



# Hieu Duong

Head of Global Channel Sales, Semtech

ELEVATE PARTNER SUMMIT – 2023

## Hieu Duong – Head of Global Channel Sales for All Semtech® Products

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# SEMTECH®

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

**VISION** To deliver high quality, innovative solutions that enable a smarter, more connected, more sustainable planet.

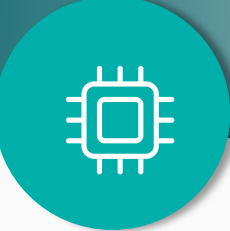
- Founded in 1960
- HQ in Camarillo, California
- Publicly traded (SMTC) for over 50 years
- Semtech FY2023 - \$741M Annual Rev, 1361 Employees
- Completed acquisition of Sierra Wireless – January 2023

## Business Unit Groups

- Advanced Protection and Sensing
- IoT Connected Services
- Signal Integrity Products
- **IoT System Products**



# IoT System Products



**MODULES**



**ROUTERS**



**LORA<sup>®</sup>**

- LoRa Core™
- Lora Edge™
- LoRa Connect™

## Growth from 2020 to 2023

LoRa <sup>1</sup> -enabled Gateways	642,000	>5,000,000
Capacity	2.5 billion nodes	>10 billion nodes
Connected Nodes	135 million	300 million
LoRaWAN <sup>®</sup> Operators	133 countries	180 countries





# Thank You!

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Partnership

Loyalty

Looking forward to meeting all of you  
this week!



# Channel Vision

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- We paid \$1.3B for Sierra Wireless; AirLink<sup>®</sup> is the “Crown Jewel” of Sierra Wireless.
- Our partners are an extension of our sales team.
- Partnership is a 2-way proposition with both partners equally committed.
- A premium solution includes a premium experience.





# Priorities from Semtech

1

Be present and co-sell with our partners.

2

Improve our technical support.

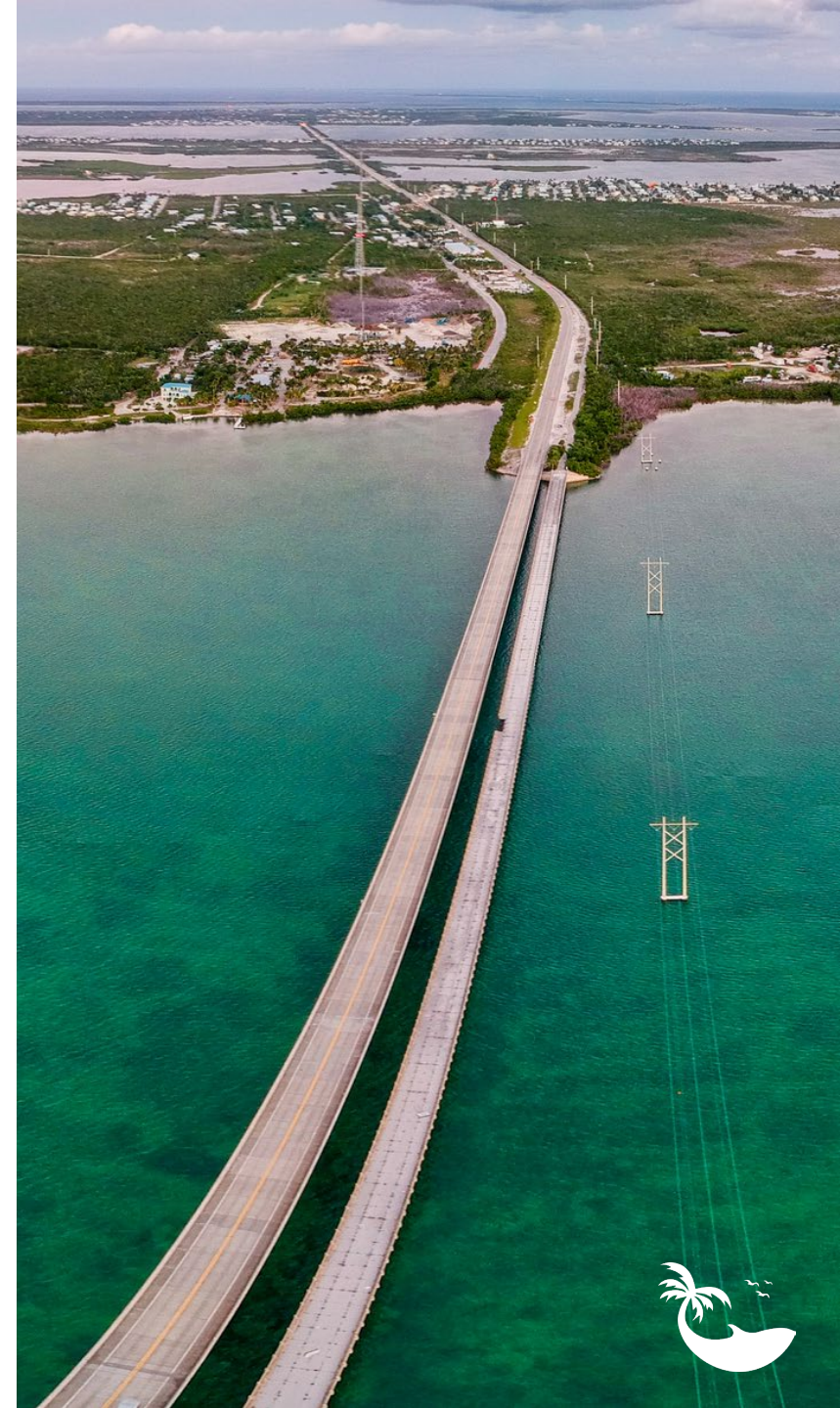
3

Be easier to work with (based on survey results)

- Device Registrations
- Improve operationalizing of AirLink<sup>®</sup> Complete/Premium
- Processing orders

4

Listen to our Partners. Establish Partner Council.



# Call To Action

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Grow revenue, grow pipeline, and grow customer count.





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**THANK YOU**

