Verizon Wireless
One Verizon Way
Basking Ridge, NJ 07920-1097

Aug 22, 2022

RE: **B and B Electronics Manufacturing Company ICR-3200** Open Development Certification

Dear **Vaclav Batko**:

Congratulations! On behalf of the Verizon Open Development team, we are pleased that you are participating in the Open Development Initiative. The **B and B Electronics Manufacturing Company ICR-3200**, under software version **6.3.5** and hardware version **1.0** with embedded module **Quectel Wireless Solutions Co., Ltd. EC25-AF(D)** using module software version **EC25AFFDR07A10M4G** and module hardware version **R1.0** has been approved, hereinafter the "Approved Device", through the Open Development certification process. This is a temporary/conditional approval per the conditions outlined in this letter.

Open Development is centered on driving innovation and providing customers with flexibility in wireless solutions. Most importantly, Open Development is designed to encourage the development community to create new products and services in addition to what Verizon currently offers. **B and B Electronics Manufacturing Company** can now market the Approved Device to operate on the nation's most reliable wireless data network. Our customers can now utilize these devices to support their business needs.

The Approved Device remains certified for the applicable category mentioned below provided it continues to satisfy the terms of the Certification Agreement between Verizon and **B and B Electronics Manufacturing Company**. No less than ninety days prior to the expiration of the certification term, **B and B Electronics Manufacturing Company** must submit the Approved Device for retesting and re-certification for the Approved Device to remain certified. The terms of validity for device certification are as follows:

Conditions:

- VZW120001600010.10676.0001.T which expires next Maintenance Release
- 'LTE' capable device: Certification lasts **five years** from the date of this letter if each device complies with a Firmware Over The Air (FOTA) upgrade.
- 'Multimode' device: A multimode device that supports HD voice over LTE and complies with a FOTA upgrade will remain certified for five years from the date of this letter. Certification for a multimode device (LTE with CDMA) supporting CDMA Voice expires on **December 31, 2019**.
- A 'CDMA only' (1xRTT and/or 1xEvDO) device and its maintenance releases (MR) certifications expire **December 31, 2019**. Once the term expires, the device will receive no re-certification or (MR) certification. In addition effective July 1st, 2018, Verizon will no longer accept uploads or activations for any new CDMA-only MEID/ESN on our network, unless the devices are 4G LTE capable.

Thank you for choosing to have your devices certified via the Verizon Wireless' Open

Development program.

Sincerely,



Daniel J Falkner
Director - Wireless Products
Verizon Business Group

Verizon's Upload Process for Device IDs of OD (Open Development) Approved Devices

Congratulations!
Your device has been OD approved for use on the Verizon Wireless network! As an OEM of an approved M2M device, it's your responsibility to upload device IDs to the Verizon Device Management Database (DMD); please use the following:

- ❑ **Log** into the Open Development portal, and **click the link** to Upload Device ids (link displayed to the right of the Approved device)

  ▶ Device Model - *(APPROVED)* - [Upload Device Ids]

- ❑ A **input tool** will appear, for you to Upload the file of device IDs

  Upload [ ] Browse... Type ESN HEX ▾ Upload

- ❑ Browse your computer's local storage to **retrieve the flat file** with the device IDs to upload; be sure to **indicate the ID type** (ESN HEX, MEID, IMEI, or IMEI ICCID Pair)

- ❑ Save your file in the .csv (flat file) format, and organize the device IDs in the first column; no labels or formatting will be accepted. Note: 14-digit MEIDs in HEX (numbers & letters) are used for 2G/3G devices, and 15-digit IMEIs are used for 4G LTE devices

	A
1	A00000028BC821
2	A00000028BC822
3	A00000028BC823

- ❑ Our system will automatically provide a **confirmation email,** of a **successful** file upload. The confirmation email will provide the anticipated time slot for your file to be **processed into our DMD**; after that, the device can be **activated** on a rate plan, by a Verizon representative.

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Open Development certified. Verizon business ready.

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Now that you have received certification, you can tap into these value-added programs and tools.

Open Development Showcase

- Maximize exposure for your product.
- Feature your newly approved product on the OD Showcase.
- "Connected by Verizon" logo provided for use on your website and collateral.
- Verizon internal announcements - national sales call, one pager.

https://opendevelopment.verizonwireless.com/device-showcase

Product Enhancements

- SIM Secure – Binds a SIM to a specific customer device, preventing a malicious actor from potentially gaining access to the customer's network or obtaining free network services by moving the SIM to an unauthorized device.
- SIM Purchase –Standard Triple Punched and Rugged SIM cards are available in the ThingSpace Manage portal.
- Security Credentialing – Allows businesses to build a trusted eco-system by authenticating devices and securing its data.
- Device On-Boarding – scalable device on-boarding with web- and API-based ThingSpace Services – simplifies the processes and consolidates the tools to manage your solution, all in a single platform.
- Location Based Services – Know where your devices are located and access reports, history and manage privacy settings.
- Device Diagnostics Services can help troubleshoot device connectivity issues.

https://thingspace.verizon.com/service/

Verizon Innovation Center

- The Verizon Innovation Center is a destination where partners, consumer electronics companies, innovation collaborators, business executives and public officials can meet to enable and showcase products, services and solutions that take advantage of the power, speed and reach of our LTE wireless network.
- 5G Labs explore the boundaries of 5G technology, co-create new use applications and hardware, and engage with the community through programming designed to encourage local innovators to rethink what's possible in a 5G world.

https://www.verizon.com/about/sites/default/files/annual/delivering-innovative-solutions.html

Verizon Partner Program

Mobility Co-Sell

- Sales distribution partners to create and sell solutions around open development certified devices and modules by customer vertical and segmentation.
- Program incentives for Value Added Distributors, Value Added Resellers, Managed Service Providers and System Integrators to partner with Verizon sales teams to jointly apporach the customer end-user.
- Marketing opportunities to engage, educate and attract new sales by leveraging channel distribution enablement with Verizon Partners.

Contact: Michael Lee michael.d.lee@verizonwireless.com or Jonathan Harris jonathan.harris@verizonwireless.com

M2M Resale

- Package and market selected solutions to potential customers. This innovative sales model offers you the opportunity to purchase transport and other assets directly from Verizon to help develop and sell your industry solutions. It provides one-stop shopping to your end customers.

https://www.verizon.com/business/resources/partner-program/join-now

Sell With

- Along with Verizon, jointly market and present complementary solutions to prospective customers.
- Opportunities for GTM based on partnership level attainment.
- Bill on Behalf of / One Bill – Customers can receive a single, integrated bill for both our partner's charges and the customer's wireless services.

https://www.verizon.com/business/resources/partner-program/join-now