



# OPTIMIZED USAGE OF MOBILE CONNECTIVITY FOR IOT

IOT CONNECTIVITY STANDARDIZED AND SIMPLIFIED –

Working Groups Industry 4.0 Market & Strategy

Munich, June 2019

# 1NCE COO KIM JUCHEM



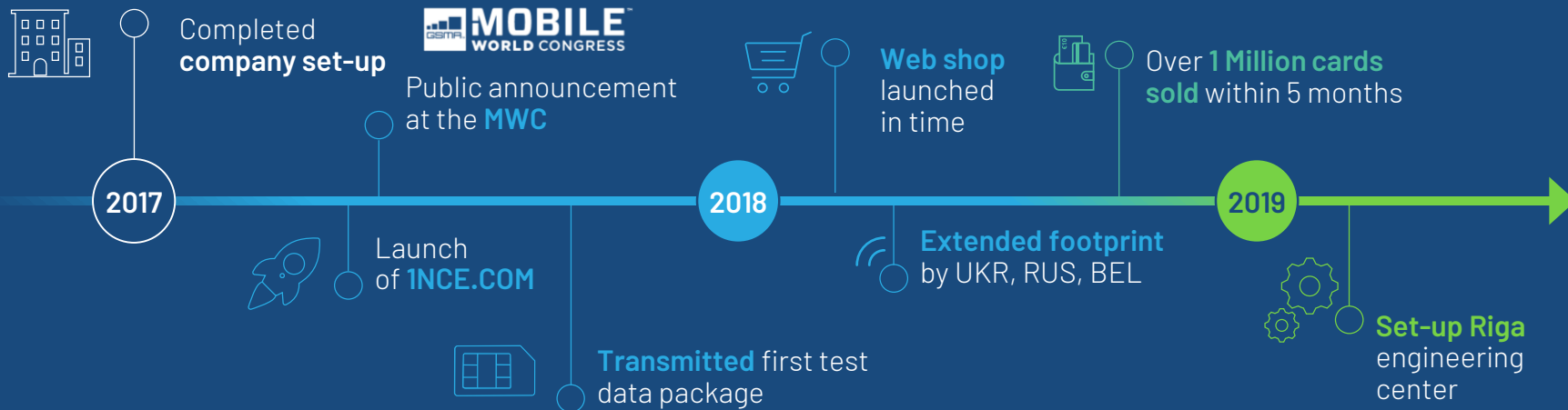
- Co Founder & Catch all bucket (COO)
- Ex Roaming Dealer & MVNO Wholesaler
- Now at 1NCE doing everything that is NOT technology or direct sales
- BTW: it is pronounced **"/wʌns/"**

# 1NCE – The IoT Natives: AN IDEA AND A TEAM DEVOTED TO IOT

“Being an **IoT Native** means everything we do is radically designed to provide **IoT connectivity** faster, easier and cheaper than ever before. ”



# COMPANY DRIVEN BY RESULTS – Fast product deployments and ongoing footprint extension



BUT WHY IS THIS  
SOMETHING SPECIAL?

# Challenges for Internet of Things Applications **TODAY**

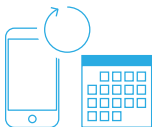
## Internet of Things Characteristics



Large volumes of devices



Low value assets / devices



Long device lifecycles

## Customer Pain Points



High maintenance



High connectivity costs (OPEX)



Choose future proof technology

# Addressing **THE NEEDS**

# Customer demand for IoT connectivity

**A**

**Fair pricing** for  
small IoT devices

**B**

**Predictable costs**  
over the lifetime  
of the IoT device

**C**

**Ease of use**  
and low  
maintenance

**D**

Provide  
**future-proof**  
**technology**

**E**

**High**  
**coverage** and  
availability

**F**

**Secure and**  
**reliable**



# 1NCE provides one **IOT TARIFF ONLY**

## 1NCE LIFETIME FEE

Fair pricing ○ ● ● ● ● ●

**10** EUROS  
**FOR 10** YEARS  
**FLAT** RATE

powered by **T..**

**Fair price for device lifecycles  
of up to 10 years\***

Enough data to run low bandwidth IoT applications

Clear and simple offering instead of complex tariff  
jungles

\* 500 MB / 250 SMS included – additional volume bookable

# NO CATCH – all necessary features and services included

Predictable costs



## 1NCE

SIM-Card

IoT Flex SIM (2FF/3FF/4FF)  
included



Upgrade to Industrial eSIM (MFF)  
for 2 EUR



Tier-1 IMSI Range

## 1NCE

IoT Flat Rate

500 MB / 250 SMS  
volume included



APN and VPN  
usage included



Full coverage included:  
International roaming at no extra  
costs

## 1NCE

Connectivity Management Platform

Account and User  
management



SIM card  
management



Rest API support for external  
integration

**NO CATCH** – all necessary features  
and services included

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Predictable costs



10 EUR for 10 years of service  
**AT NO ADDITIONAL COSTS  
OR HIDDEN FEES**

# 1NCE - The IoT Natives:

## ANTICIPATING ALL NEEDS FOR SCALABLE IOT

Ease of use



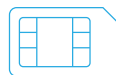
### Delivery from stock

- Receive shipment within a few business days
- Order cards on demand



### Pre-activated SIMs

- No activation required
  - Allows for immediate deployment
- ➔ plug-and-play



### +3 extra months

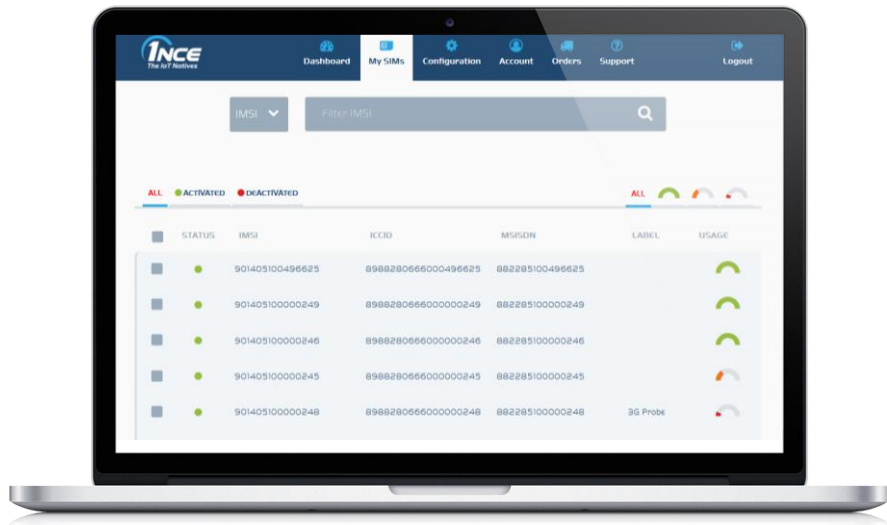
- 3 months on top of the 120 months (10 years)
- Additional time to deploy device in the field



# Connectivity Management Platform

## ALL REQUIRED FUNCTIONS AT A GLANCE

Ease of use



- Monitor and control remaining volume and activation periods
- Manage account settings such as billing address or contact details
- Create user profiles or sub organizations
- Purchase additional SIM cards
- Integrate all functions into external system via REST API

No monthly cost monitoring **THANKS TO THE PRE-PAID IOT FLAT RATE**

# Support of all connectivity standards

## ONE SIM TO CATCH THEM ALL

Future-proof technology



The 1NCE Lifetime Fee features the seamless bearer support function that allows to automatically switch between all available connectivity standards

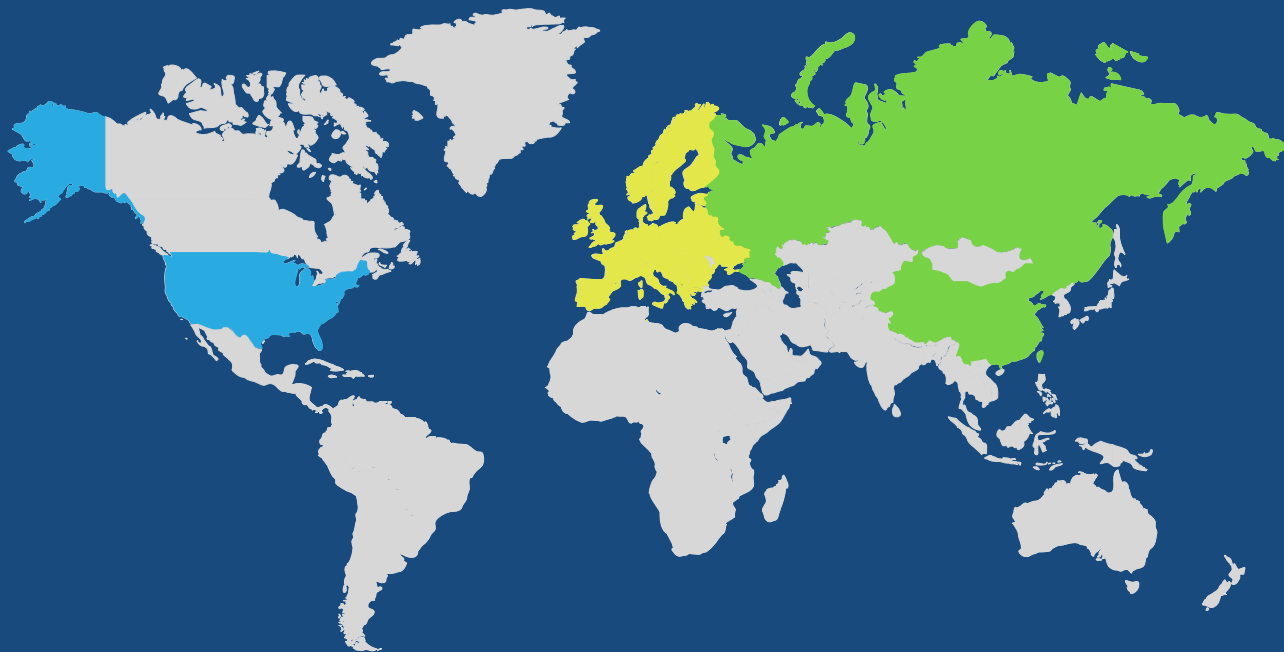


# 1NCE Coverage

## QUICKLY EXPANDING THE GLOBAL FOOTPRINT

- Europe
- US
- China and Russia
- Not covered yet

High coverage



# 1NCE – THE TIER-1 IOT CARRIER:

## A new standard for IoT connectivity

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Secure and reliable



powered by



**1NCE is building upon a strong network of know-how partners. As a strategic partner of Deutsche Telekom AG, we have the full power of the Group behind us, combining it with the agility of an IoT Native company:**

- Access to network infrastructure
- Roaming partner network
- Extensive knowledge base in Telecommunication business



# Standardizing **THE ECOSYSTEM**

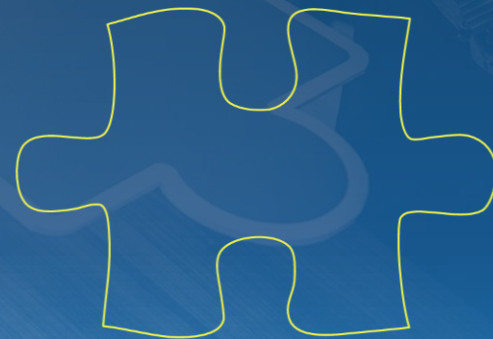
# A FUNCTIONAL ECOSYSTEM IS THE KEY TO DELIVER SUCCESSFUL IOT SOLUTIONS



Equipment



Communication



Solution

# A FUNCTIONAL ECOSYSTEM IS THE KEY TO DELIVER SUCCESSFUL IOT SOLUTIONS



IoT Solution

Equipment

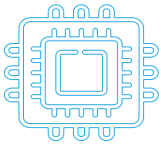
Communication

Solution

# MASTERING THE SEAMLESSNESS OF SOFTWARE AND HARDWARE IS DECISIVE FOR THE OVERALL SUCCESS

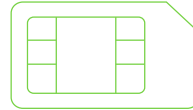
## Equipment

- Hardware & System Integration



## Communication

- Data Transfer & Connectivity



## Solution

- Software development & hosting



Connectivity is an **integral part of the value chain**,  
but needs to be fit for purpose to enable the solution requirements in later value chain steps

# CUSTOMER STORY: IO-KEY FROM AUTOSEN SHOWCASE FOR BEST IN CLASS COOPERATION

## Equipment

- Hardware & System Integration



+

## Communication

- Data Transfer & Connectivity



+

## Solution

- Software development & hosting



# CUSTOMER USE CASES

## SMART SENSORS



### Sensor connections simplified

- Connected sensor solution including a cloud management layer for industrial automation out of the box.

## TELEMATICS



### Secure commercial vehicle tracking

- Management software that digitizes fleet management of SMB and makes it more efficient.

## SMART CITY



### Enlighten tomorrow's Smart Cities

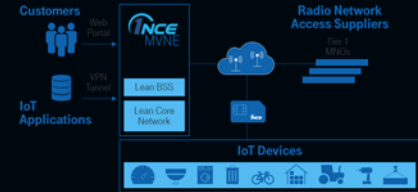
- Development and implementation of intelligent systems for smart cities and efficient infrastructures.

# MWC 2019 Announcement

BEST GLOBAL NETWORK



PURE IOT PLATFORM





THANK YOU