



IoT Service Providers: The Era of Instant Localized Global Coverage is Here





Today's OEMs Have High Expectations. Can You Meet Them?

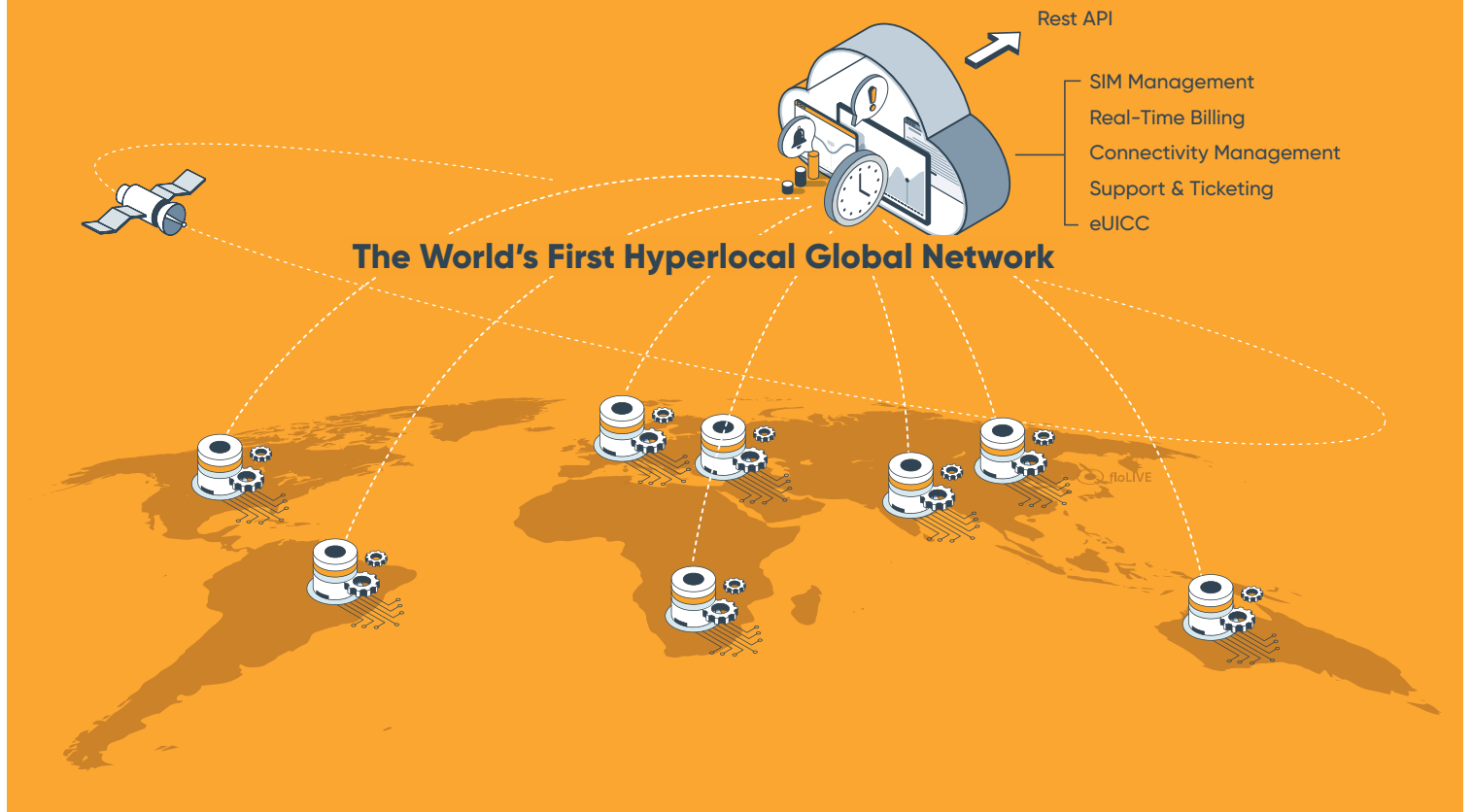
OEMs have become more knowledgeable than ever before, and with that knowledge comes a demand for more sophisticated global connectivity requirements. While 5 years ago they may have asked for broad coverage at the lowest cost, today - the word of the moment is control.

Customers want to be able to control everything from network behavior and steering logic, to battery life, and their ability to meet compliance regulations. They need to avoid permanent roaming restrictions which were never meant to suit IoT devices in the first place.

Whether you're selling hundreds or millions of SIMs, it's critical to be able to offer the benefits of provisioning, monitoring, managing and operating device fleets of any size. You want to be able to control IoT connectivity as if you're the MNO.

That's where floLIVE's hyperlocal global network comes in, empowering IoT MVNOs and IoT Service Providers to become their own mobile operators, and offer that much-needed control to their own customers, on their own terms.

Introducing The Ultimate Combination of Modern and Hyperlocal



Hyperlocal means carrier-grade local cellular connectivity and superior performance everywhere - for less.

floLIVE's network is based on globally distributed local POPs and powered by our patented multi-IMSI over eUICC SIM technology. Together, this provides full control over every network parameter and ensures a truly uniform experience.

Why Hyperlocal?

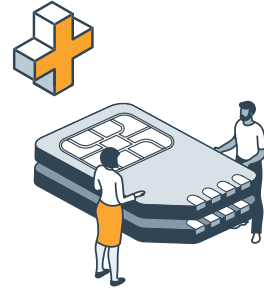
Because roaming-based global connectivity simply doesn't fit.

Why Modern?

Because OEMs and connected enterprises need advanced functionality, increased control, tight security, high performance and low cost of scale, which traditional, legacy connectivity platforms cannot meet.

The combination of a modern software platform, multiple carrier relationships and a globally-distributed array of local POPs is the enabler of tomorrow's smart connected assets.

Here's what IoT Service Providers can expect from floLIVE:



One SIM for Instant Global Access

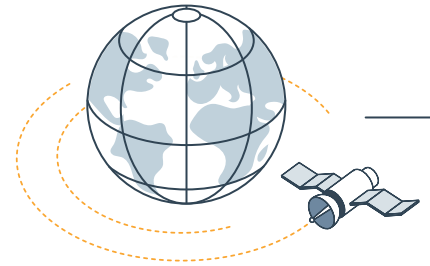
With just one integration, you and your customers gain access to the largest localized connectivity library in the world. floLIVE has dozens of local POPs around the globe, so that privacy, roaming and security regulations are met with ease. After all, if data never leaves the local country, it's far easier to keep operations compliant.

As all POPs are identical, there is no difference between a SIM in Brazil and one in Europe, China, or South Africa. This allows you to centrally manage all of your devices with that critical single pane of glass. As you can serve the world with a single integration, there's no need to onboard MNOs in each location, dramatically reducing your operational costs.

Global NB-IoT & CAT-M, with Satellite on the Horizon

Roaming alone is not viable for IoT. But sometimes local connectivity isn't the right choice, either. A hybrid approach means local coverage in the regions where permanent roaming restrictions are a challenge, and then global roaming where it makes sense financially and operationally.

Our coverage list offers the widest cellular capabilities available on the market for IoT service providers, with 2G, 3G, 4G, 5G, NB-IoT and CAT-M via a single SIM and a single SKU. Watch this space for NB-IoT offered via satellite, which will expand our coverage even further.



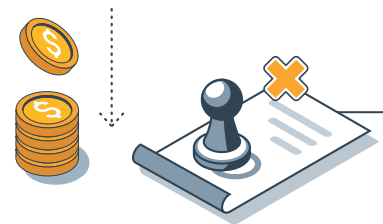
A Fixed Monthly Fee with No Long-term Contracts

We know how important it is to remain agile when you're building a new business model, so we're focused on helping you be cost-effective about your investments, and in total transparency from day one. **No setup fees, no long-term commitment, and no hidden costs.**

all form factors, from plastic & embedded (eSIM), to an iSIM-based Multi-IMSI solution with our partner and leading SIM vendor, Kigen.

Charges apply to active SIMs only - that's our guarantee to you. And when we say SIM, we mean

We firmly believe that you shouldn't be punished for your own success. The more your business grows, the more profitable you will become, as the marginal unit cost continually reduces as your devices scale and your reach grows.





Control What's Happening Under the Hood

Today's OEMs require the tools to customize network behavior and parameters, and to modify the data network to overcome challenges such as location barriers.

A platform that offers full access and provides total control over the entire solution stack, from the SIM through to the core network, billing and connectivity management is the only way to support the particular and evolving needs of advanced OEMs and global enterprises.



Consider advanced use cases like:

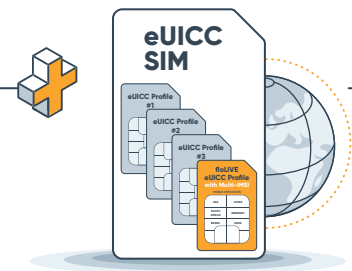
- > "Peekaboo devices", those that need to repeat a set of tasks within a short time frame, waking sporadically to scan, register, connect and send data.
- > Localizing IP addresses, so that applications do not block communication when it comes from what appears to be a foreign IP.
- > Network steering, where a local network is chosen based on complex requirements of coverage, performance, stability and cost.



Inherent eUICC to Increase Your Flexibility

The idea of one integration, one operator, one relationship can be a challenge for certain service providers, those who want the flexibility and freedom to build relationships with other operators if the use case requires it.

One of our unique offerings is our combination of multi-IMSI over eUICC. Our multi-IMSI provision can take the place of a standard eUICC profile on



an eUICC SIM, allowing you to access dozens of IMSIs through a single vendor relationship, and then move to another vendor from the same SIM at any time.

Powered by Kigen's eUICC platform, IoT service providers are able to move their connectivity business at any time, without the need for our consent.



Global, Always-on Service, 24/7/365

Today, support needs to be proactive, in-the-moment, and reactive too. floLIVE offers global support around the clock via phone, live chat and email, with regional support offices in all major time zones. Our support teams understand your SIMs' connectivity needs and network infrastructure, and can identify, troubleshoot and resolve issues on the fly.

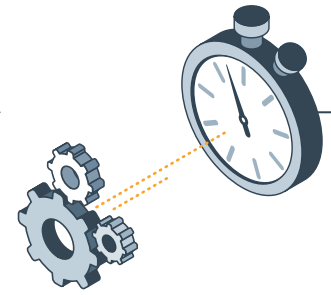


Internally, you have full control. Create your own rules, thresholds and alerts, and quickly detect abnormal usage, devices that are experiencing service degradation, real-time data spikes, and much more.



Start Selling Connectivity Right Out the Gate

Want to hit the ground running selling IoT connectivity? Start light by utilizing a fully white-labeled tenant environment on the floLIVE cloud, and gain immediate access to our connectivity library. Do you want to bring your own connectivity? No problem! We will support you by integrating with your MNOs of choice, expanding your global footprint while providing total visibility over your operations.



Already part of the way there? No need to throw out the baby with the bathwater. Bring your own platform, integrating your existing CMP via our rich API suite, and augment and extend your current coverage for global reach, even in areas where compliance and permanent roaming has been a headache up until now.



Full Visibility and Insights into Your Device Fleet

Better serve your customers by accessing and sharing complete network intelligence and insight into each and every SIM in your device fleet. Understand everything that's happening within the network, visualizing and resolving issues on the fly, including root cause analysis at a glance.



As we own the whole tech stack, we have visibility into all events in real-time, and can offer modification and control over network behavior for any customers, anywhere - anytime.



An Advanced, Real-Time Billing Engine

Monetizing IoT demands that you can be as flexible as your customers need. Our real-time billing engine includes online charging, billing, rating and invoicing, supporting any business model that you can imagine and launch. Think prepaid, post-paid, cross-carrier packages and much more.

Don't box customers into cookie-cutter plans, build bespoke bundles and services for each use case as they occur.

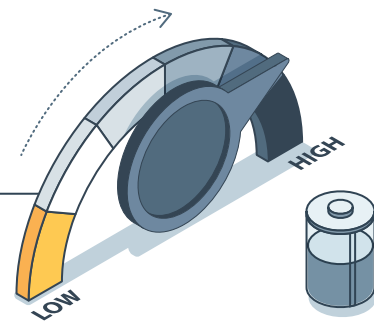


A real-time billing engine also allows for strict cost control, supports fraud detection when something seems out of the ordinary, and ensures quick response time to any unexpected changes or spikes in data consumption.



High Throughput and Low Latency

There are an increasing number of real-time use cases for IoT, whether that's healthcare devices in clinics and hospitals, video cameras and alarms in the security industry, or sensitive devices related to manufacturing or defense. As the majority of devices are battery powered, low latency is critical for conserving power and prolonging battery life.



At floLIVE we address this in a number of ways. First, local POPs shorten the time it takes for data to be sent and received. Second, customers and partners can place their application services in our POPs, to reduce communication time between device and application servers. Finally, we offer unique data exchange methods which are proven to improve performance.



Allow floLIVE to be Your Force Multiplier

Our focus is on helping you to support your IoT business, making it as seamless and simple to monetize IoT, your way.

We are:

Multi-Tenant

No need for separate instances, serve multiple customers with security and ease.

Multi-Tier

Supporting the entire value chain, including resellers, distributor, manufactures and module makers.

Multi-Network

Complementing existing roaming agreements with local coverage, for global reach.

Multi-Technology

Whether it's 2G, 3G, LTE, CAT-M, NB-IoT, 5G, or whatever comes next, We have you covered.

About floLIVE

floLIVE operates the first and largest global, hyperlocal data network of its kind!

With a global carrier library based on an array of interconnected local core mobile networks, we provide centrally managed local connectivity for any device, anywhere.

Global means no limits on where you do business; local means low latency, high performance, and full compliance.

Our network has been designed to comply with the emergence of privacy acts, data regulations and roaming restrictions.

Best of all, we provide direct access to our network, that lets you control your connectivity as if you were the carrier. Monitor your devices, access real-time network events and usage, switch operators remotely, and troubleshoot failures ahead of time, so your devices never miss a beat. For more information, visit www.flolive.net



Let's connect

Get in touch to discuss how we can meet your IoT requirements. We're sure to surprise you.

✉ info@flolive.net

☎ [+44 20 3637 9227](tel:+442036379227)

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