

**IoT MVNO Market by Operational Model (Reseller, Service Operator, Full MVNO),
Subscribers (Consumer, Enterprise), Enterprise (Manufacturing, Transportation &
Logistics, Healthcare, Retail, Agriculture) and Region - Global Forecast to 2028**

Market Report | 2023-06-06 | 171 pages | MarketsandMarkets

AVAILABLE LICENSES:

- Single User \$4950.00
- Multi User \$6650.00
- Corporate License \$8150.00
- Enterprise Site License \$10000.00

Report description:

The IoT MVNO market size is projected to grow from USD 2.9 billion in 2023 to USD 6.8 billion by 2028, at a CAGR of 18.2% during the forecast period. MVNOs can develop new revenue streams by providing connectivity solutions to IoT device manufacturers and service providers that use cloud services. This can help MVNOs diversify their business and reduce reliance on traditional mobile services.

Based on the subscribers, the enterprise segment is expected to account for the largest market share during the forecast period. The increasing adoption of IoT devices, the growing need for data-driven insights, the need for flexibility and scalability, and the need for security are all driving the growth of the IoT MVNO market. Enterprises are increasingly using IoT MVNOs to track the movement of goods, monitor the condition of assets, optimize routes, and provide customer service. IoT MVNOs can help enterprises to reduce costs, improve efficiency, improve customer service, and increase security. New IoT applications are being developed constantly. These applications are driving demand for IoT connectivity and services. For example, IoT is being used in a variety of industries, including healthcare, manufacturing, and transportation.

Based on the enterprise, the transportation and logistics segment is expected to grow at the highest CAGR during the forecast period.

IoT MVNOs allow businesses to track the movement of goods throughout the supply chain. This data can be used to improve efficiency, reduce costs, and improve customer service. For example, IoT MVNOs can provide businesses with real-time location data on their goods so that they can always see where their goods are. This information can be used to optimize routes, prevent delays, and ensure that goods are delivered on time.

IoT MVNOs allow businesses to optimize routes to deliver goods more efficiently. This can save businesses time and money. For example, IoT MVNOs can provide businesses with data on traffic conditions to plan routes that avoid congested areas. This

Scotts International. EU Vat number: PL 6772247784

tel. 0048 603 394 346 e-mail: support@scotts-international.com

www.scotts-international.com

information can also be used to estimate the delivery time so that businesses can keep their customers informed.

Based on region, the North American segment is expected to account for the largest market share during the forecast period. The large and growing market, mature telecommunications infrastructure, government support, high level of investment, a large number of businesses, and high level of competition all contribute to the growth of the IoT MVNO market in North America. There has been a high level of investment in IoT in North America, which has helped drive the development of new IoT technologies and solutions. The US government has been a strong supporter of IoT, and this has helped to create a favorable environment for the growth of the IoT market in North America .

The break-up of the profile of primary participants in the IoT MVNO Market:

The study contains insights from various industry experts, from solution vendors to Tier 1 companies. The break-up of the primaries is as follows:

- By Company Type: Tier 1 - 35%, Tier 2 - 40%, and Tier 3 - 25%

- By Designation: C-level -38%, D-level - 30%, and Others - 32%

- By Region: North America - 40%, Europe - 15%, Asia Pacific - 35%, Middle East & Africa- 5%, Latin America - 5%

The major players in the IoT MVNO market are KDDI (Japan), KORE Wireless (US), Sierra Wireless (Canada), Twilio (US), Asahi Net (Japan), Telit (US), BICS (Belgium), Lycamobile (UK), Wireless Logic (UK), Truphone (UK), Aeris Communications (US), Cubic Telecom (Ireland), Hologram (US), 1NCE (Germany), 1OT (Estonia), Soracom (Japan), Onomondo (Denmark), etc. These players have adopted various growth strategies, such as partnerships, agreements and collaborations, new product launches and enhancements, and acquisitions to expand their footprint in the IoT MVNO market.

Research Coverage

The market study covers the IoT MVNO market size across different segments. It aims at estimating the market size and the growth potential across different segments, including operational model, subscribers, enterprise verticals, and regions. The study includes an in-depth competitive analysis of the leading market players, their company profiles, key observations related to product and business offerings, recent developments, and market strategies.

Key Benefits of Buying the Report

The report will help the market leaders/new entrants with information on the closest approximations of the IoT MVNO market's revenue numbers and subsegments. This report will help stakeholders understand the competitive landscape and gain more insights to position their businesses better and to plan suitable go-to-market strategies. Moreover, the report will provide insights for stakeholders to understand the pulse of the market and provide them with information on key market drivers, restraints, challenges, and opportunities.

The report provides insights on the following pointers:

- Analysis of key drivers (Growing demand for IoT connectivity, Increasing adoption of cloud computing, Growing need of IoT security, Increased need for an efficient cellular network), restraints (Rapid increase in deployment costs, Increasing security, and privacy concerns), opportunities (Increase in adoption of network virtualization, Acceleration of IP and cloud data traffic), and challenges (Excessive cost of equipment, Lack of interoperability of solutions) influencing the growth of the IoT MVNO market.

- Product Development/Innovation: Detailed insights on upcoming technologies, research & development activities, and new product & service launches in the IoT MVNO market.

- Market Development: Comprehensive information about lucrative markets - the report analyses the IoT MVNO market across varied regions

- Market Diversification: Exhaustive information about new products & services, untapped geographies, recent developments, and

Scotts International. EU Vat number: PL 6772247784

tel. 0048 603 394 346 e-mail: support@scotts-international.com

www.scotts-international.com

investments in the IoT MVNO market.

Competitive Assessment: In-depth assessment of market shares, growth strategies and service offerings of leading players like KDDI (Japan), KORE Wireless (US), Sierra Wireless (Canada), Twilio (US), Asahi Net (Japan), Telit (US), BICS (Belgium), Lycamobile (UK), Wireless Logic (UK), Truphone (UK), Aeris Communications (US), Cubic Telecom (Ireland), Hologram (US), 1NCE (Germany), 1OT (Estonia), Soracom (Japan), Onomondo (Denmark), etc.

Table of Contents:

1	INTRODUCTION	23
1.1	STUDY OBJECTIVES	23
1.2	MARKET DEFINITION	23
1.3	STUDY SCOPE	24
1.3.1	MARKETS COVERED	24
FIGURE 1	IOT MVNO MARKET SEGMENTATION	24
1.3.2	GEOGRAPHIC SCOPE	24
FIGURE 2	IOT MVNO MARKET: GEOGRAPHIC SCOPE	24
1.3.3	INCLUSIONS AND EXCLUSIONS	25
1.4	YEARS CONSIDERED	25
1.5	CURRENCY CONSIDERED	25
TABLE 1	USD EXCHANGE RATES, 2020-2022	26
1.6	STAKEHOLDERS	26
1.7	RECESSION IMPACT	26
2	RESEARCH METHODOLOGY	27
2.1	RESEARCH DATA	27
FIGURE 3	IOT MVNO MARKET: RESEARCH DESIGN	27
2.1.1	SECONDARY DATA	28
2.1.1.1	Secondary sources	28
2.1.2	PRIMARY DATA	29
2.1.2.1	Primary interviews with experts	29
2.1.2.2	Breakdown of primary profiles	29
2.1.2.3	Primary sources	30
2.1.2.4	Key industry insights	30
2.2	MARKET SIZE ESTIMATION	31
FIGURE 4	RESEARCH METHODOLOGY: APPROACH	31
FIGURE 5	MARKET SIZE ESTIMATION METHODOLOGY, APPROACH 1: SUPPLY-SIDE ANALYSIS OF REVENUE FROM SOLUTIONS AND SERVICES IN IOT MVNO MARKET	31
2.2.1	BOTTOM-UP APPROACH	32
FIGURE 6	BOTTOM-UP APPROACH	32
2.2.2	TOP-DOWN APPROACH	32
FIGURE 7	TOP-DOWN APPROACH	33
2.2.3	IOT MVNO MARKET ESTIMATION: DEMAND-SIDE ANALYSIS	33
FIGURE 8	MARKET SIZE ESTIMATION METHODOLOGY: DEMAND-SIDE ANALYSIS	33
2.3	DATA TRIANGULATION	33
FIGURE 9	DATA TRIANGULATION	34
2.4	FACTOR ANALYSIS	35
TABLE 2	FACTOR ANALYSIS	35
2.5	ASSUMPTIONS	35

Scotts International. EU Vat number: PL 6772247784

tel. 0048 603 394 346 e-mail: support@scotts-international.com

www.scotts-international.com

2.6	LIMITATIONS	36
2.7	IMPLICATION OF RECESSION ON IOT MVNO MARKET	36
	FIGURE 10 IOT MVNO MARKET TO WITNESS SLIGHT DIP IN Y-O-Y IN 2023	36
3	EXECUTIVE SUMMARY	37
	TABLE 3 IOT MVNO MARKET AND GROWTH RATE, 2020-2028 (USD MILLION, Y-O-Y GROWTH)	37
	FIGURE 11 IOT MVNO MARKET SHARE, BY REGION, 2023	38
4	PREMIUM INSIGHTS	39
4.1	IOT MVNO MARKET OVERVIEW	39
	FIGURE 12 GROWING DEMAND FOR CONNECTED DEVICES TO DRIVE MARKET DURING FORECAST PERIOD	39
4.2	IOT MVNO MARKET, BY OPERATIONAL MODEL	39
	FIGURE 13 SERVICE OPERATOR SEGMENT TO DOMINATE MARKET IN 2023	39
4.3	IOT MVNO MARKET, BY SUBSCRIBER	40
	FIGURE 14 ENTERPRISE TO DOMINATE MARKET IN 2023	40
4.4	NORTH AMERICA: IOT MVNO MARKET, BY TOP THREE OPERATIONAL MODELS AND ENTERPRISES	40
	FIGURE 15 TRANSPORTATION AND LOGISTICS SEGMENT TO ACCOUNT FOR SIGNIFICANT MARKET SHARES IN 2023	40
5	MARKET OVERVIEW AND INDUSTRY TRENDS	41
5.1	MARKET OVERVIEW	41
5.1.1	INTRODUCTION	41
5.2	MARKET DYNAMICS	41
	FIGURE 16 IOT MVNO MARKET: DRIVERS, RESTRAINTS, OPPORTUNITIES, AND CHALLENGES	41
5.2.1	DRIVERS	42
5.2.1.1	Growing demand for IoT connectivity	42
5.2.1.2	Increasing adoption of cloud computing	42
5.2.1.3	Growing need for IoT security	42
5.2.1.4	Increased need for efficient cellular network	43
5.2.2	RESTRAINTS	43
5.2.2.1	Rapid increase in deployment costs	43
5.2.2.2	Increasing security and privacy concerns	43
5.2.3	OPPORTUNITIES	44
5.2.3.1	Increase in adoption of network virtualization	44
5.2.3.2	Acceleration of IP and cloud data traffic	44
5.2.4	CHALLENGES	44
5.2.4.1	Excessive cost of equipment	44
5.2.4.2	Lack of interoperability of solutions	45
5.3	INDUSTRY TRENDS	45
5.3.1	BRIEF HISTORY OF IOT MVNO	45
5.3.2	ECOSYSTEM ANALYSIS	46
	TABLE 4 IOT MVNO MARKET: ECOSYSTEM	46
5.3.3	TECHNOLOGY ROADMAP OF IOT MVNO MARKET	47
5.3.3.1	Short-term roadmap (2023-2025)	47
5.3.3.2	Mid-term roadmap (2026-2028)	47
5.3.3.3	Long-term roadmap (2029-2030)	47
5.3.4	CASE STUDY ANALYSIS	48
5.3.4.1	Case Study 1: Smart Utility	48
5.3.4.2	Case Study 2: Payment Services	48
5.3.4.3	Case Study 3: Network Connectivity	49
5.3.4.4	Case Study 4: Smart City	49

5.3.4.5	Case Study 5: Smart Transportation/ Electric Vehicle	50
5.3.5	VALUE CHAIN ANALYSIS	50
FIGURE 17	IOT MVNO MARKET: VALUE CHAIN ANALYSIS	50
5.3.6	REGULATORY LANDSCAPE	51
5.3.6.1	GENERAL DATA PROTECTION REGULATION	51
5.3.6.2	PERSONAL INFORMATION PROTECTION AND ELECTRONIC DOCUMENTS ACT	51
5.3.6.3	CLOUD SECURITY ALLIANCE SECURITY TRUST ASSURANCE AND RISK	52
5.3.6.4	SOC2	52
5.3.6.5	DIGITAL MILLENNIUM COPYRIGHT ACT	52
5.3.6.6	ANTI-CYBERSQUATTING CONSUMER PROTECTION ACT	52
5.3.6.6.1	US	53
5.3.7	PATENT ANALYSIS	53
TABLE 5	TOP 20 PATENTS OWNERS (US) IN LAST 10 YEARS	54
FIGURE 18	NUMBER OF PATENTS GRANTED, 2013-2022	55
FIGURE 19	TOP 10 COMPANIES WITH HIGHEST NUMBER OF PATENT APPLICATIONS	55
5.3.8	KEY CONFERENCES & EVENTS, 2022-2023	56
TABLE 6	DETAILED LIST OF CONFERENCES & EVENTS, 2023	56
5.3.9	PRICING ANALYSIS	57
TABLE 7	AVERAGE SELLING PRICE RANGES OF SUBSCRIPTION-BASED/PAY-AS-YOU-GO IOT MVNO SERVICES	57
5.3.10	PORTER'S FIVE FORCES MODEL	57
TABLE 8	IMPACT OF EACH FORCE ON IOT MVNO MARKET	57
FIGURE 20	PORTER'S FIVE FORCES MODEL: IOT MVNO MARKET	58
5.3.10.1	Threat of new entrants	58
5.3.10.2	Threat of substitutes	58
5.3.10.3	Bargaining power of buyers	58
5.3.10.4	Bargaining power of suppliers	59
5.3.10.5	Intensity of competitive rivalry	59
5.3.11	KEY STAKEHOLDERS & BUYING CRITERIA	59
5.3.11.1	Key Stakeholders in Buying Criteria	59
FIGURE 21	INFLUENCE OF STAKEHOLDERS ON BUYING PROCESS FOR TOP THREE ENTERPRISES	59
TABLE 9	INFLUENCE OF STAKEHOLDERS ON BUYING PROCESS FOR TOP THREE END USERS	59
5.3.11.2	Buying Criteria	60
FIGURE 22	KEY BUYING CRITERIA FOR TOP THREE END USERS	60
TABLE 10	KEY BUYING CRITERIA FOR TOP THREE END USERS	60
5.3.12	IOT MVNO IMPACT ON ADJACENT NICHE TECHNOLOGIES	61
5.3.12.1	Network Function Virtualization (NFV)	61
5.3.12.2	Software Defined Network (SDN)	61
5.3.12.3	Artificial Intelligence	61
5.3.12.4	Edge Computing	61
5.3.12.5	Blockchain	62
5.3.13	BEST PRACTICES OF IOT MVNO MARKET	62
5.3.14	IOT MVNO SOFTWARE APPLICATIONS AND USE CASES	62
5.3.15	CURRENT AND EMERGING BUSINESS MODELS	63
5.3.15.1	CaaS Model	63
5.3.15.2	Managed Services Model	63
5.3.15.3	Revenue Sharing Model	63
5.3.15.4	PaaS Model	63

6 IOT MVNO MARKET, BY OPERATIONAL MODEL 64

6.1 INTRODUCTION 65

6.1.1 OPERATIONAL MODEL: IOT MVNO MARKET DRIVERS 65

FIGURE 23 SERVICE OPERATOR SEGMENT TO GROW AT HIGHEST CAGR DURING FORECAST PERIOD 65

TABLE 11 IOT MVNO MARKET, BY OPERATIONAL MODEL, 2018-2022 (USD MILLION) 65

TABLE 12 IOT MVNO MARKET, BY OPERATIONAL MODEL, 2023-2028 (USD MILLION) 66

6.2 RESELLER 66

6.2.1 INCREASING USE OF CLOUD-BASED MANAGEMENT SOLUTIONS FOR IOT DEVICES 66

TABLE 13 RESELLER: IOT MVNO MARKET, BY REGION, 2018-2022 (USD MILLION) 66

TABLE 14 RESELLER: IOT MVNO MARKET, BY REGION, 2023-2028 (USD MILLION) 67

6.3 SERVICE OPERATOR 67

6.3.1 COMPLETE CONTROL OF SERVICE OPERATORS OVER BUSINESS AND SERVICE OFFERINGS WITH THEIR OWN INFRASTRUCTURE 67

TABLE 15 SERVICE OPERATOR: IOT MVNO MARKET, BY REGION, 2018-2022 (USD MILLION) 67

TABLE 16 SERVICE OPERATOR: IOT MVNO MARKET, BY REGION, 2023-2028 (USD MILLION) 68

6.4 FULL MVNO 68

6.4.1 FULL CALL CONTROL AND COMPLETE SERVICE DEVELOPMENT FLEXIBILITY 68

TABLE 17 FULL MVNO: IOT MVNO MARKET, BY REGION, 2018-2022 (USD MILLION) 68

TABLE 18 FULL MVNO: IOT MVNO MARKET, BY REGION, 2023-2028 (USD MILLION) 69

7 IOT MVNO MARKET, BY SUBSCRIBER 70

7.1 INTRODUCTION 71

7.1.1 TYPE: IOT MVNO MARKET DRIVERS 71

FIGURE 24 ENTERPRISE SEGMENT TO GROW AT HIGHER CAGR DURING FORECAST PERIOD 71

TABLE 19 IOT MVNO MARKET, BY SUBSCRIBER, 2018-2022 (USD MILLION) 71

TABLE 20 IOT MVNO MARKET, BY SUBSCRIBER, 2023-2028 (USD MILLION) 72

7.2 CONSUMER 72

7.2.1 MARKETS TO SHIFT FOCUS FROM SUPPLY TO DEMAND-DRIVEN REALITY 72

TABLE 21 CONSUMER: IOT MVNO MARKET, BY REGION, 2018-2022 (USD MILLION) 72

TABLE 22 CONSUMER: IOT MVNO MARKET, BY REGION, 2023-2028 (USD MILLION) 72

7.3 ENTERPRISE 73

7.3.1 MORE SCALABLE AND FASTER SERVICES TO BE DEPLOYED 73

TABLE 23 ENTERPRISE: IOT MVNO MARKET, BY REGION, 2018-2022 (USD MILLION) 73

TABLE 24 ENTERPRISE: IOT MVNO MARKET, BY REGION, 2023-2028 (USD MILLION) 73

8 IOT MVNO MARKET, BY ENTERPRISE 74

8.1 INTRODUCTION 75

8.1.1 TYPE: IOT MVNO MARKET DRIVERS 75

FIGURE 25 TRANSPORTATION LOGISTICS SEGMENT TO GROW AT HIGHEST CAGR DURING FORECAST PERIOD 75

TABLE 25 IOT MVNO MARKET, BY ENTERPRISE, 2018-2022 (USD MILLION) 76

TABLE 26 IOT MVNO MARKET, BY ENTERPRISE, 2023-2028 (USD MILLION) 76

8.2 MANUFACTURING 76

8.2.1 MANUFACTURERS TO IMPROVE THEIR OPERATIONS AND GAIN COMPETITIVE EDGE 76

8.2.2 MANUFACTURING: DRIVERS 77

8.2.2.1 Manufacturing: IoT MVNO Use Cases 77

TABLE 27 MANUFACTURING: IOT MVNO MARKET, BY REGION, 2018-2022 (USD MILLION) 77

TABLE 28 MANUFACTURING: IOT MVNO MARKET, BY REGION, 2023-2028 (USD MILLION) 77

8.3 TRANSPORTATION AND LOGISTICS 78

8.3.1 TRACK LOCATION OF ASSETS AND MONITOR CONDITION OF VEHICLES 78

Scotts International. EU Vat number: PL 6772247784

tel. 0048 603 394 346 e-mail: support@scotts-international.com

www.scotts-international.com

8.3.2	TRANSPORTATION AND LOGISTICS: DRIVERS	78
8.3.2.1	Transportation and Logistics: IoT MVNO Use Cases	78
TABLE 29	TRANSPORTATION AND LOGISTICS: IOT MVNO MARKET, BY REGION, 2018-2022 (USD MILLION)	78
TABLE 30	TRANSPORTATION AND LOGISTICS: IOT MVNO MARKET, BY REGION, 2023-2028 (USD MILLION)	79
8.4	HEALTHCARE	79
8.4.1	IoT MVNO TO MONITOR PATIENTS WITH CHRONIC CONDITIONS, AND COLLECT DATA ON PATIENT VITAL SIGNS	79
8.4.2	HEALTHCARE: DRIVERS	79
8.4.2.1	Healthcare: IoT MVNO Use Cases	79
TABLE 31	HEALTHCARE: IOT MVNO MARKET, BY REGION, 2018-2022 (USD MILLION)	80
TABLE 32	HEALTHCARE: IOT MVNO MARKET, BY REGION, 2023-2028 (USD MILLION)	80
8.5	RETAIL	80
8.5.1	IMPROVING INVENTORY MANAGEMENT AND CUSTOMER SERVICE	80
8.5.2	RETAIL: DRIVERS	80
8.5.2.1	Retail: IoT MVNO Use Cases	81
TABLE 33	RETAIL: IOT MVNO MARKET, BY REGION, 2018-2022 (USD MILLION)	81
TABLE 34	RETAIL: IOT MVNO MARKET, BY REGION, 2023-2028 (USD MILLION)	81
8.6	ENERGY AND UTILITY	82
8.6.1	IMPROVING POWER GRID RELIABILITY AND ENVIRONMENTAL SUSTAINABILITY	82
8.6.2	ENERGY AND UTILITY: DRIVERS	82
8.6.2.1	Energy and Utility: IoT MVNO Use Cases	82
TABLE 35	ENERGY AND UTILITY: IOT MVNO MARKET, BY REGION, 2018-2022 (USD MILLION)	82
TABLE 36	ENERGY AND UTILITY: IOT MVNO MARKET, BY REGION, 2023-2028 (USD MILLION)	83
8.7	AGRICULTURE	83
8.7.1	IMPROVING CROP YIELDS AND REDUCING COSTS	83
8.7.2	AGRICULTURE: DRIVERS	83
8.7.2.1	Agriculture: IoT MVNO Use Cases	83
TABLE 37	AGRICULTURE: IOT MVNO MARKET, BY REGION, 2018-2022 (USD MILLION)	84
TABLE 38	AGRICULTURE: IOT MVNO MARKET, BY REGION, 2023-2028 (USD MILLION)	84
8.8	OTHERS	84
8.8.1	OTHERS: DRIVERS	84
8.8.1.1	Others: IoT MVNO Use Cases	85
TABLE 39	OTHERS: IOT MVNO MARKET, BY REGION, 2018-2022 (USD MILLION)	85
TABLE 40	OTHERS: IOT MVNO MARKET, BY REGION, 2023-2028 (USD MILLION)	85
9	IOT MVNO MARKET, BY REGION	86
9.1	INTRODUCTION	87
TABLE 41	IOT MVNO MARKET, BY REGION, 2018-2022 (USD MILLION)	87
TABLE 42	IOT MVNO MARKET, BY REGION, 2023-2028 (USD MILLION)	87
9.1.1	NORTH AMERICA: RECESSION IMPACT	88
9.1.2	NORTH AMERICA: IOT MVNO MARKET DRIVERS	88
FIGURE 26	NORTH AMERICA: MARKET SNAPSHOT	89
TABLE 43	NORTH AMERICA: IOT MVNO MARKET, BY OPERATIONAL MODEL, 2018-2022 (USD MILLION)	89
TABLE 44	NORTH AMERICA: IOT MVNO MARKET, BY OPERATIONAL MODEL, 2023-2028 (USD MILLION)	90
TABLE 45	NORTH AMERICA: IOT MVNO MARKET, BY SUBSCRIBER, 2018-2022 (USD MILLION)	90
TABLE 46	NORTH AMERICA: IOT MVNO MARKET, BY SUBSCRIBER, 2023-2028 (USD MILLION)	90
TABLE 47	NORTH AMERICA: IOT MVNO MARKET, BY ENTERPRISE, 2018-2022 (USD MILLION)	90
TABLE 48	NORTH AMERICA: IOT MVNO MARKET, BY ENTERPRISE, 2023-2028 (USD MILLION)	91
TABLE 49	NORTH AMERICA: IOT MVNO MARKET, BY COUNTRY, 2018-2022 (USD MILLION)	91

Scotts International. EU Vat number: PL 6772247784

tel. 0048 603 394 346 e-mail: support@scotts-international.com

www.scotts-international.com

TABLE 50 NORTH AMERICA: IOT MVNO MARKET, BY COUNTRY, 2023-2028 (USD MILLION) 91

9.1.3 US 91

9.1.3.1 Regulatory environment with government initiatives and policies to support IoT innovation and connectivity 91

9.1.4 CANADA 92

9.1.4.1 Proliferation of IoT devices and applications to create demand for reliable and scalable connectivity services 92

9.2 EUROPE 92

9.2.1 EUROPE: RECESSION IMPACT 92

9.2.2 EUROPE: IOT MVNO MARKET DRIVERS 93

TABLE 51 EUROPE: IOT MVNO MARKET, BY OPERATIONAL MODEL, 2018-2022 (USD MILLION) 93

TABLE 52 EUROPE: IOT MVNO MARKET, BY OPERATIONAL MODEL, 2023-2028 (USD MILLION) 93

TABLE 53 EUROPE: IOT MVNO MARKET, BY SUBSCRIBER, 2018-2022 (USD MILLION) 93

TABLE 54 EUROPE: IOT MVNO MARKET, BY SUBSCRIBER, 2023-2028 (USD MILLION) 94

TABLE 55 EUROPE: IOT MVNO MARKET, BY ENTERPRISE, 2018-2022 (USD MILLION) 94

TABLE 56 EUROPE: IOT MVNO MARKET, BY ENTERPRISE, 2023-2028 (USD MILLION) 94

TABLE 57 EUROPE: IOT MVNO MARKET, BY COUNTRY, 2018-2022 (USD MILLION) 95

TABLE 58 EUROPE: IOT MVNO MARKET, BY COUNTRY, 2023-2028 (USD MILLION) 95

9.2.3 UK 95

9.2.3.1 Principles by government to ensure that IoT MVNO achieves its potential 95

9.2.4 GERMANY 96

9.2.4.1 Advanced telecom infrastructure to include extensive 4G and 5G network coverage 96

9.2.5 REST OF EUROPE 96

9.2.5.1 European countries with established regulations and standards to support IoT deployments and ensure data privacy and security 96

9.3 ASIA PACIFIC 97

9.3.1 ASIA PACIFIC: RECESSION IMPACT 97

9.3.2 APAC: IOT MVNO MARKET DRIVERS 97

FIGURE 27 ASIA PACIFIC: MARKET SNAPSHOT 98

TABLE 59 ASIA PACIFIC: IOT MVNO MARKET, BY OPERATIONAL MODEL, 2018-2022 (USD MILLION) 98

TABLE 60 ASIA PACIFIC: IOT MVNO MARKET, BY OPERATIONAL MODEL, 2023-2028 (USD MILLION) 99

TABLE 61 ASIA PACIFIC: IOT MVNO MARKET, BY SUBSCRIBER, 2018-2022 (USD MILLION) 99

TABLE 62 ASIA PACIFIC: IOT MVNO MARKET, BY SUBSCRIBER, 2023-2028 (USD MILLION) 99

TABLE 63 ASIA PACIFIC: IOT MVNO MARKET, BY ENTERPRISE, 2018-2022 (USD MILLION) 99

TABLE 64 ASIA PACIFIC: IOT MVNO MARKET, BY ENTERPRISE, 2023-2028 (USD MILLION) 100

TABLE 65 ASIA PACIFIC: IOT MVNO MARKET, BY COUNTRY, 2018-2022 (USD MILLION) 100

TABLE 66 ASIA PACIFIC: IOT MVNO MARKET, BY COUNTRY, 2023-2028 (USD MILLION) 100

9.3.3 CHINA 101

9.3.3.1 "Made in China 2025" plan and "Internet Plus" strategy, to emphasize integration of IoT technologies 101

9.3.4 JAPAN 101

9.3.4.1 Robust IoT ecosystem to consist of device manufacturers, platform providers, system integrators, and research institutions 101

9.3.5 AUSTRALIA AND NEW ZEALAND 102

9.3.5.1 Implementing smart initiatives to develop smart cities, renewable energy projects, and environmental monitoring solutions 102

9.3.6 REST OF ASIA PACIFIC 102

9.3.6.1 Presence of strong manufacturing ecosystem, with several global manufacturing hubs 102

9.4 MIDDLE EAST & AFRICA 103

9.4.1 MIDDLE EAST & AFRICA: RECESSION IMPACT 103

Scotts International. EU Vat number: PL 6772247784

tel. 0048 603 394 346 e-mail: support@scotts-international.com

www.scotts-international.com

9.4.2	MIDDLE EAST AND AFRICA: IOT MVNO MARKET DRIVERS	103
TABLE 67	MIDDLE EAST AND AFRICA: IOT MVNO MARKET, BY OPERATIONAL MODEL, 2018-2022 (USD MILLION)	103
TABLE 68	MIDDLE EAST AND AFRICA: IOT MVNO MARKET, BY OPERATIONAL MODEL, 2023-2028 (USD MILLION)	104
TABLE 69	MIDDLE EAST AND AFRICA: IOT MVNO MARKET, BY SUBSCRIBER, 2018-2022 (USD MILLION)	104
TABLE 70	MIDDLE EAST AND AFRICA: IOT MVNO MARKET, BY SUBSCRIBER, 2023-2028 (USD MILLION)	104
TABLE 71	MIDDLE EAST AND AFRICA: IOT MVNO MARKET, BY ENTERPRISE, 2018-2022 (USD MILLION)	104
TABLE 72	MIDDLE EAST AND AFRICA: IOT MVNO MARKET, BY ENTERPRISE, 2023-2028 (USD MILLION)	105
TABLE 73	MIDDLE EAST AND AFRICA: IOT MVNO MARKET, BY COUNTRY, 2018-2022 (USD MILLION)	105
TABLE 74	MIDDLE EAST AND AFRICA: IOT MVNO MARKET, BY COUNTRY, 2023-2028 (USD MILLION)	105
9.4.3	UAE	106
9.4.3.1	Favorable regulatory environment, infrastructure development, and focus on data privacy and security to promote growth	106
9.4.4	KSA	106
9.4.4.1	Country to investing heavily in infrastructure development, including smart cities and IoT projects	106
9.4.5	SOUTH AFRICA	106
9.4.5.1	Government to launch initiatives to support IoT adoption and digital transformation	106
9.4.6	REST OF MIDDLE EAST AND AFRICA	107
9.5	LATIN AMERICA	107
9.5.1	LATIN AMERICA: RECESSION IMPACT	107
9.5.2	LATIN AMERICA: IOT MVNO MARKET DRIVERS	108
TABLE 75	LATIN AMERICA: IOT MVNO MARKET, BY OPERATIONAL MODEL, 2018-2022 (USD MILLION)	108
TABLE 76	LATIN AMERICA: IOT MVNO MARKET, BY OPERATIONAL MODEL, 2023-2028 (USD MILLION)	108
TABLE 77	LATIN AMERICA: IOT MVNO MARKET, BY SUBSCRIBER, 2018-2022 (USD MILLION)	108
TABLE 78	LATIN AMERICA: IOT MVNO MARKET, BY SUBSCRIBER, 2023-2028 (USD MILLION)	109
TABLE 79	LATIN AMERICA: IOT MVNO MARKET, BY ENTERPRISE, 2018-2022 (USD MILLION)	109
TABLE 80	LATIN AMERICA: IOT MVNO MARKET, BY ENTERPRISE, 2023-2028 (USD MILLION)	109
TABLE 81	LATIN AMERICA: IOT MVNO MARKET, BY COUNTRY, 2018-2022 (USD MILLION)	110
TABLE 82	LATIN AMERICA: IOT MVNO MARKET, BY COUNTRY, 2023-2028 (USD MILLION)	110
9.5.3	BRAZIL	110
9.5.3.1	Collaboration with government entities, enterprises, and solution providers to provide opportunities for IoT MVNOs	110
9.5.4	MEXICO	111
9.5.4.1	Government to support for IoT adoption and digital transformation with initiatives like National Digital Strategy and National IoT Plan	111
9.5.5	REST OF LATIN AMERICA	111
9.5.5.1	IoT adoption across various industries, such as agriculture, manufacturing, energy, and logistics	111
10	COMPETITIVE LANDSCAPE	112
10.1	INTRODUCTION	112
10.2	STRATEGIES ADOPTED BY KEY PLAYERS	112
TABLE 83	OVERVIEW OF STRATEGIES ADOPTED BY KEY PLAYERS	112
10.3	HISTORICAL REVENUE ANALYSIS	113
FIGURE 28	HISTORICAL REVENUE ANALYSIS OF KEY PLAYERS, 2020-2022 (USD MILLION)	113
10.4	MARKET SHARE ANALYSIS OF KEY PLAYERS	114
TABLE 84	IOT MVNO MARKET: INTENSITY OF COMPETITIVE RIVALRY	114
10.5	EVALUATION QUADRANT MATRIX METHODOLOGY FOR KEY PLAYERS	114
FIGURE 29	EVALUATION QUADRANT MATRIX FOR KEY PLAYERS: CRITERIA WEIGHTAGE	115
10.6	EVALUATION QUADRANT MATRIX FOR KEY PLAYERS	115
10.6.1	STARS	115

10.6.2	EMERGING LEADERS	115
10.6.3	PERVASIVE PLAYERS	115
10.6.4	PARTICIPANTS	116
FIGURE 30	EVALUATION QUADRANT MATRIX FOR KEY PLAYERS, 2023	116
10.7	EVALUATION QUADRANT MATRIX METHODOLOGY FOR STARTUPS/SMES	117
FIGURE 31	EVALUATION QUADRANT MATRIX FOR STARTUPS/SMES: CRITERIA WEIGHTAGE	117
10.8	EVALUATION QUADRANT MATRIX FOR STARTUPS/SMES	117
10.8.1	PROGRESSIVE COMPANIES	117
10.8.2	RESPONSIVE COMPANIES	117
10.8.3	DYNAMIC COMPANIES	118
10.8.4	STARTING BLOCKS	118
FIGURE 32	EVALUATION QUADRANT MATRIX FOR STARTUPS/SMES, 2023	118
10.9	COMPETITIVE SCENARIO	119
10.9.1	PRODUCT LAUNCHES	119
TABLE 85	PRODUCT LAUNCHES, 2021-2023	119
10.9.2	DEALS	120
TABLE 86	DEALS, 2020-2023	120
11	COMPANY PROFILES	123
(Business Overview, Products/Solutions/Services Offered, Recent Developments, MnM view (Key strengths/Right to win, Strategic choices made, Weakness/competitive threats)*		
11.1	KEY PLAYERS	123
11.1.1	KORE WIRELESS	123
TABLE 87	KORE WIRELESS: BUSINESS OVERVIEW	123
FIGURE 33	KORE WIRELESS: COMPANY SNAPSHOT	124
TABLE 88	KORE WIRELESS: SOLUTIONS/SERVICES OFFERED	124
TABLE 89	KORE WIRELESS: SOLUTION/SERVICE LAUNCHES	125
TABLE 90	KORE WIRELESS: IOT MVNO: DEALS	126
11.1.2	KDDI CORPORATION	128
TABLE 91	KDDI CORPORATION: BUSINESS OVERVIEW	128
FIGURE 34	KDDI CORPORATION: COMPANY SNAPSHOT	128
TABLE 92	KDDI CORPORATION: SOLUTIONS/SERVICES OFFERED	129
TABLE 93	KDDI CORPORATION: SOLUTION/SERVICE LAUNCHES	129
TABLE 94	KDDI CORPORATION: IOT MVNO: DEALS	130
11.1.3	SEMTECH CORPORATION	132
TABLE 95	SEMTECH CORPORATION: BUSINESS OVERVIEW	132
FIGURE 35	SEMTECH CORPORATION: COMPANY SNAPSHOT	133
TABLE 96	SEMTECH CORPORATION: SOLUTIONS/SERVICES OFFERED	133
TABLE 97	SEMTECH CORPORATION: IOT MVNO: DEALS	133
11.1.4	GIESECKE+DEVRIENT (G+D)	135
TABLE 98	G+D: BUSINESS OVERVIEW	135
FIGURE 36	G+D: COMPANY SNAPSHOT	135
TABLE 99	G+D: SOLUTIONS/SERVICES OFFERED	136
TABLE 100	G+D: SOLUTION/SERVICE LAUNCHES	136
TABLE 101	G+D: IOT MVNO: DEALS	136
11.1.5	TWILIO	138
TABLE 102	TWILIO: BUSINESS OVERVIEW	138
FIGURE 37	TWILIO: COMPANY SNAPSHOT	139

TABLE 103□TWILIO: SOLUTIONS/SERVICES OFFERED□139

TABLE 104□TWILIO: SOLUTION/SERVICE LAUNCHES□140

TABLE 105□TWILIO: DEALS□140

11.1.6□BICS□141

TABLE 106□BICS: BUSINESS OVERVIEW□141

TABLE 107□BICS: SOLUTIONS/SERVICES OFFERED□141

TABLE 108□BICS:DEALS□141

11.1.7□TELUS CORPORATION□142

11.1.8□U-BLOX□143

11.1.9□ORBCOMM□144

11.1.10□TELIT□145

11.2□SMES/STARTUPS□146

11.2.1□AERIS COMMUNICATIONS□146

11.2.2□CUBIC TELECOM□147

11.2.3□1NCE□148

11.2.4□TRUPHONE□149

11.2.5□HOLOGRAM□150

11.2.6□1OT□151

11.2.7□SORACOM□152

11.2.8□ONOMONDO□153

11.2.9□DATAXOOM□154

11.2.10□AIRLINQ□155

11.2.11□EMNIFY□156

11.2.12□WIRELESS LOGIC□157

11.2.13□ASAHI NET□158

Details on Business Overview, Products/Solutions/Services Offered, Recent Developments, MnM view (Key strengths/Right to win, Strategic choices made, Weakness/competitive threats) might not be captured in case of unlisted companies.

12□ADJACENT/RELATED MARKETS□159

12.1□INTRODUCTION□159

12.2□IOT PROFESSIONAL SERVICES MARKET□159

12.2.1□MARKET DEFINITION□159

12.2.2□MARKET OVERVIEW□159

12.2.3□IOT PROFESSIONAL SERVICES MARKET, BY SERVICE TYPE□159

TABLE 109□IOT PROFESSIONAL SERVICES MARKET, BY SERVICE TYPE, 2016-2021 (USD BILLION)□160

TABLE 110□IOT PROFESSIONAL SERVICES MARKET, BY SERVICE TYPE, 2022-2027 (USD BILLION)□160

12.2.4□IOT PROFESSIONAL SERVICES MARKET, BY ORGANIZATION SIZE□161

TABLE 111□IOT PROFESSIONAL SERVICES MARKET, BY ORGANIZATION SIZE, 2016-2021 (USD BILLION)□161

TABLE 112□IOT PROFESSIONAL SERVICES MARKET, BY ORGANIZATION SIZE, 2022-2027 (USD BILLION)□161

12.2.5□IOT PROFESSIONAL SERVICES MARKET, BY DEPLOYMENT TYPE□161

TABLE 113□IOT PROFESSIONAL SERVICES MARKET, BY DEPLOYMENT TYPE, 2016-2021 (USD BILLION)□162

TABLE 114□IOT PROFESSIONAL SERVICES MARKET, BY DEPLOYMENT TYPE, 2022-2027 (USD BILLION)□162

12.2.6□IOT PROFESSIONAL SERVICES MARKET, BY APPLICATION□162

TABLE 115□IOT PROFESSIONAL SERVICES MARKET, BY APPLICATION, 2016-2021 (USD BILLION)□162

TABLE 116□IOT PROFESSIONAL SERVICES MARKET, BY APPLICATION, 2022-2027 (USD BILLION)□163

12.2.7□IOT PROFESSIONAL SERVICES MARKET, BY REGION□163

TABLE 117□IOT PROFESSIONAL SERVICES MARKET, BY REGION, 2016-2021 (USD BILLION)□163

TABLE 118□IOT PROFESSIONAL SERVICES MARKET, BY REGION, 2022-2027 (USD BILLION)□164

Scotts International. EU Vat number: PL 6772247784

tel. 0048 603 394 346 e-mail: support@scotts-international.com

www.scotts-international.com

12.3	5G IOT MARKET	164
12.3.1	MARKET DEFINITION	164
12.3.2	MARKET OVERVIEW	164
12.3.3	5G IOT MARKET, BY COMPONENT	164
TABLE 119	5G IOT MARKET, BY COMPONENT, 2020-2028 (USD MILLION)	165
TABLE 120	5G IOT MARKET, BY SERVICE, 2020-2028 (USD MILLION)	165
TABLE 121	5G IOT MARKET, BY PROFESSIONAL SERVICE, 2020-2028 (USD MILLION)	165
12.3.4	5G IOT MARKET, BY NETWORK TYPE	165
TABLE 122	5G IOT MARKET, BY NETWORK TYPE, 2020-2028 (USD MILLION)	165
12.3.5	5G IOT MARKET, BY ORGANIZATION SIZE	166
TABLE 123	5G IOT MARKET, BY ORGANIZATION SIZE, 2020-2028 (USD MILLION)	166
12.3.6	5G IOT MARKET, BY TYPE	166
TABLE 124	5G IOT MARKET, BY TYPE, 2020-2028 (USD MILLION)	166
12.3.7	5G IOT MARKET, BY END USER	166
TABLE 125	5G IOT MARKET, BY END USER, 2020-2028 (USD MILLION)	167
12.3.8	5G IOT MARKET, BY REGION	167
TABLE 126	5G IOT MARKET, BY REGION, 2020-2028 (USD MILLION)	168
13	APPENDIX	169
13.1	DISCUSSION GUIDE	169
13.2	KNOWLEDGESTORE: MARKETSANDMARKETS' SUBSCRIPTION PORTAL	172
13.3	CUSTOMIZATION OPTIONS	174
13.4	RELATED REPORTS	174
13.5	AUTHOR DETAILS	175

IoT MVNO Market by Operational Model (Reseller, Service Operator, Full MVNO), Subscribers (Consumer, Enterprise), Enterprise (Manufacturing, Transportation & Logistics, Healthcare, Retail, Agriculture) and Region - Global Forecast to 2028

Market Report | 2023-06-06 | 171 pages | MarketsandMarkets

To place an Order with Scotts International:

- ☐ - Print this form
- ☐ - Complete the relevant blank fields and sign
- ☐ - Send as a scanned email to support@scotts-international.com

ORDER FORM:

Select license	License	Price
	Single User	\$4950.00
	Multi User	\$6650.00
	Corporate License	\$8150.00
	Enterprise Site License	\$10000.00
		VAT
		Total

*Please circle the relevant license option. For any questions please contact support@scotts-international.com or 0048 603 394 346.

** VAT will be added at 23% for Polish based companies, individuals and EU based companies who are unable to provide a valid EU Vat Numbers.

Email*	<input type="text"/>	Phone*	<input type="text"/>
First Name*	<input type="text"/>	Last Name*	<input type="text"/>
Job title*	<input type="text"/>		
Company Name*	<input type="text"/>	EU Vat / Tax ID / NIP number*	<input type="text"/>
Address*	<input type="text"/>	City*	<input type="text"/>
Zip Code*	<input type="text"/>	Country*	<input type="text"/>

Scotts International. EU Vat number: PL 6772247784

tel. 0048 603 394 346 e-mail: support@scotts-international.com

www.scotts-international.com

Date

2025-06-24

Signature



Scotts International. EU Vat number: PL 6772247784

tel. 0048 603 394 346 e-mail: support@scotts-international.com

www.scotts-international.com