Counterpoint

Connectivity Management Platform Rankings

2026

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Introduction

Cellular IoT Connectivity Management

IoT Connectivity Management Platform

Counterpoint

What is an IoT CMP?

An **IoT Connectivity Management Platform (CMP)** is a software solution that **streamlines** the management of IoT device connectivity. It offers **a unified interface** for **deploying, monitoring** and **managing networks**, along with tools for **billing**, **troubleshooting** and **analytics**.

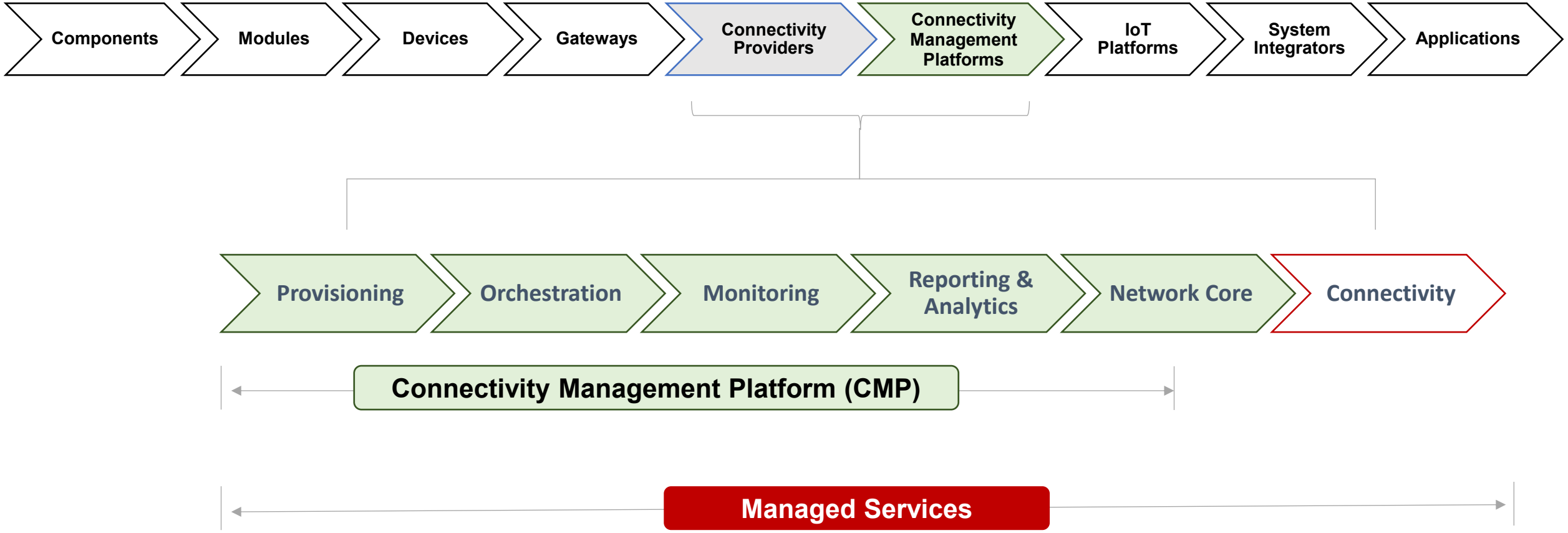
Why is a CMP essential?

CMPs turn IoT connectivity from a **logistics challenge** into a **software-managed service**. IoT CMPs are essential because they provide **scalability** to manage millions of devices across diverse geographies, ensuring that enterprises can expand without operational bottlenecks. They drive **efficiency** by automating routine operations such as provisioning and lifecycle management, reducing manual intervention and cost. **Visibility** is enhanced through real-time diagnostics and monitoring, allowing businesses to track usage and performance instantly. **Security** is strengthened by enforcing policies and detecting anomalies, safeguarding both data and connectivity. Finally, **interoperability** is achieved by supporting multi-carrier deployments, enabling seamless global coverage and flexibility across networks.

Who Offers an IoT CMP?

Many **MNOs** operate their own CMPs, tightly integrated with core networks to manage SIMs, eSIMs, and policies at scale. Likewise, many **MVNOs** have built proprietary CMPs, while some also **white-label their platforms to MNOs**, enabling faster market entry. **Carrier-grade CMP providers** focus on delivering robust, multi-tenant orchestration platforms for operators but do not offer connectivity themselves. Finally, **one-stop-shop players** bundle CMPs with connectivity and hardware, giving enterprises turnkey solutions that simplify deployment and accelerate time to market. This ecosystem shows how CMPs are evolving from basic SIM management into full connectivity orchestration platforms.

Components of Connectivity Management



Analyst Outlook

As IoT deployments scale globally, managed service providers are increasingly positioning the **CMP as the primary differentiator**, rather than connectivity alone. Enterprises now want platforms that simplify multi-country operations, abstract network complexity, and provide a unified layer for provisioning, security, analytics, and lifecycle management. CMPs that tightly integrate with connectivity enable providers to deliver consistent global coverage while offering centralized control, automation, and visibility across heterogeneous networks. Going forward, **platform-led connectivity** will be critical in helping providers move up the value chain, support complex enterprise use cases, and differentiate in a market where basic connectivity is rapidly becoming commoditized.

Cellular IoT Value Chain

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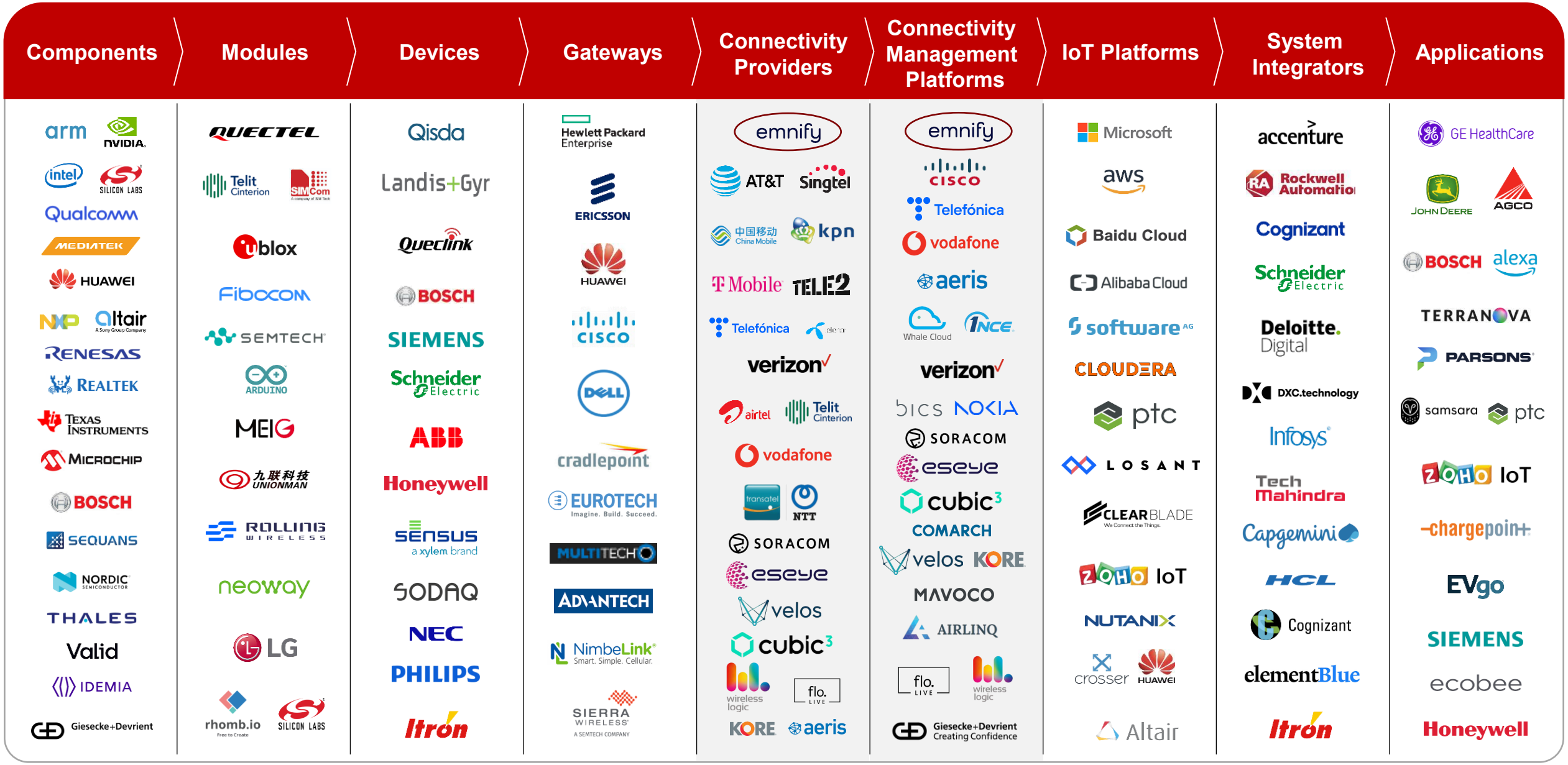


2026 CORE Rankings Scorecard

Connectivity Management Platforms

Counterpoint

emnify Solidifies Its Position as a Leader in CMP Rankings 2026

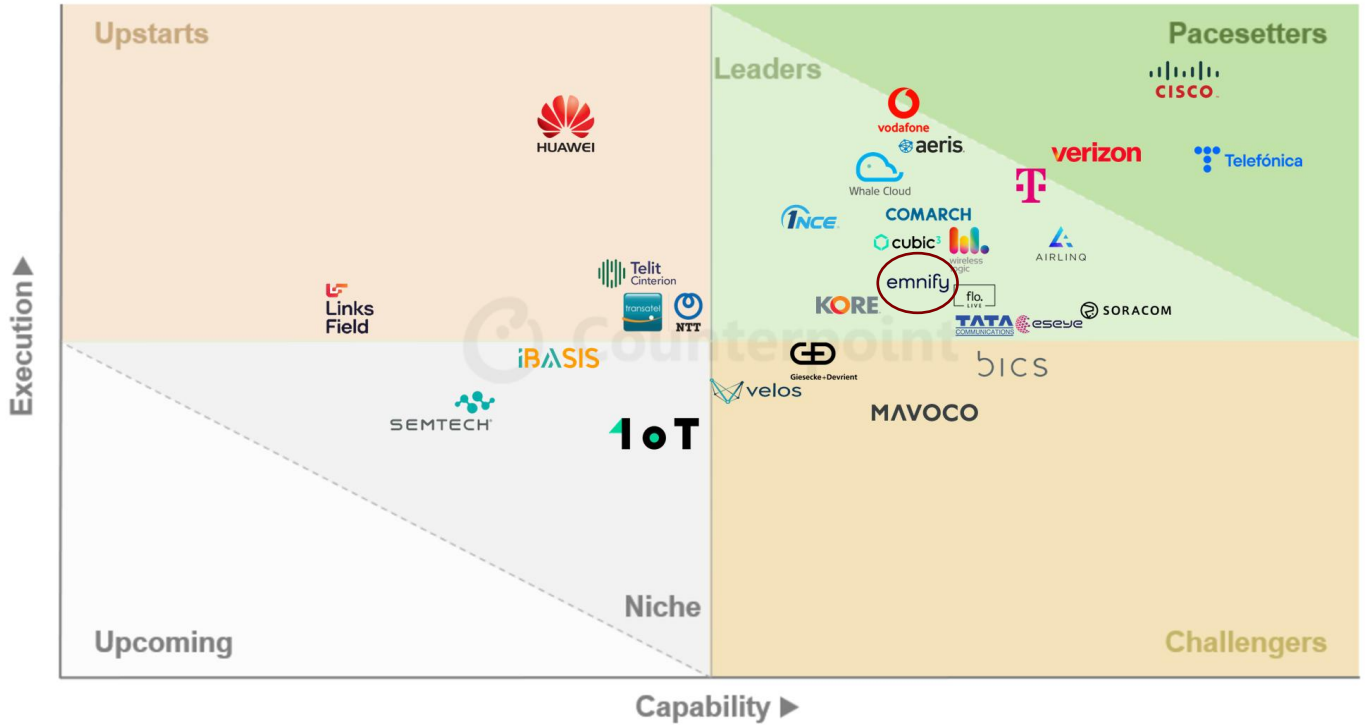
Analyst Takeaways

- **Counterpoint's 2026 CMP rankings mark a clear shift in the market**, as platforms evolve from **basic connectivity portals into tools that support strategic decision-making**. As vendors converge around similar core capabilities, **execution will become the primary growth driver**, determining which players can translate platform maturity into sustained market traction.

- In this context, **emnify** stands out as one of the strongest players positioned to capitalize on upcoming market growth. The company has developed advanced, market-aligned solutions that address emerging enterprise requirements, particularly around security, integration, and operational efficiency. emnify scores highly in these areas, with most workflow and integration customizations delivered through **self-service** APIs, **no-code tools** and webhooks, reducing deployment friction for customers and offering customization support where required.

- A key differentiator is emnify's **context-aware AI Copilot**, which combines knowledge from internal documentation, support databases, and real-time customer and device data accessed via platform APIs. This enables users to query connectivity status, usage, events, and SIM information directly within the platform using natural language. In addition, emnify offers an **in-platform, documentation-driven AI assistant** that supports multiple languages and guides users to relevant technical resources, with ongoing refinement based on usage analytics and customer feedback.

- Beyond current capabilities, a clear product roadmap and sustained growth in connections on the **emnify IoT SuperNetwork** further reinforce its leadership positioning. Together, these factors place emnify in a strong position to benefit as the CMP market enters its next phase, where intelligent execution and scalable operations matter more than feature parity.



IoT Connectivity Management Platform Rankings, 2026

Counterpoint

Pacesetters continue to stand out through exceptional performance across all evaluation parameters. In the 2026 CMP Rankings, **Cisco**, **Telefónica**, and **Verizon** have retained their leadership positions, reflecting both platform depth and consistent execution. These vendors have been early in deploying advanced CMP capabilities while simultaneously maintaining strong and disciplined go-to-market strategies. Their ability to leverage broad internal resources, combined with deep ecosystem partnerships and comprehensive product portfolios, remains a key differentiator in sustaining platform-led leadership.

Leaders are vendors whose CMPs perform very well across all essential capabilities, supported by a clear vision, strong foundations, and solid execution. Of the 29 CMP vendors evaluated, 15 are categorized as Leaders, reflecting the increasingly competitive nature of this tier. **Vodafone**, **Aeris**, and **Deutsche Telekom** stand out as the Leaders closest to the Pacesetters, driven by strong roadmap execution through expanded single-pane-of-glass capabilities, benchmark IoT security offerings, and accelerated AI integration, respectively. Alongside them, leading IoT MVNOs such as **emnify**, **Soracom**, **Eseye**, **Tata Communications**, **floLIVE**, **Wireless Logic**, **Cubic 3**, **KORE Wireless**, and **1NCE** are competing head-to-head with carrier-grade CMP providers including **Airlinq**, **Comarch**, and **WhaleCloud,** each bringing distinct competencies that will shape how they compete and scale in the next phase of the market.

Challengers offer advanced platforms that increasingly match those of Leaders, but are at an earlier stage in their CMP journey. With growing market exposure, they are well positioned to move up the rankings, with near-term focus on expanding their customer base and forming strategic partnerships to drive scale. Within this group, **G+D**, **BICS**, **Velos**, and **Mavoco** continue to move closer to the Leaders quadrant, supported by well-rounded platforms and an increasing emphasis on execution and growth.

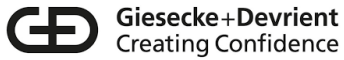
Upstarts demonstrate execution capabilities comparable to Leaders but lag slightly in platform feature depth. Backed by strong financial resources and a solid ecosystem presence, they are well positioned to advance by adding more native CMP capabilities, enabling them to compete more directly with established leaders and expand market share. Vendors such as **Huawei**, **NTT DATA–Transatel**, **Telit Cinterion**, and **Linksfield** are showing strong go-to-market momentum and are expected to prioritise platform enhancement to strengthen their competitive positioning.

Niche players typically offer CMPs either through recent market entry or by extending beyond their core businesses. Vendors such as **1oT**, **iBASIS**, and **Semtech** deliver specialised CMP capabilities aligned with their strengths in multi-operator orchestration, wholesale connectivity, and device enablement, respectively. This positioning makes them well suited for targeted use cases requiring focused CMP functionality and deep domain expertise.

Player Profiles

29 Players Profiled

Companies Profiled in the Rankings



High-performing CMP Built on IoT Super Network

emnify

At a Glance

CMP Position	Connections	Funds Raised
Leader	23 million+	$80 million

Focus Verticals

Key Customers/Partnerships

ChargeX, brussels AIRLINES, BWS IoT, discover airlines, ryde, BRICKHOUSE SECURITY, Osprey EV Charging Network, FACTBIRD, IOTEK, voxter

emnify IoT CMP

- **Company Overview:** emnify is a managed IoT connectivity provider headquartered in Berlin, Germany, with offices in North America and the Philippines. Founded in 2014, emnify was among the first to transform cellular IoT connectivity into an easy-to-consume cloud resource. The company has branded its connectivity platform as the **emnify IoT SuperNetwork**, built on a globally distributed mobile cloud core providing network access via 545+ mobile networks in 195+ countries.
- **CMP Enhancements in 2025:** In 2025, emnify expanded its platform capabilities with the introduction of **Flow Logs for deep network observability**, enhanced **automation features**, and **advanced eSIM support (SGP.32)**, alongside upgrades to its **billing and security** capabilities.
- **Partnerships and Launches:** In 2025, emnify launched its Consumer eSIM (SGP.22) solution, a new enterprise **eSIM solution (SGP.32) and** continued to partner with **Claro** to roll out local connectivity services in Brazil.

High-performing CMP Built on IoT Super Network (Continued)

emnify

Connectivity, Provisioning & Orchestration

- emnify supports all **eSIM form factors** and major **cellular connectivity technologies (including LPWAN and 5G)**, as well as **satellite connectivity**, though it does not currently support other non-cellular technologies. **VoLTE and 5G SA** are on the roadmap. For all SIM types (physical SIM and eSIM), customers can define **provisioning workflows and policies** during the SIM ordering process. Connectivity of IoT devices at runtime can be managed directly within the **emnify Connectivity Management Platform or programmatically via APIs**. emnify SIMs natively support **multi-IMSI**, enabling **location-aware network selection** to optimize connectivity resilience and redundancy. emnify is also planning to extend **IoT eSIM profile management** into its **Automations** framework, enabling customers to download or manage emnify or third-party profiles automatically, based on SIM location.
- emnify allows customers to **define and manage allowed networks and their radio access technologies per group of devices**, with these controls natively integrated into the Automations framework. This enables **event-driven network steering**, such as automatically blocking a non-performing network and resetting device state when connectivity degradation is detected, allowing devices to reattach to an alternative available network without manual intervention.
- The platform supports **automated provisioning of optimal pricing plans** through its Automations feature and allows customers to configure and apply **policies for traffic management and other parameters**. emnify's Automations enable **event-driven workflows** triggered by real-time connectivity events, with the option to integrate external systems for advanced orchestration.

Billing, Security, Analytics & Ease of Use

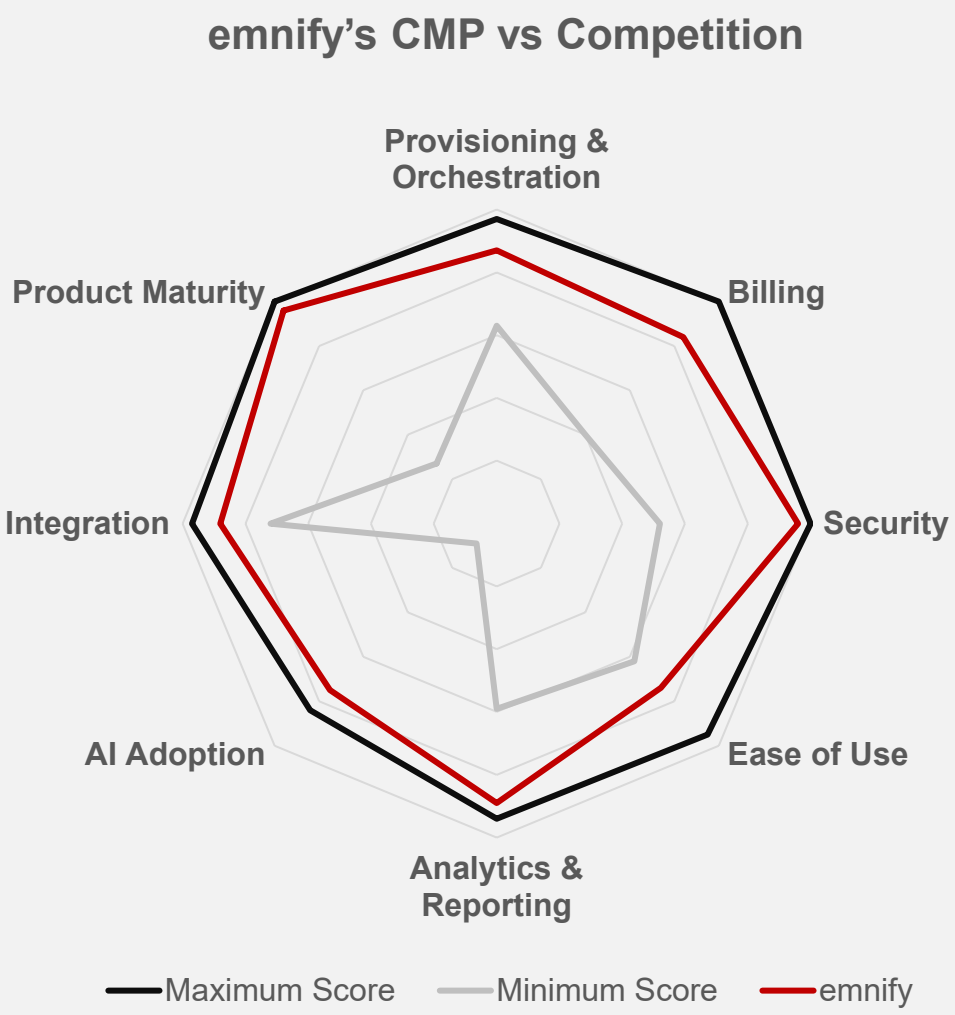
- emnify generates a **single consolidated bill** covering usage across multiple countries and operators, though consolidated billing across multiple currencies is not currently supported. emnify can customize data plans based on customer preference and customers can then manage their networks and rate zones in-portal. Billing and rating are performed in **real time**, although **prepaid billing** is not yet supported.
- Security is a key strength for emnify. The platform ensures that only authorized devices connect to the network and associated cloud services through **multi-layer identity, network, and policy enforcement**. The platform offers a **clean, intuitive UI**, comprehensive documentation, and well-structured customer support. Built-in **analytics dashboards, flow logs, and packet capture tools** provide deep network insight for precise troubleshooting. emnify provides **standard dashboards** for SMB customers, while **enterprise customers** receive **custom reports** aligned to specific use cases during onboarding. From 2026, emnify plans to enable **self-service report and dashboard creation** using **drag-and-drop dimensions and natural-language AI interfaces**. The Automations framework supports **no-code workflow design** using an event-rule-action model, and emnify has introduced a **context-aware AI copilot** to support troubleshooting and operational guidance.

Product Maturity, Partnerships & Execution

- The emnify platform is **fully cloud-native and globally distributed**, hosted primarily on **AWS** with **multi-region redundancy** for scalability and resilience. It supports **REST, GraphQL, and webhook integrations**, including batch operations and multi-tenant management. emnify follows an **API-first architecture**, enabling seamless integration with enterprise **IT, ERP, and CRM systems**, as well as third-party **device management and application enablement platforms**. Operating its own independent, cloud-native digital mobile core allows emnify to deliver two capabilities customers value most: **speed and control**.

High-performing CMP Built on IoT Super Network (Continued)

Capability Assessment



CMP Strengths

- emnify's platform advancements this year have been both **critical and progressive**, reinforcing its **SuperNetwork** positioning. Investments in **advanced automation, an AI copilot, its cloud-native core**, and **stronger integration capabilities** have strengthened its market standing significantly. Together, these enhancements position emnify as a more mature, scalable, and software-led connectivity provider in the global IoT ecosystem.

Areas of Focus

- While momentum remains strong, **emnify would benefit from accelerating incremental enhancements** across **connectivity technologies, billing flexibility, and reporting and dashboard customisation**, all of which are already part of its roadmap. **Timely delivery and consistent execution** in these areas will be important to support its **rapidly expanding connection base**, particularly as the company continues to **strengthen and scale its global connectivity strategy**.

Analyst Outlook

- emnify's progress this year places it among the **strong contenders for the next growth phase** of the IoT connectivity market. Recent partnerships and footprint expansion have laid a solid foundation for scaling in 2026. Its ability to serve **multiple industries with a unified, cloud-native platform** will be key to driving sustained growth across verticals and further strengthening emnify's position as an **IoT connectivity specialist for enterprises.**

Research Methodology

Connectivity Management Platforms

Rankings Methodology

- The evaluation methodology for CMP vendors combines extensive **primary** and **secondary research**. Primary research includes **interviews** and **surveys** with key IoT industry stakeholders and vendor representatives. Secondary research involves **analyzing platform documentation**, **customer and partner ecosystems**, **case studies**, **developer reviews**, and **regional coverage**. This is further enriched by **Counterpoint analysts'** comprehensive knowledge, insights, and competitive landscape analyses.

- The data gathered from surveys, interviews, and secondary research combines both qualitative and quantitative insights, enabling a comprehensive analysis and deeper exploration of the capabilities of IoT platforms.These capabilities can be classified into **Platform** and **Business Capabilities**.

- The platform's technical capabilities encompass features like provisioning, orchestration, billing, security, reporting, analytics, and connectivity, which are benchmarked across various vendors.

- The evaluation of execution capabilities considers factors such as partner reach, financial stability, customer base, workforce strength, diversity, and more.

Primary Research

Briefing calls and interviews (not limited to):
- Platform Companies
- Partners
- End Customers
- Platform Capabilities Demos

Secondary Research

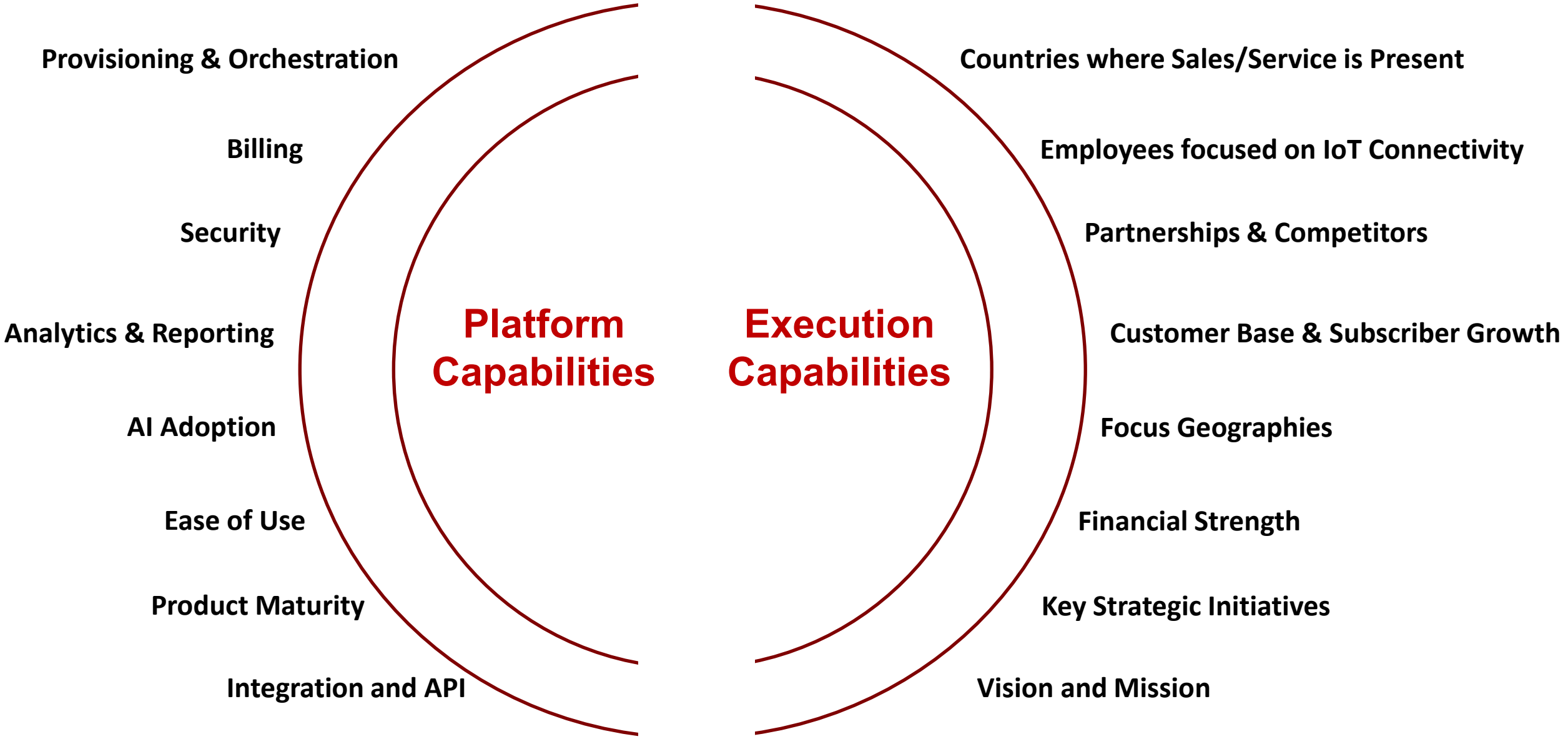
- Platform Documentation and Tutorials
- White Papers, Solution Briefs and Reports
- Customer Case Studies
- Partner Network Reach

Expert Analysis

- IoT Trend Observations and Platform Fit Analysis
- Comparative Analysis of Capabilities
- GAP Analysis - Feature, Partner, Application, Geo, etc.
- Corporate and Product Strategy Analysis
- Platform SWOT and Outlook Analysis

Key Parameters Used in Evaluation

The rankings incorporate **100+ platform and execution metrics**, providing a **robust and structured view of vendor capability and market momentum**.



Appendix

Abbreviations and Key Definitions

Abbreviations used in the report

- **AI:** Artificial Intelligence
- **API:** Application Programming Interface
- **ARPU:** Average Revenue Per User
- **BSS:** Business Support Systems
- **CMP:** Connectivity Management Platform
- **CMO:** Connectivity Management Orchestrator
- **eSIM:** Embedded SIM
- **IoT:** Internet of Things
- **iSIM:** Integrated SIM
- **LPWAN:** Low-Power Wide-Area Network
- **LTE-M:** LTE for Machines
- **ML:** Machine Learning
- **MNO:** Mobile Network Operator
- **MVNE:** Mobile Virtual Network Enabler
- **MVNO:** Mobile Virtual Network Operator
- **NBIoT:** Narrowband IoT
- **PaaS:** Platform as a Service
- **PoC:** Proof of Concept
- **SaaS:** Software as a Service
- **SPoG:** Single Pane of Glass
- **UI/UX:** User Interface / User Experience

Key Definitions

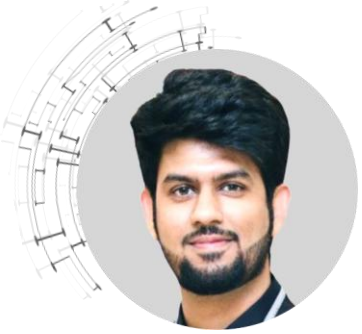
- **Internet of Things (IoT)** is a network of physical devices that are embedded with sensors and software to connect and exchange data over the internet.
- **IoT connectivity** is the means for the IoT devices to connect to the internet and to each other. It is essential for IoT devices to be able to communicate with each other and with other systems to collect and share data, and to enable remote monitoring and control.
- **IoT Connectivity Management Platform (CMP)** is a software solution that helps businesses manage the connectivity of their IoT devices. It provides a single interface for deploying, monitoring and managing connectivity and networks, as well as tools for billing, troubleshooting and analytics.
- **IoT Managed Connectivity** refers to the services and solutions provided to manage the connectivity of devices. Managed connectivity includes the connectivity as well as the connectivity platform to manage the services.
- **Narrowband IoT (NB-IoT)** is a low-power wide-area network (LPWAN) radio technology standard developed by 3GPP for cellular network devices and services. It is designed for connecting IoT devices that require low data rates, long battery life and low cost.
- **5G RedCap**, also known as NR Light, is a reduced-capability version of 5G that is designed for IoT devices that do not require the full bandwidth and capabilities of traditional 5G.
- **Embedded SIM (eSIM)** is a digital SIM card that is embedded directly into a device. eSIMs allow users to switch between mobile network operators without having to physically swap SIM cards.
- **Integrated SIM (iSIM)** is a type of SIM card that is embedded directly into a device's main processor without the need for a separate SIM card slot. With iSIM, IoT devices save space and become smaller and more water-resistant.

Authors

Mohit Agrawal

Research Director

Mohit is responsible for tracking Digital Transformation and Internet of Things (IoT) at Counterpoint Research. He has over two decades of rich industry experience having worked with large tech companies like Accenture, Airtel, Nokia, and Microsoft in the past. Before joining Counterpoint, Mohit was the co-founder & CEO of a start-up in the competitive and market intelligence space utilizing big data and AI. Mohit is an engineer, MBA and a certified project management professional. He is based out of The Hague in Netherlands.



Siddhant Cally

Research Analyst

Siddhant has over 9 years of experience in the telecommunications industry. Currently serving as a Research Analyst at Counterpoint Research, he focuses on wireless technologies and their business implications. Siddhant has previously worked with global leaders such as Bosch and Ericsson, managing networks for prominent operators including Claro, Sprint, and RCOM. He holds an engineering degree in Electronics and Communication and an MBA from IIT-Delhi. He is based in Delhi, India.

About Counterpoint's Cellular IoT Service

IoT Chipset, Module, Connectivity and Application Services

Scorecard Ranking

As we study brands in detail, we prepare scorecard rankings based on parameters like partnerships, product range, certification, after-sales support, and more

Tracker

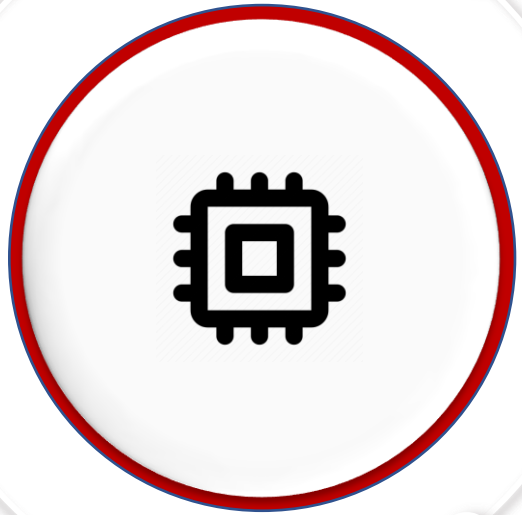
Quarterly tracking of IoT module shipments and revenue by region, by module vendor, by chipset player, by application, and by cellular technology

Vendor Profiles

In-depth study of any particular module, chipset or ecosystem player proactively or at a client's request. It helps to know about a player's business performance, regional presence, product mix, business strategy or recent developments

Forecast

Global cellular IoT module and chipset forecast is done quarterly with 8-quarter and 3-year annual data, IoT Cellular Connections – semiannually.



Case Studies

An analysis where we try to investigate a business problem, examine solutions and propose best possible strategy to achieve the desired result

Intelligence Tracker

Monthly collection of analyst viewpoints on IoT module and application industry developments for competitive and market intelligence.

Other Services

We offer white paper, podcast, webinar and insight services to educate, and promote or highlight key features and USPs, along with coverage on current competitive landscape, future growth opportunities, industry trends, and more

Thematic Reports

Collection of syndicated reports on topics such as automotive NAD module, Point of Sale, router, CPE, smart meter, streetlighting, asset tracking, industrial equipment, and more

About Counterpoint's eSIM Service

eSIM Core Rankings

Counterpoint's proprietary eSIM Rankings across – Enablement, Provisioning, Consumer and IoT Orchestration, Entitlement Servers and IoT CMP.

eSIM RSP Tracker

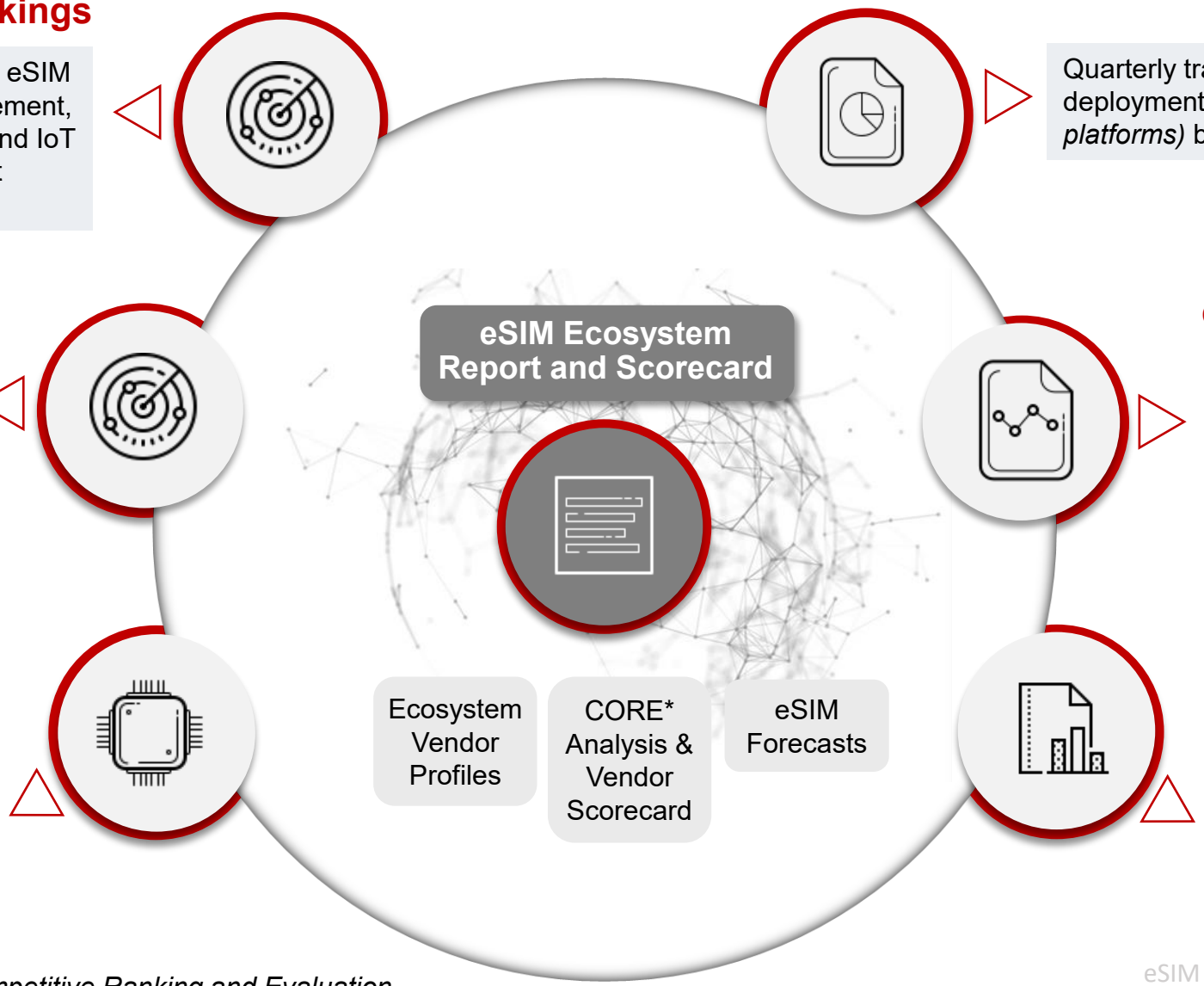
Quarterly tracking of the number of RSP deployments *(subscription management platforms)* by leading eSIM vendors

eSIM Intelligence Tracker

Periodic collection of analyst viewpoints on eSIM industry developments for competitive and marketing intelligence

eSIM Topical Reports

Collection of syndicated topical reports such as Entitlement Server Landscape, iSIM, eSIMs in Automotive, Cloud SIM, etc.



eSIM Devices Tracker

Quarterly tracking of eSIM-capable device shipments, including Smartphones, Smartwatches, IoT Modules, etc.

eSIM Adoption Survey

Annual survey outlining the consumer and enterprise behavior around eSIM adoption

**CORE:COmpetitive Ranking and Evaluation*

Contacts

Hong Kong
Level 26, Prosperity Tower, 39 Queen's Road Central, Central, Hong Kong
Phone: +852 2855 6934

Taiwan
3F. No.89, Jiankang Rd., Zhonghe Dist., New Taipei City 235, Taiwan
Phone: +886 936591212

South Korea
6/F, 5, Teheran-ro 19-gil, Gangnam-gu, Seoul, Republic of Korea
Phone: +82 553 4813

Mainland China
5/F, Tower A, Landgent Center, Chaoyang District, Beijing China
Phone: +86 13801127537

India
A/201 Mahavir, Ravi Ind Compound, L.B.S Marg, Thane
Phone: +91 9930218469

United States
99 South Almaden Boulevard, Suite 600, San Jose, CA
Phone: +1 858 603 2703

United Kingdom
Suite 1562, Kemp House, 152-160 City Road, London EC1V 2NX
Phone: +44 20 3239 6411

Argentina
Avenda Santa Fe 2483 2B
CABA 1123, Argentina
Phone: +54 911 6041 1221

Email for inquiries:
info@counterpointresearch.com

Thank you