



PRESS RELEASE

Deutsche Telekom selects 1NCE platform for IoT offering

Cologne, 21/08/2019 – As of today, Deutsche Telekom is the first top tier mobile network operator to utilize the new Platform-as-a-Service (PaaS) offering launched by Cologne-based IoT network carrier 1NCE. Using the 1NCE IoT platform under its own Telekom brand enables the leading European operator to immediately offer low-cost and high-quality mobile communication between devices on the Internet of Things (IoT) to its own customers. With this new service offering 1NCE establishes a second business model alongside its own well recognized and successful IoT managed connectivity tariff, which comes as an IoT flat rate.

Based on the new offering, 1NCE has developed its technology exclusively for IoT applications and offers branded managed services for IoT connectivity to companies via its own platform. In contrast to classic tariff models, 1NCE ensures maximum price transparency and easily calculable costs through a pre-paid model that is geared towards the ten-year-lifespan of IoT-enabled devices. In addition to this SIM card business, 1NCE now also offers its connectivity platform to mobile network operators worldwide for use under their own brand.

"Thanks to its consistent IoT-focus and based on state-of-the-art technology 1NCE has created a lean and customisable platform. Almost casually it establishes a new industry standard for IoT connectivity," explained Hagen Rickmann, Managing Director Business Customers at Telekom Deutschland GmbH. "Demand for IoT applications is growing among our customers. Until now, there has not been a single virtualized offer that is both cost-efficient and reliable at the same time. Through the cooperation with 1NCE, we are now able to offer our customers exactly that leading-edge solution".

Compared to traditional platform providers, 1NCE scores with lean and efficient structures. Its technology is scalable and easy to integrate. Mobile network operators can use their proprietary infrastructure and easily adapt 1NCE's Platform-as-a-Service solution. "We've reduced complexity, minimized susceptibility to errors, and reduced cost based on a completely new technology – legacy-free," emphasized Alexander P. Sator, CEO of 1NCE. "In less than a year following our market launch, we have succeeded in developing a convincing Platform-as-a-Service solution for international tier-1 mobile network providers that complements our IoT mobile communications offering."

Experts from GSMA Intelligence, the analyst house of the GSM mobile communication providers' industry association, estimate the total market volume at 25 billion wireless devices by 2025. Key segments are Smart City, Smart Metering or Waste Management. "Today, hardly any product anywhere in the world is developed without communication capabilities," Sator is convinced. "Since our platform is cloud-based, it can be used globally. Moreover, it meets all the requirements for 5G and enables companies to easily build their own, so called campus networks."



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IoT connectivity services by 1NCE are available via the mobile networks of Deutsche Telekom and their roaming partners in Europe, the US and China. Negotiations with additional mobile network operators are in progress. The service can switch seamlessly between the different mobile radio standards 2G, 3G, 4G or NB-IoT and is already designed for 5G use. "Since our SIM cards have access to all available networks and support all common mobile communications standards, they particularly attract international corporations with production sites worldwide," said Sator. "Our customers are investing in a future-proof technology."

1NCE sees a growing interest in innovative solutions for IoT services like its PaaS by established network operators that are aiming at a cost-effective, fast and low-risk access to the market. Specialized technology providers such as 1NCE are facing high demand, because their systems natively rely on virtual networks and cloud solutions. This allows for minimized costs and maximized scalability.

1NCE GmbH was founded in late 2017 and started sales in August 2018. Today, the company has a staff of 60 and has sold more than 1 million SIM cards.

About 1NCE:

1NCE is the first fully-fledged IoT network carrier in the world to offer fast, secure and reliable connectivity services at low cost based on an IoT flat rate. This makes IoT applications such as tank maintenance, smart metering or vehicle telematics affordable. The "1NCE in a Lifetime Fee" includes 500 MB data volume, 250 SMS and free access to the 1NCE Connectivity Management Platform via Internet and API. To provide the service, 1NCE cooperates with Deutsche Telekom AG and its roaming partners and supports all common mobile communications standards (2G, 3G, 4G, NB-IoT). In addition to direct sales of IoT mobile connectivity, 1NCE also offers its technology to mobile network operators via a Platform-as-a-Service solution. The company headquartered in Cologne offers its flat rate almost world-wide. 1NCE GmbH was founded in 2017 together with Deutsche Telekom AG and has 60 staff in Cologne, Hamburg, London, Rome, Paris and Riga. For more information, please see www.1nce.com

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