



LionsBot Unlocks Seamless Global Connectivity for **Autonomous Robots with floLIVE**



The Business Impact of floLIVE



Reduced deployment complexity

SIMs installed and pre-configured at manufacture



Consistent coverage and reliability

Autonomous switching, even in remote regions.



Strengthened operational efficiency

Teams can focus on fleet performance.

Background

LionsBot is a global robotics company specializing in autonomous cleaning solutions for large commercial and public environments. Founded in Singapore, the company designs and manufactures intelligent cleaning robots used by facility management providers, property operators, and enterprises to maintain high-traffic spaces such as airports, hospitals, office buildings, shopping centers, and industrial sites.

LionsBot's robots are designed to operate continuously while being managed through a centralized cloud platform, enabling remote monitoring, performance optimization, and proactive maintenance across entire fleets.

Today, LionsBot robots are connected via cellular networks and deployed across more than 30 countries worldwide. Deployments range from single buildings to complex, multi-site environments managed by international facility management companies.

THE CHALLENGE

As LionsBot's customer base expanded globally, reliable, always-on cloud connectivity became essential to ensure consistent service delivery, efficient fleet management, and scalable operations across diverse geographies. The company was looking for:

- **SIMs installed at the point of manufacture**

LionsBot was looking for a way to install SIM cards directly during robot production and ship devices pre-configured for global use. This would also remove the need for dealers to open robot panels or perform manual, country-specific setup such as APN settings, SIM PINs, and PUK codes.

- **Always-on cloud access without reliance on customer Wi-Fi**

LionsBot wanted a connectivity model that avoided building-specific IT approval processes and coordination with local facility teams, and that was not affected by Wi-Fi blind spots. This would also ensure uninterrupted access to the cloud for monitoring, diagnostics, and fleet management.

- **Multi-network connectivitydowntime**

The company needed consistent connectivity across regions, including in remote or low-coverage environments, with the ability to automatically switch networks when performance is poor so deployments would not be delayed by replacing SIM cards or dealing with prolonged connectivity issues. The business also required compliance with GDPR, making local data governance critical.

"Wi-Fi just wasn't a reliable fallback for us with our commercial buildings. Building-specific IT policies slowed deployment, network blind spots disrupted operations, and we rely on significant coordination between facility IT teams and our operators. We needed a better way."



Mullapudi Sai,
Head of Robot Service Team, LionsBot.

THE SOLUTION

LionsBot selected floLIVE after evaluating connectivity providers that could support three key drivers:

01. Simple by Design

A solution that could be embedded directly into robots, supporting simple SIM installation at the point of manufacturing.

02. Reliable Global Coverage

The removal of country-specific complexity, providing reliable global coverage across diverse deployment regions.

03. Continuous Remote Diagnostics

Continuous cloud connectivity to support fleet management and remote diagnostics in real-time.

04. AI-Ready Network Foundation

A robust networking infrastructure capable of supporting the continuous evolution of their proprietary AI.

floLIVE was chosen because of its global, multi-network coverage, the reduced installation and configuration efforts, and improved uptime and connectivity reliability.

floLIVE delivers a cloud-native solution combining global IMSIs, multi-network access, and centralized connectivity management, allowing devices to connect seamlessly to local mobile networks anywhere in the world.

By partnering with floLIVE, LionsBot replaced fragmented local SIM management with a single, standardized cellular solution across its global robot fleet. Key elements of the solution include:



SIM installation at the point of manufacture

SIM cards are now installed directly during robot production, eliminating the need for dealers to open robot panels or perform manual configuration such as APNs, PINs, or PUK codes. Each robot is shipped pre-configured for global use.



Multi-network connectivity

LionsBot's robots generate significant cellular usage, typically more than 1GB per robot each month, so both reliability and cost control matter at scale. Robots automatically connect to the strongest available network in each location, removing dependency on a single provider and eliminating SIM replacements when coverage is poor, even in remote or challenging environments. With access to 90 networks across more than 30 countries and a multi-IMSI approach, LionsBot can steer traffic to available yet affordable networks in each region, driving significant connectivity cost savings.



Independent cloud access

Consistent cellular connectivity removes the need to integrate robots into customer Wi-Fi networks, avoiding delays caused by local IT security policies and ensuring reliable access for monitoring, diagnostics, and fleet management.



Reduced security and infrastructure dependency

Cellular connectivity avoids direct integration into building IT networks, reducing security concerns and ensuring LionsBot does not depend on the quality or reliability of local infrastructure.

THE RESULTS

Through its collaboration with floLIVE, LionsBot has significantly improved the efficiency and reliability of its global deployments. Key results include:

- **Faster, more consistent deployments**

Connectivity issues are no longer a deployment blocker, as robots arrive pre-configured and ready to connect immediately, regardless of country or site.

- **Stronger focus on fleet performance**

With connectivity largely removed as a day-to-day concern, LionsBot and its customers can focus on fleet analytics, performance optimization, and remote troubleshooting instead of basic connectivity management.

- **Improved uptime and reliability**

Automatic network switching ensures stable and cost-effective connectivity across regions, even in low-coverage environments.

- **Connecting the human and the machine**

As well as back-office data collection and software updates, users can utilize floLIVE connectivity to control robots directly from their mobile app, including setting cleaning schedules and troubleshooting issues, giving ultimate control.

Together, the result is a connectivity layer that is simple to deploy, globally consistent, and designed for scale, giving LionsBot a foundation to support growing multi-country deployments without increasing operational complexity.

This foundation will support future initiatives including advanced fleet analytics, faster remote diagnostics, and reduced downtime across the global robot fleet.



Mullapudi Sai,
Head of Robot Service
Team, LionsBot.

“Day-to-day operations are now far smoother. Connectivity-related incidents are significantly reduced, as floLIVE provides strong network availability with at least two IMSIs and two networks in all our operating regions. This allows us and our customers to focus on fleet performance, usage insights, and remote troubleshooting, rather than basic connectivity issues.”



About floLIVE

floLIVE delivers IoT connectivity through a global network purpose-built for intelligent IoT: seamless, secure, adaptive, and compliant.

Powered by distributed core networks and more than 40 local points of presence, floLIVE enables low-latency performance, built-in redundancy, and end-to-end security designed to support national and regional compliance requirements. floLIVE's platform simplifies global IoT operations through multi-IMSI SIM and eSIM capabilities, enabling single SIM and single SKU deployment models with centralized visibility and control.

Trusted by leading global brands and connectivity partners, floLIVE empowers partners to thrive by simplifying global IoT operations and delivering measurable business impact.

Let's connect

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

