



# Adding Global Connectivity to Your Offering



# A New Revenue Source for Device Manufacturers

Connected device manufacturers are now offering value added services on top of the devices they sell. By embedding global connectivity inside their devices and modules, manufacturers can enjoy a new recurring revenue stream; floNET, the global connectivity service offered by floLIVE, is the leading solution that enables this new revenue source while addressing their challenges. floNET is offered as a service with a transparent and cost-effective business model.

## Global NB-IoT and CAT-M Coverage

While other solutions in the market are based solely on roaming, floLIVE has taken a hybrid approach that combines global roaming with complementary local coverage in countries that enforce Permanent Roaming.

Having contracted with over a dozen carriers globally, floNET today provides the widest coverage of all cellular technologies, specifically NB-IoT and CAT-M, via a single SIM and single SKU.

In addition, we will soon offer NB-IoT over satellite to tighten our coverage even further.

See our full coverage list [here](#).

## Fixed Monthly Fee with No Upfront Long-term Commitment

We've made every effort to provide not only the most cost-effective business model, but also one that is fully transparent.

We are not asking for any setup fees, nor are we asking you to commit to a long-term contract (Why pay for 10 years when your device's life span is only 5?).

## Our Offering is as Simple as The Following:



### Fixed Fee Per Device Per Month

Including 2MB of data anywhere in the world



### Supports All SIM Form Factors

Plastic (SIM), Embedded (eSIM) and now also an iSIM-based Multi-IMSI solution with leading SIM vendor Kigen.



### Charges Apply to Active Devices Only!



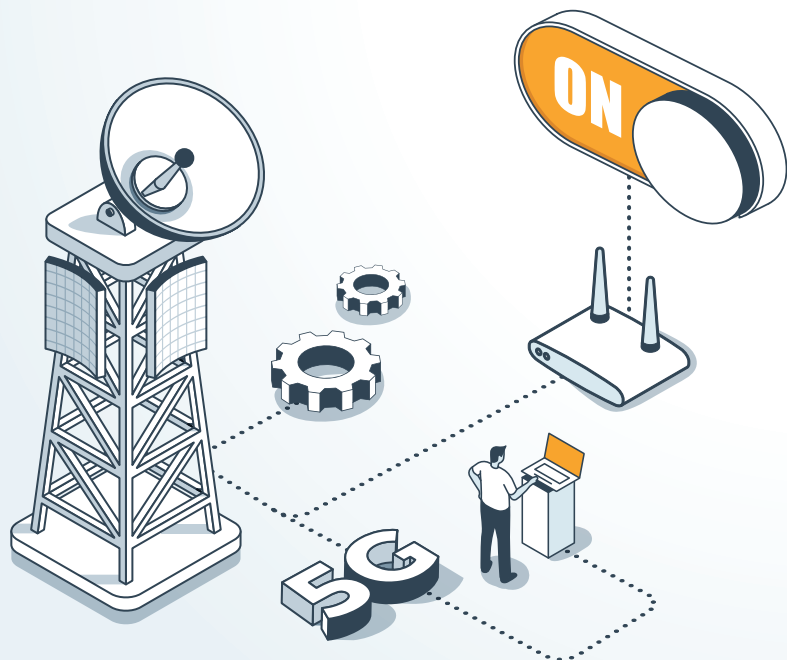
### No Commitment

# Making Connectivity Simple

Use our self-service portal or embed all connectivity aspects using our rich REST API suite to simplify your global operations.

A monthly bill will cover all your connectivity costs from all carriers in all countries – consolidated, in your currency of choice, with detailed breakdown to help monetize your new connectivity business.

Furthermore, our multi-tier billing engine allows you to resell the new connectivity services to your customers while selecting your desired margins. And with our frequent reports and dashboards, your day-to-day operation has never been more simple.



## eUICC for Preventing Vendor Lock-in

No vendor lock-in! If at some point you chose to move your connections from floLIVE to another vendor, you are free to do it.

Powered by Kigen's eUICC platform, you are free to move your connectivity business at any point in time from floLIVE to any connectivity vendor you choose, without requiring our consent.

## High Throughput and Low Latency

Need high throughput for your video streaming device? Or low latency for battery-powered devices?  
Fast and secure connection to the cloud?

Well, solely relying on roaming is definitely NOT in your favor, due to the high latency and limited throughput; but here's where floNET comes into action – our global infrastructure, based on local POPs, reduces your devices' latency to sub-100mSec in Europe, US, Africa, Turkey, Brazil & China!

Our globally-distributed local breakouts use a secure, high-speed connection to the world's largest cloud providers and other customer clouds via MPLS, VPNs etc.

And that's not all - if you have tighter performance requirements in specific locations, we are happy to extend our infrastructure to cater for those.

Need an ultra-fast connection for your Industry 4.0 facility? Our Private 5G Network solution is fast, secure and lightweight and seamlessly integrates into our global connectivity offering.



## Truly Global, 24/7/365 Service & Support

floLIVE offers 24/7/365 global support via phone, live chat or email, with additional regional support offices in Europe, China and North America.

Create your own rules and alerts to detect abnormal usage, malfunctioning devices, real-time data usage and more.

Our support teams have access to the bits and bytes of your devices' connectivity and network infrastructure, and are therefore in the best position to identify, troubleshoot and resolve ANY ISSUE you may experience! Don't believe us? Ask our customers about the quality of our service and support.

## About floLIVE

floLIVE is a leading provider of secure, cloud-based global connectivity services to device manufacturers in need of seamless, global connectivity.

Backed by Qualcomm Ventures, Dell Technologies Capital and other tier-1 venture capitals, floLIVE has created floNET – a cloud-based global connectivity service based on a unique global network that encompasses over a dozen mobile operators that have together created the world's largest connectivity library.

Through a web portal and rich API suite, floNET offers manufacturers true global cellular connectivity including 2G, 3G, LTE, NB-IoT, CAT-M and 5G to manage their entire IoT operations, while solving challenges such as coverage, cost, Permanent Roaming and service availability.



## Let's connect

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

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