

The Four Strategic Pillars of Enterprise IoT Connectivity

How SGP.32 Enables a Future-Ready Connectivity Strategy

When evaluating an entire IoT connectivity strategy, enterprises are primarily motivated by operational flexibility, regulatory compliance, coverage, and resilience. The SGP.32 standard naturally becomes a part of that discussion as a key technical enabler, rather than the sole focus. Below is a structured framework for enterprise decision-makers.

The Four Strategic Pillars

1. OPERATIONAL FLEXIBILITY:

- **Agile Logistics:** Streamlined device shipping allows for a much more dynamic supply chain.
- **Single SKU:** No upfront profile selection is required, simplifying manufacturing and inventory management.
- **Simplified SIM Management:** Leads to a lower Total Cost of Ownership (TCO) by reducing the complexity of provisioning and handling connectivity over the device lifecycle.

2. REGULATORY COMPLIANCE

- **Proactive Monitoring:** Adapt to unpredictable local regulations and permanent roaming restrictions seamlessly.
- **Long-Term Auditability:** Maintain secure, compliant audit trails for connected devices globally.
- **Certified Security:** Ensure certified vendor security leveraging SAS-UP/Common Criteria standards.

3. COVERAGE & RESILIENCE

- **Robust Global Coverage:** Maximize connection uptime by leveraging intelligent network selection and fallback options.
- **Network-Agnostic Services:** Reduce dependency and carrier lock-in by utilizing agnostic infrastructure.
- **Fallback & MEP (Multiple Enabled Profiles):** Enable resilient, secondary profile use in case of primary network failure, ensuring mission-critical reliability

4. SCALABILITY

- **Predictable Operating Costs:** Maintain strict control over Opex for high-volume fleets across disparate geographical regions.
- **Unified Management:** Leverage Multi-IMSI / BYOC (Bring Your Own Connectivity) integrated onto one cohesive platform.
- **API Integration:** Utilize standard APIs for ecosystem interoperability, reducing the friction of onboarding new connectivity suppliers.

GSMA eSIM IoT Specification (SGP.32) simplifies the underlying logic of IoT connectivity, acting as the foundation for the strategic pillars mentioned above. The projected timeline for widespread adoption and maturity of SGP.32 solutions is expected around 2027–28.

Read the latest analyst eBook - eSIM Market Outlook & Opportunities in IoT 2026.

KORE | Kaleido Intelligence