

PRESS RELEASE

TELEFÓNICA AND ERICTEL EXPAND SCOPE OF COLLABORATION TO PROMOTE INTERNET OF THINGS AND BIG DATA SOLUTIONS FOR MOBILITY MANAGEMENT

- **The new agreement will allow the IoT/Data unit part of Telefónica Tech to speed up the deployment of IoT and Big Data telemetry solutions such as asset tracking and field force management in all Telefónica markets.**

Madrid, 14 July 2020- Telefónica and Erictel, a Spanish IoT solutions developer, today announce an agreement to expand their collaboration to develop and commercialize new IoT and Big Data mobility solutions, including the management of field forces and asset tracking in all markets where Telefonica operates.

These solutions help companies to better plan and execute their operations, ensuring sustainability, efficiency, and security, and enabling new business models. The ongoing pandemic of Covid-19 has highlighted the importance of digitation and process automation and has shown how data-based decision making can help businesses stay competitive.

Telefónica Tech's IoT solutions, developed along with partners like Erictel, ease the path of businesses in their adaptation to current developments. Thus, challenging processes like sanitation of products, equipment and facilities will be more efficient with indoor asset tracking solutions. They enable location and remote monitoring of assets status to better plan the activity and availability of resources.

Additionally, with the increasing trend of remote working and concern about employee's security in the workplace, workforce management solutions facilitate the task of planning and securing the activity of mobile workers and field forces. They provide the appropriate tools to set up a work hours registration system, activity planning and real time incident and digital reporting.

"This agreement enhances our capabilities in IoT and Big data, at a time when collaboration with our partners is more important than ever in order to support our B2B customers in their path towards digitization, automation and data-driven decisions", says Elena Gil, Product & Business Operations Director for IoT & Big Data at Telefónica Tech.

"Telefónica is our main client and we are really excited about widening our scope of collaboration and contribute to promote IoT & Big Data products, particularly mobility solutions, in Telefónica's main markets", says Mikel Carcedo, CEO of Erictel.

Telefónica and Ericel have been partnering for the last few years offering M2M solutions in Latin America and Spain. The new agreement increases the geographic reach of their collaboration and reinforces the product portfolio.

IoT-Big Data is one of the digital services offered by Telefónica, together with the cloud and cyber security services, through [Telefónica Tech](#), a new unit that brings together these three businesses with a high growth potential and with which it seeks to accompany its customers in their digital transformation. At the close of 2019, Telefónica managed 23.8 million IoT connections worldwide..

About Telefónica

Telefónica is one the largest telecommunications service providers in the world. The company offers fixed and mobile connectivity as well as a wide range of digital services for residential and business customers. With 342 million customers, Telefónica operates in Europe and Latin America. Telefónica is a 100% listed company and its shares are traded on the Spanish Stock Market and on those in New York and Lima.

For more information about Telefónica: www.telefonica.com

About Ericel

Ericel has connected places, people and now also things. It has its own manufacturing and R&D in the Bizkaia Technology Park. It is present in Spain, Argentina, Colombia, Peru, Ecuador and Mexico. With this agreement, the company opens two new offices in London and Sao Paulo. Together with Telefónica, it continues to develop its business model and consolidate its product catalogue in the field of mobility of people and things.