

## PRESS RELEASE

### TELEFONICA BECOMES NESTLÉ PROFESSIONAL'S WORLDWIDE IOT COMMUNICATIONS PROVIDER

**Madrid, 18<sup>th</sup> of November.**- [Telefonica Business Solutions](#), a leading provider of a wide range of integrated communication solutions for the B2B market has signed an agreement with Nestlé, the world's leading nutrition, health and wellness company, to provide IoT communications in more than 50 countries for their *Nestlé Professional* coffee solutions, aiming to support the company's digital transformation.

Nestlé's main objective is to monitor the coffee solutions' parameters to optimize customer experience and increase business efficiency. To do this, they have integrated Telefonica's Smart m2m Solution, a best-in-class platform to manage and control IoT communications developed entirely by Telefonica, which is already serving more than 2,500 customers globally, across all industries. New *Nestlé Professional* coffee solutions will incorporate the telemetry solution while legacy versions will have an add-on module that will provide them with the same capabilities.

Telefonica will provide Nestlé with best global IoT connectivity, enabling Nestlé Professional to interact with their coffee solutions. Nestlé will be able to control all key solutions' parameters, optimizing the end user experience - for example adjusting the coffee taste. Additionally, Nestlé operations will be more efficient thanks to remote configuration and predictive maintenance models.

**Henri de Roo, Global Head of Business Applications, at Nestlé** commented: *"Telefonica enabled us a new way of communicating and interacting with our coffee solutions at a global scale, allowing us to personalize our customer experience. We trusted their capabilities to deliver this project and they were able to respond to our needs beyond their own network footprint."*

**José Luis Gamo, Telefonica Business Solutions' European Corporates & Multinationals Director**, stated: *"This key commercial deal demonstrates our global reach and enduring relationship with Nestlé who has trusted Telefonica this time to provide cutting-edge connectivity across the globe. We aim to empower all-sized companies with prominent communications to help them lead the digital revolution ahead and consequently better serve their own customers":*

#### About Telefonica Business Solutions

[Telefonica Business Solutions](#), a leading provider of a wide range of integrated communication solutions for the B2B market, manages globally the Enterprise (Large Enterprise and SME), MNC (Multinational Corporations), Wholesale (fixed and mobile carriers, ISPs and content providers) and Roaming businesses within the Telefonica Group. Business Solutions develops an integrated, innovative and competitive portfolio for the B2B segment including digital solutions (Cloud or Security) and telecommunication services (international voice, IP, bandwidth capacity, satellite services, mobility, integrated fixed, mobile, IT services and global solutions). Telefonica Business Solutions is a multicultural organization, working in over 40 countries and with service reach in over 170 countries.

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For more information about Telefonica's IoT business, visit [iot.telefonica.com](http://iot.telefonica.com) or follow us on twitter at [@telefonicaloT](#) and [LinkedIn](#).

About Nestlé Professional:



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