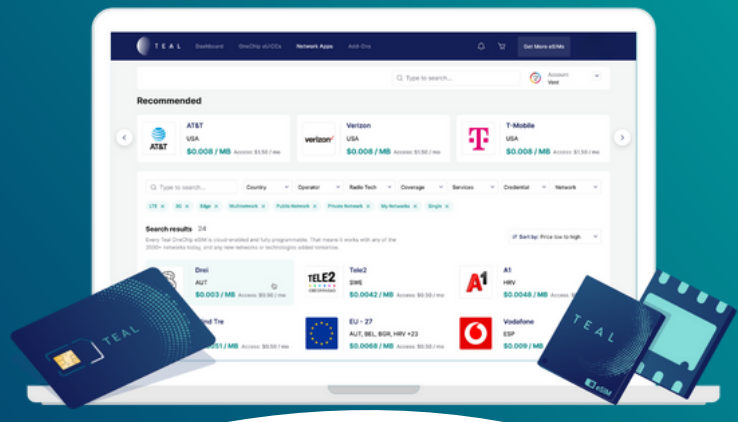# TEAL

TEAL eSIM vs. MVNO (Mobile Virtual Network Operator) 2024 Cheat Sheet

Leading companies across the globe face similar connectivity challenges when it comes to their IoT devices. Find out why TEAL is the best connectivity solution for any IoT deployment around the world.

TEAL Overcomes Common Connectivity Challenges

→ No Redundancy, Single Point of Failure

→ Poor Availability & Roaming Restrictions

→ Time and Money Lost, Managing Multiple Vendors and Contracts

→ Concerns About 3G Network Sunsets, 5G Upgrades, and Network Outages

→ Locked Into Networks

	TEAL	MVNO's
Programmable eSIM	✓	Roaming on Networks
Dynamic Carrier Switching	✓	✗
Private Networks	✓	✗
Flexible & Scalable Pricing	✓	Resell MNO's Pricing
Low Latency	✓	✗
Easy to Work With	✓	Difficult to Work With

A single point of failure is a major risk that most businesses don't often appreciate until they're faced with a network outage, or network sunset due to network upgrades. Find out why TEAL's eSIM platform is the best solution for any IoT deployment.

Why TEAL?

→ Teal gives you direct access to multiple MVNOs and MNOs.

→ With Teal you can easily switch to another carrier or MVNO if there's an outage.

→ Protect against sunsets and upgrades.

TEAL: The World's First True eSIM Platform

Feature	TEAL eSIM	MVNO "eSIM"	MNO "eSIM"
eSIM Technology Provider	1st Party (TEAL)	3rd Party	3rd Party
Chip Manufacturer	Multi-Vendor	Single-Vendor	Singe-Vendor
Datacenter Provider	Operator	Themselves	Operator
Direct Network Enrollment	Yes	No	No
Roaming Networks	When Necessary	Always	Sometimes
Network Onboarding	Whenever You Need	No	No
Private Networks	Whenever You Need	Not Compatible	Not Compatible
BYOC (Bring Your Own Carrier)	Whenever You Need	No	No

TEAL puts businesses in control by giving them the freedom to choose which networks their IoT devices connect to. TEAL's platform has the capability to dynamically switch between carriers giving you more redundancy, and ensuring that your IoT devices are always connected.

Why MVNO Solutions Aren't Ideal for High-Data IoT Devices

- Although MVNOs claim that they are connectivity platforms, they simply aren't as they rent airtime (ratio network) from an MNO, but add a virtual data network for the actual throughput. This means that you're stuck with a static, limited solution and any changes are reliant on a 3rd party, as connections to this network first go through an MNO tower, then an MVNO datacenter. They may look easy to join and more cost effective, but they fall short when roaming agreements are suddenly blocked or when they experience higher latency due to reduced datacenter capacity.

- MVNOs will assert that they offer carrier-switching, but the reality is that they only switch you between towers while datacenters remain the same. In many cases, the identity stays the same as well. Why is this bad for IoT companies? Mainly because MVNOs don't offer redundancy and remain a single point of failure.

- With MVNO's, IoT devices that are connected onto away networks are not prioritized; meaning that in some cases you may experience great performance, but in many other instances, performance will be degraded, and latency will be high. This unreliability in network speeds and availability is not ideal for mission critical high-data applications such as video surveillance, fleet management (telematics) solutions, autonomous robotics and BVLOS drones. So, while it might seem like you are getting great global coverage at competitive rates, the reality is that your mission critical devices are put at risk and will likely experience less than advertised performance.

- Contrarily, native core connectivity is purpose-built for IoT and M2M devices, ensuring consistent, high-quality service, and response, irrespective of location. The costs associated with core connectivity are also more predictable, given the absence of unexpected roaming charges, which can be detrimental to the financial health of a business. Overall, the return on investment with native core networks stands out due to the performance gains and the ability to maintain better control over connectivity infrastructure.

Stop wasting time managing contracts with multiple connectivity vendors. Learn how eSIM technology can give you more flexibility so your business can grow faster. Discover why leading companies around the world rely on TEAL. Schedule a time to meet with a Teal IoT expert today!

Contact Us Today!

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