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VP of Enterprise Solutions – North America, Semtech

ELEVATE PARTNER SUMMIT – 2023

Dean Antonilli – Vice President of Enterprise Solutions, North America



Topics to Cover

- Introductions
- How we **partner** and **win** together
- What we **really** do for a living
- It's a **great** time to be in this industry and a Sierra partner!



SIERRA WIRELESS | SEMTECH®

a leading global supplier of high-performance semiconductor, IoT systems, and Cloud connectivity service provider for 60 years.



Among Top 5 in all 3 global IoT markets

Modules, Routers and Connectivity

600+

cellular partner networks in
190+ countries



30 years in Modules

23 years in Routers

7 years in IoT Connectivity

200+

patents in wireless technologies
(including LTE-M)



GSMA™



Key contributor to cellular IoT standards

More than 3 Million
routers deployed

More than 165 Million
cellular modules deployed



AirLink[®] Router Target Segments

COMMERCIAL SECTOR

Utilities

Electric, Gas, Water

Industrial Infrastructure

Outdoor Smart Signs

Electric Charging Stations

Smart Agriculture/Connected Farm

Autonomous Vehicles

Connected Video & Smart Lighting

Smart Safe/Cash Management

Environmental Monitoring

Oil & Gas

Light Industrial

Kiosks, ATM

Railways

Private LTE & 5G

PUBLIC SECTOR

First Responders

Police, Fire, EMS

Transit

Rail

Bus

Specialized Services

DOT & Smart Cities

Video

Signage

Signaling

Counters & sensors

Federal Government

Civilian

DOD

Private LTE & 5G



Semtech/Sierra Wireless Commercial Sector Strategic Account Managers

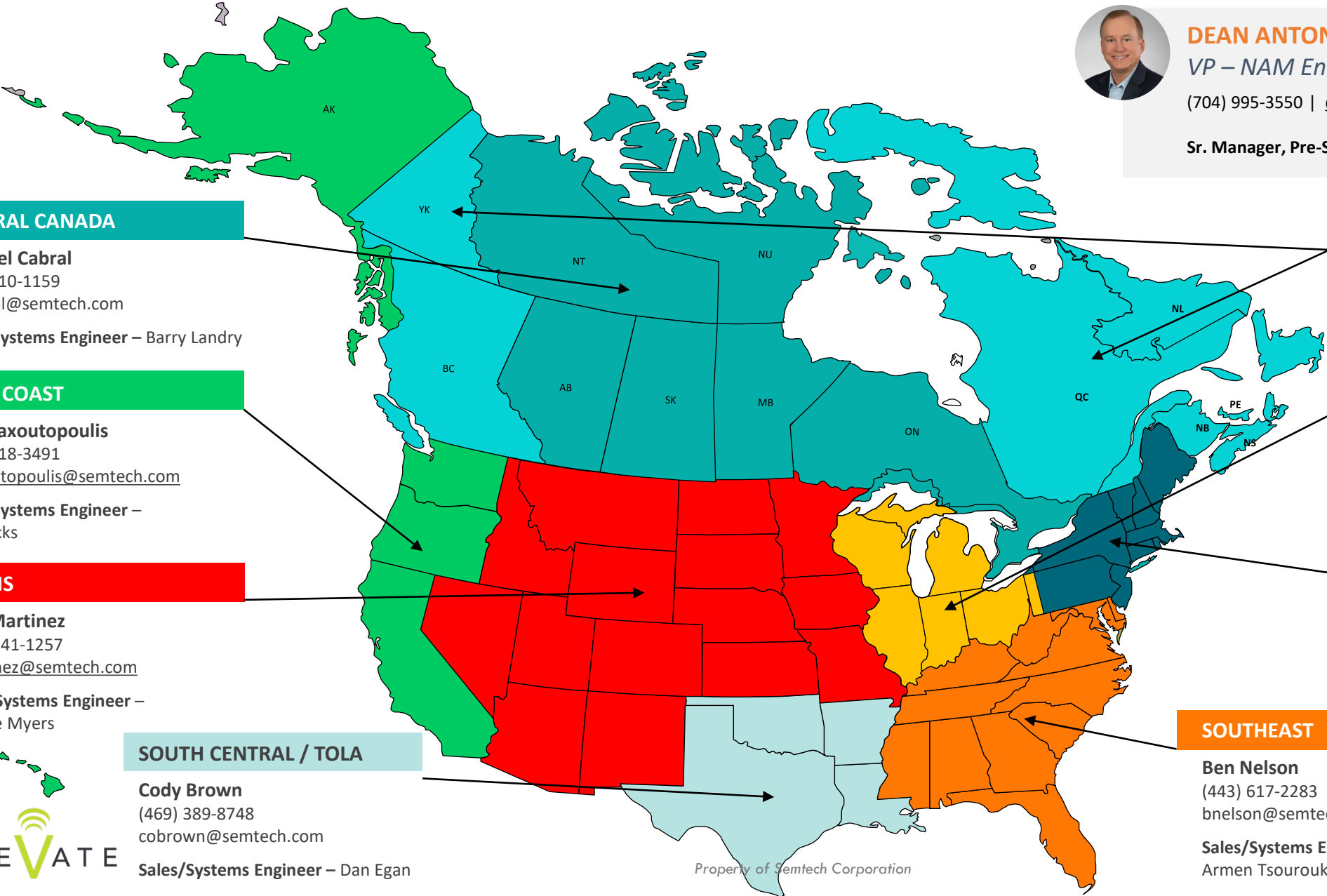


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Property of Semtech Corporation



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Channel Partnership: *How We Win Together*

1

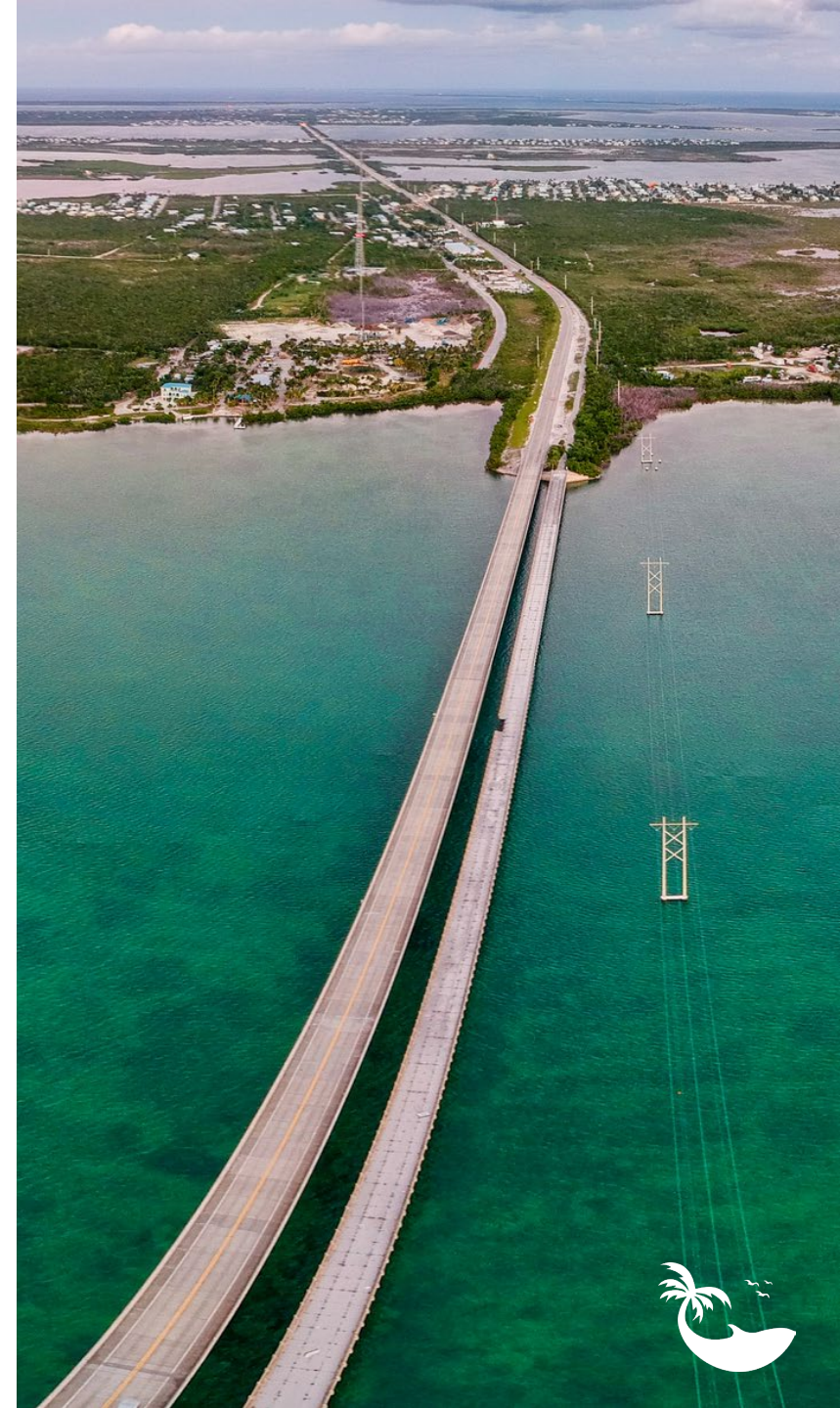
- Maximize Top Segments
- Drive New Logos & Opportunities

2

- Solve Business Problems, Save Lives, etc.
- Value/TCO vs. Price

3

- You're an important extension of the Sierra Wireless & Semtech Team
- Collaborate Early & Often



Have you ever been asked:
“What do you do for a living?”



What we really do for a living

We **save lives** by providing instant, secure mobile communications for EMS, Fire & Police



Source: Sierra Wireless Customer Case Study

Semtech Mission Statement:

Design products and solutions that enable a smarter, more connected and sustainable planet



What we really do for a living

We **provide affordable & clean energy** by:

- Powering energy smart grids
- Connecting renewable energy sources like wind & solar



Source: Semtech Corporate Sustainability Report
Source: Sierra Wireless Customer Case Study

Semtech Mission Statement:

Design products and solutions that enable a smarter, more connected and sustainable planet



What we really do for a living

We **lower the world's carbon footprint** by:

- Enabling the transition to electric vehicles by connecting **EV charging stations**
- Moving large numbers of people in an efficient manner through **connected transit systems**
- Reducing carbon emissions by increasing the efficiency of **vehicle fleets** of all types & sizes

Semtech Mission Statement:

Design products and solutions that enable a smarter, more connected and sustainable planet



What we really do for a living

We **increase food security** and boost crop yields with our smart agriculture solutions



Source: Semtech Corporate Sustainability Report
Source: Sierra Wireless Customer Case Study

Semtech Mission Statement:

Design products and solutions that enable a smarter, more connected and sustainable planet



What we really do for a living

- We help to **keep our country and world safe** by providing mission critical communications to our nation's military and civilian organizations
 - Reliable router solutions for commercial & private cellular networks
 - World-wide capabilities

Semtech Mission Statement:

Design products and solutions that enable a smarter, more connected and sustainable planet



It's a **GREAT** Time To Be In This Industry & a Sierra Wireless Partner

- **Significant investments are being made in critical infrastructure**
 - Modernizing Smart Grids
 - EV Charging
 - Defense & Public Safety
- **We excel in less price-sensitive segments**
- **Importance of being a Western supplier**
- **Private Networks are taking off**
- **We are the tip of the spear for Artificial Intelligence**
- **5G & “The 4th Industrial Revolution”**



Closing

Use Sierra Wireless as a competitive weapon to drive positive business outcomes for you and your customers.

You, our partners, are critically important to our success.

Thank you for your partnership & support!





THANK YOU

