

MOBILIZING
YOUR
WORLD™



AT&T IoT Partner Program

Because pioneering is not a solo effort



Changing the world

As organizations evolve their Internet of Things (IoT) strategies, AT&T is leading the way to help them succeed.

AT&T is a world class, fully integrated solution provider, recognized for industry expertise and success in creating and delivering advanced mobile services, next generation TV, high speed internet and smart solutions for people and businesses.

With AT&T Internet of Things Solutions we're extending our presence in IoT. Through a robust ecosystem of products, technologies, services and partnerships we're delivering industry leading IoT solutions with go-to expertize.

And now, we are extending a unique opportunity to qualified participants through the

AT&T IoT Partner Program

Explore the program and learn more about the possibilities of connecting your success with the AT&T IoT Partner Program



Roadmapping **Insight**
Experience **Acceleration**
Opportunity *Scalability*
Member benefits
Innovation *Expertise* **Leadership**
Collaboration *Best-in-class*
Distribution

Unleashing IoT potential

Propelling IoT to the top of the agenda for businesses and customers

Advantages

Greater efficiency, new revenue, lower operating costs, and increased customer satisfaction all contribute to the reasons the Internet of Things is a high priority for many business leaders.

These advantages are stimulating interest and demand amongst influencers and decision makers in lines of business, driving organizations to include IoT as a part of their strategy for achieving competitive differentiation, growth and operational objectives.

Innovation

New and exciting developments in sensor, diagnostic and connectivity capabilities are delivering industry enabling solutions at an increasing rate.

In order to capitalize on these solutions, Sales and Marketing; Product and Service Development; Operations and Finance; and IT will need the help of technology and service providers who can understand and meet their needs.

By connecting people and processes to the right information, the IoT can change the world in the same way that the Internet has.



One platform for multiple opportunities

Ecosystem

The AT&T IoT Partner Program is a programmatic framework designed to scale engagement with a global ecosystem of IoT technology providers, developers, integrators, solution providers and certified resellers. The program provides opportunities for members to gain exposure to the AT&T ecosystem of IoT professionals and resources who are focused on developing and delivering solutions that address industry issues and undiscovered opportunities.



Devices & Hardware



Software & Applications



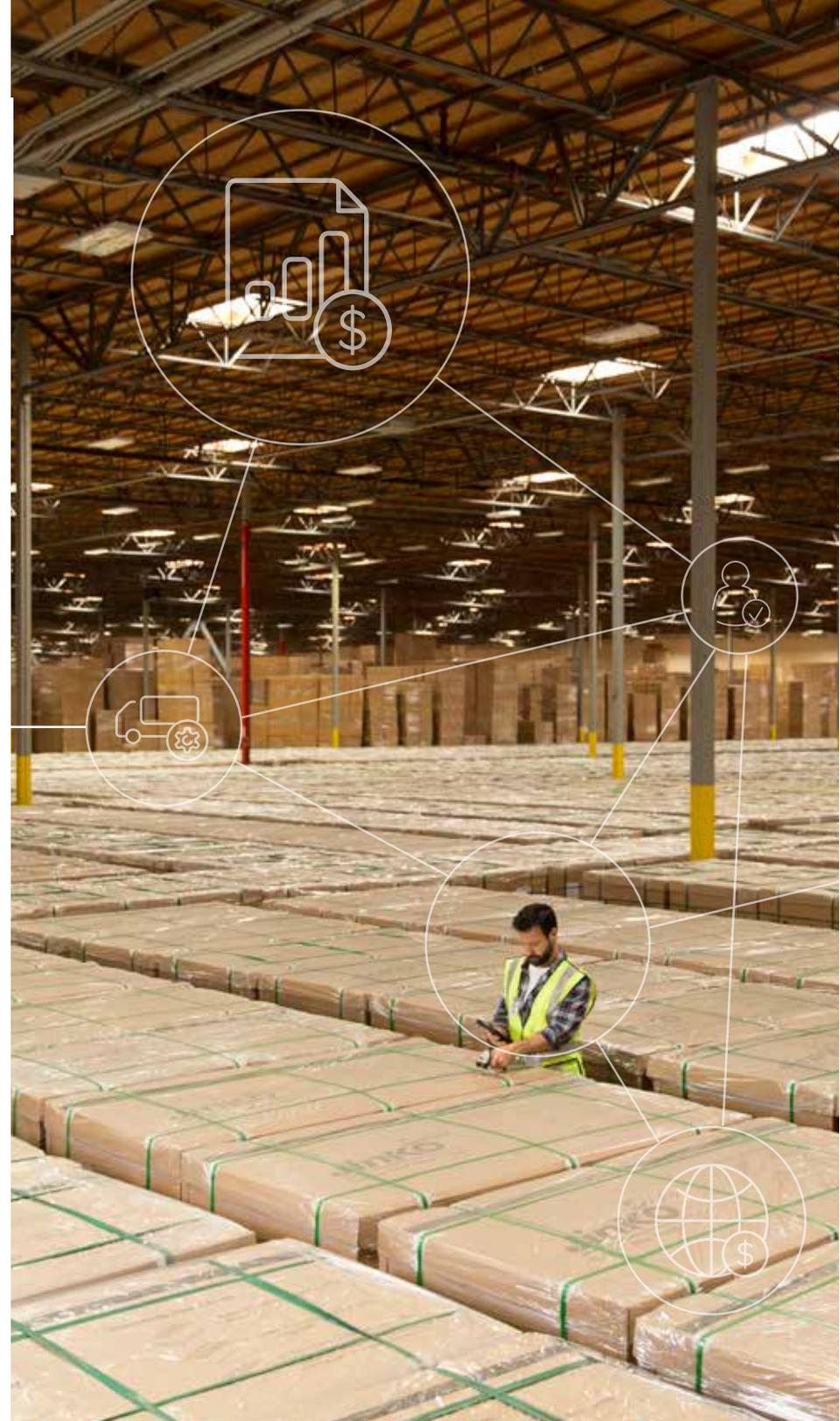
Platforms & Services



Connectivity

“Our goal is to replace confusion with clarity”.

Chris Penrose
Senior Vice President
AT&T Internet of Things



Why AT&T?

Capabilities

AT&T Internet of Things Solutions is bringing together the power of networks, platforms, professional services, security and global capabilities to deliver IoT applications in practically any industry.

AT&T is helping companies of all sizes develop, deploy and adopt IoT solutions to help lower costs, gain efficiencies, and improve competitive advantage.

More than 30 million devices connected to the AT&T global network

Resources

AT&T IoT resources include developer programs, network ready certification programs, developer solutions, communities and resources to help enable IoT development and drive innovation for industry verticals and segments.



Connected car



Fleet management



Connected healthcare



Asset Tracking & Management



Smart cities



AT&T IoT success stories

The right information can change the world - and the Internet of Things is crucial to extracting its value. At AT&T, we are helping companies of every size realize IoT solutions.



Delivering IoT innovation

Enabling lower cost, longer battery life, and improved capabilities for a wide variety of IoT solutions requiring better coverage in buildings and underground. [Learn more](#)



Enabling data driven solutions

Delivering a comprehensive platform of IoT services to enable real-time problem solving. [Learn more](#)



Innovating industries

Helping healthcare device manufacturers enable non-invasive coronary artery disease diagnostic testing for cardiovascular services. [Learn more](#)



Revolutionizing asset management

Helping shippers and manufacturers monitor inventory, mitigate risk, enhance quality control, and manage costs. [Learn more](#)



Enabling operational efficiencies

Helping cities drive economic development, cost optimization, and environmental sustainability initiatives. [Learn more](#)



Enabling IoT solution development

Helping solution providers and integrators with IoT lifecycle capabilities to design and build complete IoT solutions. [Learn more](#)

Program benefits

The AT&T IoT Partner Program provides members with opportunities to align with models that best fit their qualifications, capabilities and ambitions as certified resellers, solutions providers, solution integrators, and technology product and service providers.

Provider	Challenge:	Program benefits:
 Devices & Hardware	Device trust and credibility IoT industry awareness and recognition	AT&T Network ready device certification Positioning in the global AT&T ecosystem
 Software & Applications	Optimize development potential for future business models, technologies and consumption trends Integration with complimentary applications, devices and platforms	Exposure to IoT solution development resources Positioning in the global AT&T ecosystem
 Platforms & Services	Establish links with up-chain and down-chain technology, service and delivery partners Integrate proposition with go-to-market partners	Community of adjacent partners and technologies Access to co-innovation resources and facilities
 Connectivity	Leverage niche, regional or specialized position Broaden connectivity and access portfolio into emerging opportunities	Positioning in the global AT&T ecosystem Exposure to AT&T strategy and roadmap planning resources
 Integrators	Awareness of emerging models and technologies to address new consumption trends Need access to broad array of IoT specialists	Involvement and contribution to market development thinking and opportunities Access to turn-key solutions and services

AT&T IoT Partner Program structure

Strategic

Partner with AT&T to accelerate innovation and customer success with world-class IoT solutions

Strategic members include category leaders in the IoT value chain with significant assets and capabilities in one or multiple areas of the foundational IoT stack. Members have the necessary resources to engage with AT&T in multiple areas and cut across multiple IoT verticals, such as connected car, smart cities, asset management, healthcare and more.

Integrated

Align with AT&T to accelerate market opportunities and scale IoT potential

Organizations that produce technology, products or services that may help create or enhance end-to-end IoT solutions. Members have a niche or specialization, with proven expertise, capabilities and demonstrated ability to execute and scale delivery of core offerings.



Solution Providers

Partner with AT&T to accelerate market opportunities for IoT products and services

Independent firms engaged in market development activities, with capacity to utilize AT&T branded products and services in market driven solutions; including IoT Solutions, Mobility, Security, Fiber, Virtual Private Network (VPN), IP Broadband (IPBB), and more.

Certified Resellers

Align with AT&T to expand market potential with AT&T IoT products and services

Capacity to offer AT&T products through a traditional resale model; support end-user billing and billing enquiry; handle credit and collections; provide Tier 1 support; complete solution design and architecture; manage customer implementation and integration.

Becoming a partner

Visit: iotpartnerprogram.att.com

1

Engage

Provide us with your information and objectives using the online engagement form

2

Qualify

Ensure program readiness by working with an AT&T IoT specialist

3

Onboard

Complete the partner agreement and work with an AT&T IoT Partner Program specialist to setup your account and become active in the program



AT&T IoT Partner Program

The AT&T IoT Partner Program presents a significant and exciting opportunity for companies to accelerate their potential in the Internet of Things.

Like the Internet itself, Internet of Things innovations and applications are enabling industry evolution around the world.

The AT&T IoT Partner Program helps position program members at the epicenter of the IoT ecosystem as a key enablement resource for IoT solutions.

AT&T brings unrivalled experience and assets to support the development of IoT solutions for wide-ranging vertical markets and segments; a pillar of confidence to partners and customers.

For partners, the program presents the opportunity to grow involvement and success in the delivery of IoT solutions to a significant and rapidly growing market.

For customers, the program aggregates technology and services that can help successfully harness the power and possibilities of one of the most significant technology developments since the Internet itself.

***Together, we can
change the world***



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Contact us

iotpartnerprogram.att.com

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