A word from
our Executive Committee

YOUR PARTNER FOR THE TRANSITION TO eSIM

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The ubiquitous SIM card has played a fundamental role in mobile telecommunications for over 25 years providing a secure means for authenticating devices onto networks - a removable secure element which is easily transferrable between mobile devices.

The GSMA has defined a radical new way to load the SIM into devices. As a result, the essential information contained in a SIM can now be securely downloaded into a secure element that can be permanently embedded inside any type of device. The role of the SIM itself is not changing – just how it's delivered. This new eSIM offers an equivalent level of security and protection to that provided by the removable SIM card. And, to enable this change, an ecosystem of trusted platforms and players has been facilitated by the GSMA.

The benefits of eSIM in both the Consumer and M2M domains are significant: a modern, cloud hosted technology platform that will digitalise the SIM lifecycle and reduce friction – which, in turn, will reduce the total cost of ownership for all elements of the SIM value chain.

Let's be clear – this transition from traditional SIM to eSIM is not an evolution, but a revolution which will impact the supply side and the demand side of the Industry. Major changes will take place on the supply side as we will see players with different technical and commercial capabilities disrupt the existing SIM vendor cartel and deliver the much-publicised benefits of eSIM in Consumer and M2M markets.

Bring it on!

However, for a Consumer or M2M service provider to transition from traditional SIM to eSIM is not a trivial task.

On the Consumer side, we need market penetration of eSIM enabled phones to reach a "tipping point" and we need Consumers to be given a simple, digital, frictionless on-boarding process to attract them to the new technology and make this a seamless transition.

For the M2M "Edge" customer, incorporating eSIM or iSIM (an advanced version of eSIM) into a device in the field is clearly operationally complex, as is re-designing edge devices to accommodate the new eSIM or iSIM technology.

In the background, these service providers also need to build eSIM remote SIM provisioning systems and the orchestration, management, and user presentation platforms (web portals and Apps) to ensure interoperability across different vendor technologies and support complex lifecycle use-cases like porting-in and porting-out, and many more like this.

Clearly, eSIM offers many benefits, however, getting there is far from simple. The vendor community is simplifying the challenge in the hope that eSIM will be adopted de facto. But, unless this complexity is recognised and managed, eSIM will remain a parallel technology at best.

It is time that the vendor community gets serious about eSIM scalability, eSIM interoperability, and eSIM orchestration and management in the real world. It's time that we optimise this technology so that it can achieve the heralded total cost of ownership benefits.

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It is our raison d'être.

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Oasis was founded by a group of SIM technology veterans that had the vision to see this market disruption opportunity and who wanted to make eSIM a resounding success. Breaking through the existing inertia and inability to flex current business models was the top priority for the company. One thing is certain: in 2021, the vendor community is still failing to respond to market reality. Scaling RSP sites around the world in complex hybrid cloud environments and supporting on-premises RSP deployment in Tier 1 scenarios in challenging Telco Cloud (NFV) environments is well beyond the capabilities of many traditional vendors. Achieving this level of global coverage at scale, with full interoperability, orchestration, and management, plus user experience at the core, pushed them well beyond their existing technology models and capabilities, straining their business models to breaking point.

Oasis was acquired by Tata Communications in a deal that allowed Oasis to build a partnership with one of the world's leading wholesale telecommunications players, with global cloud-hosting capability and digital transformation expertise. Oasis operates independently of Tata Communications, however. Oasis has been able to scale their innovative technology platform and achieve the service levels required by Tier 1 and lower Tier service providers with a flexible eSIM platform that is optimised to achieve the total cost of ownership that will allow eSIM to flourish and naturally replace traditional SIMs.

Together, Oasis and Tata Communications is the agent of change, the disruptor of choice for all sizes of service provider. Covering a state-of-the-art eSIM platform from edge to cloud and a full set of transformation and managed services to support any tier of service provider depending on their desire to own and control the technology.

Join a host of other service provider who have clearly recognised that in transitioning to eSIM, expecting the existing vendor community to react is pointless – work with a true partner that has pre-invested in eSIM technology and services and will support your digital transformation from traditional SIM to eSIM.

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