



WHITE PAPER

Choosing the Right IoT Connectivity Partner in South Africa

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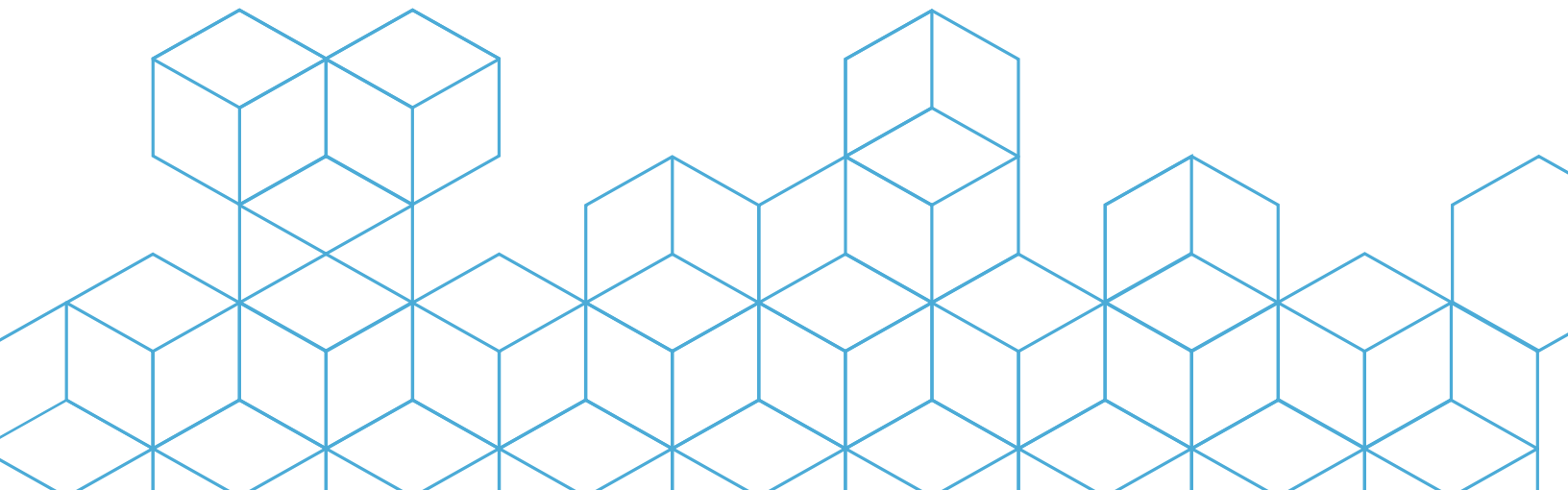


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Introduction

As more South African businesses embrace digital transformation, IoT (Internet of Things) has moved from buzzword to business backbone.

From tracking cross-border logistics to monitoring solar farms in the Karoo, IoT is driving

smarter, leaner, and more connected operations.

But not all connectivity is created equal. In a country with load shedding, remote landscapes, and the looming shutdown of 2G and 3G networks, choosing the right IoT connectivity partner isn't just a technical decision, it's a strategic one.



This whitepaper combines global enterprise insights with local context to help South African businesses and public sector organisations make informed, future-proof choices. We outline what to look for, what to avoid, and how to find a partner who won't just connect your devices—but help you scale.

Global Insights That Matter

According to [Analysys Mason's 2022](#) global survey of 200 enterprises actively involved in IoT:



72%

Deployed IoT to automate processes and cut costs



55%

Cited new revenue streams as a key driver



80%

Were satisfied with their IoT projects



86%

Planned to expand their deployments



56%

Ranked security as their top concern



54%

Valued guidance on network technology selection



87%

Said cloud support is now critical



Why Local Context Matters

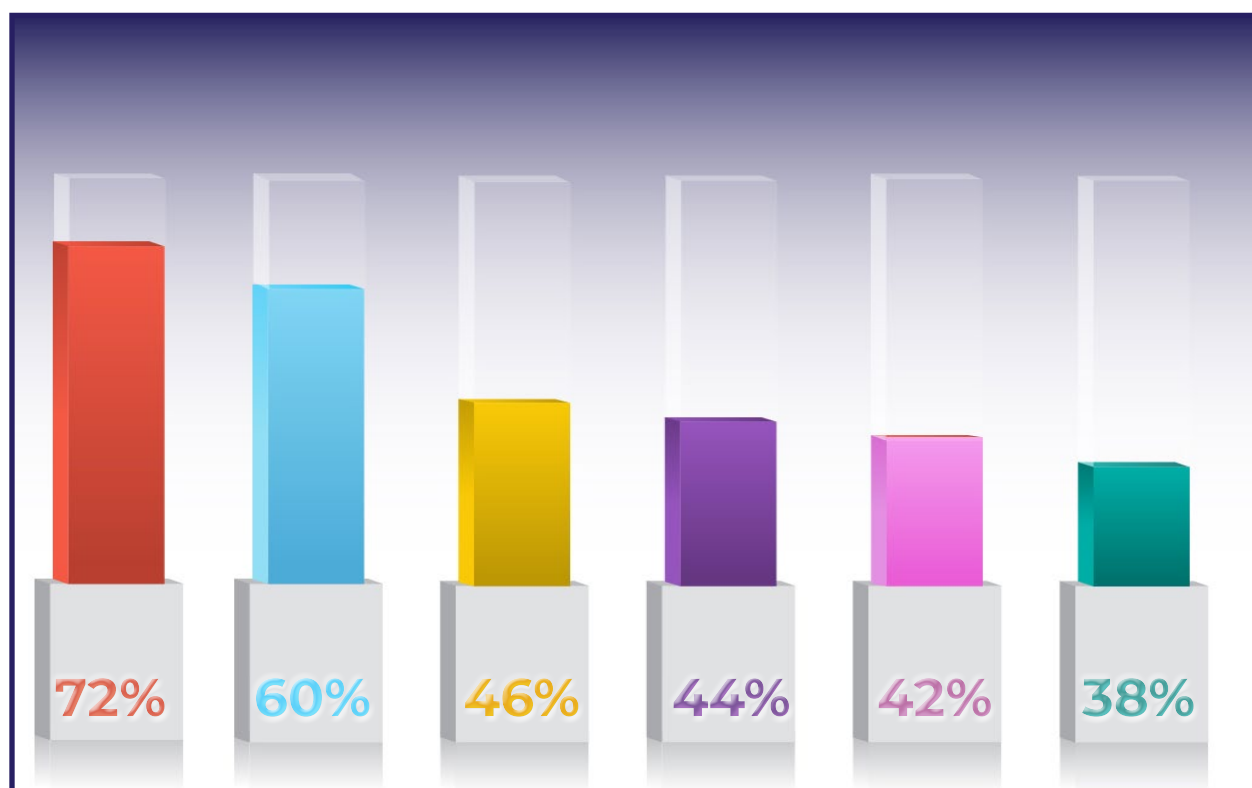
South Africa's IoT landscape is unique:

- Load shedding creates downtime risks
- Geographic spread demands long-range, low-power networks
- 2G/3G sunset means many legacy systems are at risk
- Budget constraints mean high ROI and low TCO matter
- Regulatory compliance under POPIA requires secure data handling

These realities demand partners who understand both the tech and the terrain.

Key Challenges in Enterprise IoT Adoption

Despite the growing adoption and satisfaction, enterprises continue to grapple with several key challenges that impede their IoT initiatives:



Security concerns

Integration between hardware, software, & connectivity

Finding competent technology partners

Scaling up the solution

Building the solution

Developing the business case

A trusted connectivity partner should help navigate and overcome these challenges—through secure, simplified, and scalable IoT deployments.

Security concerns (72%)

IoT ecosystems are vulnerable across all layers: device, network, platform, and cloud. Security remains the most pressing challenge.

Integration between hardware, software, & connectivity (60%)

Ensuring all components work seamlessly together is technically complex and costly.

Finding competent technology partners (46%)

Many businesses struggle to find providers with sufficient expertise in end-to-end IoT.

Scaling up the solution (44%)

Moving from pilot to production at scale often reveals hidden technical and operational challenges.

Building the solution (42%)

Designing, developing, and configuring IoT systems from scratch is a barrier for organisations lacking in-house skills.

Developing the business case (38%)

Justifying investment in IoT can be difficult without clear and measurable ROI, especially in cost-sensitive sectors.



Choosing the Right IoT Connectivity Partner: Six Criteria That Matter

The global IoT market is accelerating at an unprecedented pace, with IDC forecasting that IoT spending will surpass \$1.1 trillion by 2027, and Gartner projecting 25+ billion connected devices in operation by 2030. Behind every successful deployment lies a critical enabler: the right connectivity partner.

This decision goes beyond bandwidth or device counts—it determines whether your IoT solution can reliably operate at scale, meet compliance requirements, integrate with existing systems, and remain cost-effective over the long term.

In South Africa, the challenge is compounded by unique factors: diverse and rugged geographies, inconsistent power infrastructure, urban-rural connectivity disparities, and strict data privacy regulations under POPIA. Selecting an unsuitable partner risks costly downtime, insecure data

transmission, and solutions that fail in real-world conditions. The right partner, however, can unlock efficiencies, enable data-driven decision-making, and accelerate return on investment.

The following six criteria—rooted in global best practice and local market realities—provide a framework for evaluating IoT connectivity partners. For each, we outline how Sigfox South Africa meets these requirements, supported by examples from proven deployments.

01 | Fit-for-Purpose Technology



- **Why it matters:** An IoT network must match the operational realities of your use case—whether that’s remote agricultural monitoring, mobile asset tracking, industrial automation, or dense urban sensor networks.
- **Sigfox SA Advantage:** National LPWAN coverage with ultra-low power consumption and long battery life—ideal for South Africa’s off-grid, rural, and rugged conditions where maintenance access is limited.

02 | Proven Security & POPIA Compliance



- **Why it matters:** IoT security spans device, network, and cloud layers. Any weakness creates exposure to cyber threats and regulatory breaches.
- **Sigfox SA Advantage:** Built-in end-to-end encryption, no SIM-based vulnerabilities, and full alignment with South Africa’s POPIA requirements for data privacy.

03 | Seamless Cloud Integration



- **Why it matters:** With 80% of global enterprises now using public cloud for IoT (Gartner), integration capabilities directly impact deployment speed, interoperability, and analytics outcomes.
- **Sigfox SA Advantage:** Out-of-the-box compatibility with Azure, AWS, and Google Cloud, plus flexible APIs for custom integrations—minimising integration overhead and accelerating time-to-value.

04 | Local Support and Expertise



- **Why it matters:** IoT deployments rarely succeed without on-the-ground expertise for onboarding, troubleshooting, and scaling.
- **Sigfox SA Advantage:** Nationwide network of implementation partners with deep industry expertise across agri-tech, utilities, logistics, and security—ensuring solutions are tailored to South African conditions.

05 | Transparent, Scalable Pricing



- **Why it matters:** IoT ROI depends on predictable costs that scale with usage—not rigid contracts or unexpected charges.
- **Sigfox SA Advantage:** No airtime contracts, no SIM cards—just transparent, usage-based pricing designed for devices with long lifecycles, making large-scale deployments financially sustainable.

06 | Trusted Track Record



- **Why it matters:** A partner's history in your sector and geography is the best predictor of their ability to deliver measurable results.
- **Sigfox SA Advantage:** Thousands of devices connected across South Africa in energy, healthcare, agriculture, logistics, and public safety—delivering tangible operational gains and cost savings.

The Final Checklist

REQUIREMENT	MUST HAVE
National coverage in SA	
Works in remote/off-grid areas	
Ultra-low power/battery efficient	
No SIM card or airtime contracts	
POPIA-compliant security	
Integrates with public cloud	
Local support & onboarding help	
Transparent pricing	
Proven success in SA	

Conclusion



Your IoT journey needs more than a signal. It needs a partner who understands scale, risk, and return. In a fast-changing connectivity landscape, the choices you make today will define your competitiveness tomorrow.

Sigfox SA delivers secure, scalable, and cost-effective connectivity—built for the unique demands of South Africa.

References

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