control over their IoT connectivity. Unlike SGP.02 (M2M) and SGP.22 (Consumer), SGP.32 allows enterprises to switch connectivity providers without requiring MNO approval.

According to Kaleido Intelligence, the number of active IoT eSIM connections will surge from 286 million in 2024 to 1.7 billion by 2030, with SGP.32 emerging as the de facto standard for IoT deployments.

While this enhances enterprise flexibility, it also presents significant risks for MNOs:

- **Loss of Customer Lock-in** – Enterprises can change connectivity providers freely, reducing MNO control.
- **Interoperability & Security Challenges** – Smooth profile migration requires seamless integration and compliance with stringent security protocols.
- **Revenue Disruption** – Traditional roaming-based revenues are at risk as enterprises localize profiles for cost savings.
- **Regulatory Complexity** – Compliance with permanent roaming restrictions adds new operational challenges.

ANALYST INSIGHT:

> SGP.32 gives much more freedom to enterprise customers to 'at the click of a button' move some or all of their connections from one network to another. However, there are still unknowns in how this will work in practice, and it is best delivered as a managed service to address its challenges."
>
> – TRANSFORMA INSIGHTS (2024)

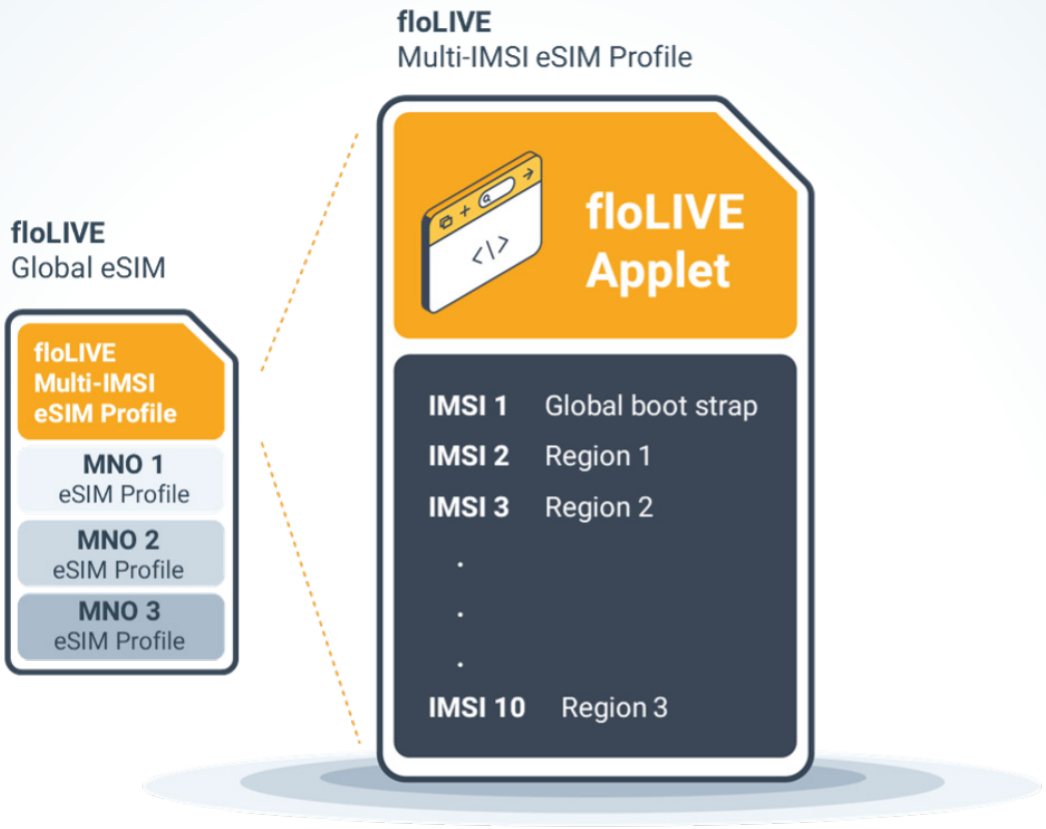
The Opportunity

SGP.32 is not a universal solution for IoT connectivity, but rather a new tool that MNOs can leverage. With IoT eSIM connectivity revenue forecasted to exceed $26 billion by 2030, MNOs that proactively adopt SGP.32-based managed services will capture a significant share of this high-growth market.

Approach: How floLIVE Solves SGP.32 Challenges

floLIVE's cloud-native connectivity platform enables MNOs to turn SGP.32 into a competitive advantage rather than a threat. Our agile, compliance-driven approach includes:

- **Hybrid Connectivity Model (Multi-IMSI + eSIM) –** Combining Multi-IMSI for global coverage with SGP.32-based eSIM provisioning for compliance and enterprise flexibility.
- **Cloud-Native Network Management –** Seamless profile switching without complex backend integration, ensuring enterprises can localize profiles while maintaining security and service continuity.
- **Regulatory Compliance & Localized Connectivity –** floLIVE enables MNOs to comply with permanent roaming regulations through localized network breakouts in key markets, ensuring uninterrupted global IoT connectivity.
- **Seamless MNO Integration –** floLIVE's API-driven architecture integrates effortlessly with existing MNO infrastructure, reducing the operational burden.
- **Monetizing eSIM Connectivity –** MNOs can offer managed eSIM services, ensuring they retain enterprise customers and unlock new revenue streams rather than losing business to alternative providers.
- **Connectivity Management Platform (CMP) Aggregation –** Provides a single pane of glass for end-to-end connectivity oversight, ensuring customers never leave your management portal while monitoring, provisioning, and troubleshooting their IoT connectivity.
- **Interoperability & Security Management –** floLIVE maintains commercial agreements with global profile vendors (MNOs) and handles integration and certification among SIM vendors, RSP vendors, and MNO infrastructure. This streamlined approach eliminates the heavy lifting for you, ensuring robust security and minimal operational complexity.



ANALYST INSIGHT:

> Transforma Insights expects that devices managed via remote SIM provisioning will grow rapidly over the next decade but will remain the minority of new connections, albeit approaching 50% at the end of it. The best approach for enterprises is not to 'hit and hope' by trying to build their own SGP.32 solution but to work with a trusted vendor that offers a hybrid approach."
>
> – TRANSFORMA INSIGHTS (2024)

The shift from SGP.02 to SGP.32 introduces vendor fragmentation concerns. floLIVE's cloud-native infrastructure eliminates this complexity, ensuring seamless integration with MNOs' existing networks.

By offering these capabilities, floLIVE empowers MNOs to stay competitive in the evolving eSIM landscape.

Results: Business & Operational Benefits for MNOs

MNOs that partner with floLIVE gain:

- **Regulatory Compliance with Ease –** Stay ahead of SGP.32-driven compliance mandates without disrupting existing connectivity models.
- **New Revenue Models –** Instead of losing traditional roaming revenue, MNOs can capitalize on eSIM-based enterprise connectivity services.
- **Competitive Differentiation –** By offering flexible, enterprise-friendly IoT connectivity, MNOs can become strategic partners rather than just network providers.
- **Cost-Efficiency –** Reduce reliance on outdated roaming models while improving IoT service delivery.
- **Enhanced Scalability –** Manage global IoT connectivity with a software-driven, cloud-native approach that eliminates operational complexity.

Industry Insights: Analysts predict SGP.32 adoption will reach 50% of IoT connections in the next decade. MNOs that proactively adapt will gain a first-mover advantage.

Emphasis: Future-Proof Your IoT Connectivity Strategy

SGP.32 is reshaping IoT connectivity. Analysts predict that within the next decade, SGP.32 will power nearly 50% of all IoT connections. MNOs that adapt early will establish a first-mover advantage, while those who hesitate risk losing key enterprise customers to competitors that embrace this shift.

floLIVE's platform ensures that MNOs are not just ready for SGP.32 but positioned to lead the market.

Don't wait until it's too late. Schedule a consultation with floLIVE today and discover how you can transform SGP.32 into your next business advantage.