The 7 Benefits
of the floLIVE Partner Program

flo. LIVE

As an OEM, you're well-positioned to benefit from the rapidly growing sector of IoT and the broad spread of IoT connectivity in key verticals. But you can add even more value to your core business, with minimal involvement on your part. There's no risk, no commitment, and no challenging integrations that you have to manage.

Check out the seven benefits of choosing to be a floLIVE partner:

1 Risk-Free

We understand that involving a third party in your solution can feel risky. What would happen if you selected a connectivity provider and integrated their connectivity, and then suddenly, your customers are experiencing trouble connecting their devices or hardware? That would reflect poorly on you and your equipment. This is why floLIVe tests and certifies all partner devices and hardware with our connectivity, which ensures that you can confidently use floLIVE SIM cards with reliable interoperability.

2 Hands-Free

OEMs want to focus on their core business – who doesn't? You're not in the connectivity or IT space, so introducing a complex element to your hardware and/or devices is a complete hassle that might be much more trouble than it's worth. But with as a floLIVE connectivity partner, you don't have to do any of the work. There's no connectivity account, no usage to manage, no platform to use – we work directly with your customer on the connectivity side.

3 Value Add

With no risk and no direct involvement, your organization can leverage a unique value-added service that gives you an edge in a competitive market. Your customers can buy your products knowing what connectivity provider they'll be using and that the connectivity will work reliably and immediately.

4 Extremely Simple

Getting started is incredibly easy when your customer uses floLIVE connectivity. Whether you use our dev kits or our IoT starter kit, we handle the backend work for you and your customer, and getting up and running takes mere minutes.

5 Optimized Global Connectivity

floLIVE uses a robust IMSI library with carriers, including numerous Tier 1 carriers, worldwide, so your customers have the most connectivity options. Our global connectivity is supported through distributed sites worldwide, which means peak performance anywhere in the world.

6 Single Pane of Glass

You don't have to choose between a single carrier with floLIVE connectivity. Instead, by leveraging floLIVE, your customers get instant access to our full carrier library and they can manage their connectivity under one roof. Rest assured you've partnered with a leading connectivity provider.

7 Our Support

Our 24/7/365 human support is a vital part of our service. There is no need to worry you'll have issues with customers calling you about their connectivity – we are there for them every step of the way.

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floLIVE has two simple ways for your partner with us:

OPTION 01
Enablement Program

Simply order our SIMs for your hardware, equipment, and/or devices. You'll include the SIMs with your product or you can use our dev kits. Your customers can test it out to understand the power, resilience, and "always on" capabilities of floLIVE connectivity. By equipping your Dev Kits with a floLIVE SIM, you will have peace of mind knowing that your hardware – and your customers – can always connect.

We'll send you a welcome card with a QR code to include with your dev kits. Your customers simply scan the code, and they're all set with floLIVE connectivity. The 90-day trial period includes 100MB data, access to our connectivity management platform, and full technical support.

OPTION 02
Referral Program

Not ready to commit to SIMs just yet? Not a problem! We'd be happy for you to refer floLIVE as one of your trusted connectivity partners.

When you recommend floLIVE to a customer, simply share this link and they'll be sent to our IoT Starter Kit form. This allows them to test out our connectivity with your device (which we will have pre-tested and certified in advance) and they get two floLIVE SIMS, 50MB of data over 90 days, access to our connectivity management platform, and full technical support.

Both approaches are no commitment on your end! It's a risk-free, hands-free value-added service for your business.

Want to learn more?
Reach out to our team to get the conversation started.