



TESTIMONIAL

A FORAY INTO PLUG-AND-PLAY ELECTRIC CHARGERS FOR HOME AND BUSINESS

Webasto is a well-known brand name in Germany and a global leader in the production of car roofs as well as heating and cooling systems, with over 14,000 employees worldwide. In recent years, it has been working to develop its offer in the electric vehicle battery and charging market. Its key new product is Webasto Live, a smart EV wallbox charging station for home and business use. Designed with an emphasis on usability for both home users and businesses, charging sessions can be easily controlled and monitored remotely through an app. This key feature is made possible thanks to the eSIM technology and software provided by POST Telecom that connects the charger to the internet.

www.posttelecom.com

Post LUXEMBOURG Group



Looking to the future with eSIM connectivity

The eSIM card was the Webasto preferred way of connecting to their own cloud, using it as the transporter for data created by the battery charger and enabling machine-to-machine communication. It allows users to see information, such as when a charge starts or stops, whether the cable is attached or the location of the charger.

However, when they began developing their product two years ago, most companies were still using standard SIM cards, which need to be physically replaced if there is a change of operator. **Webasto was looking to future-proof their product by finding a telecom operator that could provide connectivity using the eSIM card, enabling them to stay flexible in the long-term.**

When searching for a technology partner for their smart charger, Webasto was looking for strong expertise in IoT and connected products, as this was an area new to them. *"We needed a product customized to our needs and level of competence, to enable us to enter the world of smart products, and this is exactly what POST offered us."* Several other telecom providers Webasto approached were unable to offer technology that could support the eSIM card. *"We were convinced not only by this, but also by POST's network concept, that they offer global coverage for our products, and that they are a leading company in the telecom sector".*

Custom software development with a personal touch

Talks between Webasto and POST first started in mid-2018 and by 2019 the project was under way, following an onboarding process that included outlining technical requirements, defining the solution, official sourcing, and the development of a delivery and production process. Despite being a large organization, POST offered a personal touch that Webasto's team highly appreciated: their contact was always there to answer their questions or to have POST Telecom technical team work out different issues in production. This connection between POST and Webasto is a highlight of the partnership.

While the physical eSIM card in the battery charger is provided by POST's supplier Giesecke & Devrient (G&D), POST developed all of the custom software to connect the hardware to the cloud, enabling Webasto to remotely control its battery chargers, access use data, change pricing or activate/deactivate individual chargers online. With this connectivity, they have developed two user applications, one for configuration and one for charging. Individual car owners and fleet managers alike can use the apps to access a wide range of charging data and perform remote actions through a mobile or web interface.

A unique solution adapted to local and international markets

Thanks to the connectivity and support provided by POST for Webasto's eSIM-based smart chargers, Webasto was able to successfully launch its Webasto Live charging station on the German market. It is unique among home and business-based AC chargers by emphasizing usability and smart connectivity, offering a plug-and-play solution to consumers. The AC charger and all software, including firmware, backend and apps, are provided out of the box, and set-up is easy and foolproof thanks to the included configuration app. With access to global coverage through POST'S network connections, Webasto can now expand its reach to countries across Europe and further afield and has the flexibility to use different roaming technologies or providers as needed.

A future in connected products

Though the smart battery charging stations are Webasto's first foray into the electric vehicle charging market, they have plans to develop their offering further. The company already has a range of ideas for follow-up projects with POST, including products such as smart DC chargers and other components that could use embedded SIM cards, like car roofs. Their Webasto Live charger was also designed to integrate new solutions, opening the door to potential connected services such as energy management services or fleet management solutions.



ABOUT POST TELECOM

POST Telecom is part of POST Luxembourg, which is the incumbent Telecom operator of Luxembourg and was founded in 1842. It is a company with an international outlook; its diverse workforce consists of 4,500 employees, who represent 47 different nationalities.

Its vision is to facilitate communication and ease the transfer of data and content between individuals and companies. POST Telecom is committed to delivering innovative global telecommunications, information technology and digital media services, and to providing high-performance national and international infrastructures.

Learn more about POST Telecom' Cloud Services.
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CONTACT



POST Telecom
1 rue Emile Bian, L-1235 Luxembourg



contact@posttelecom.com

www.posttelecom.com

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