

# Build new telco offerings in partnership with other service providers

Traditionally, telecommunications network operators have had to invest heavily to create dedicated services on top of their data networks. With Intertrust Home  $^{\text{TM}}$ , the operator can now control and protect subscriber data while sharing it with specialized partners.

The result is the creation of new value-added services such as home energy management, insurance, home security, aging in place, and health and wellness. The sky is the limit.

Energy-as-a-service, for example, has never been easier, where a telco focuses on data and the energy partner delivers efficient electrons over the top.

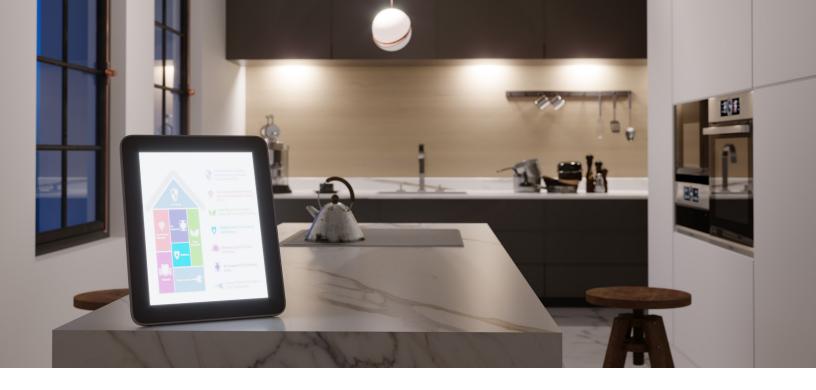


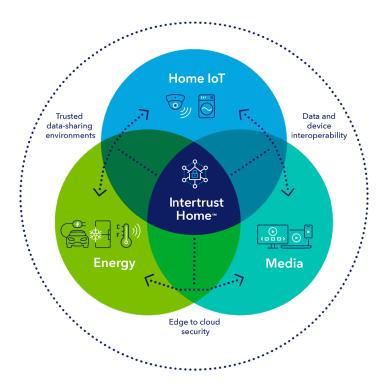
# Harnessing secure collaboration environments and trusted device ecosystems

With Intertrust Platform technology, telecommunications network operators can build expanded device ecosystems in the home by using Intertrust's hyper-scalable Explicit Private Network (XPN<sup>TM</sup>) technology. This protects and connects devices and makes them highly available to their partner service providers. Using Intertrust Home, operators can:

- Securely federate and virtualize data collected from connected devices such as TVs, heat pumps, and electric vehicle chargers in full compliance with privacy and data roaming regulations.
- Provide secure services and connected devices to the home to build trusted data-driven partnerships—regardless of underlying data technologies and clouds used.
- With <u>Intertrust XPN</u>, data authenticity, integrity, and confidentiality are assured from edge to cloud and back.

With Intertrust Home, the operator can control and protect subscriber data while sharing it with specialized partners.





### **Our solution**

### Increase ARPU (average revenue per user) and reduce churn rate

- With Intertrust Home, operators collaborate with partners to offer trusted home IoT data-driven services with higher margins and more "stickiness."

#### Provide vendor-neutral device and data interoperability

 Through vendor-neutral device authentication, network operators and other home IoT ecosystem partners can work with a wide range of home IoT devices.

## Reduce Opex by avoiding investments in complex, new infrastructure, and marketplaces

- Eliminate spending on entering new markets while minimizing spending on headends and edge infrastructure. Our solution works in conjunction with a company's current data infrastructure, without the need for large-scale data movement.

## Infuse persistent data protection and data governance from device to cloud

 Create differentiated data products and services while complying with privacy regulations such as GDPR and EU Data Act.