



## PRESS RELEASE

### 1NCE partners with MarvelTec to bring European connectivity to APAC IoT innovators

**COLOGNE/BONN, 06/22/2018** – 1NCE, the provider of a revolutionary connectivity offering for IoT that enables IoT applications and services to access connectivity on a buy once, flat rate fee for ten years, has announced a new partnership with MarvelTec, a service provider of international network capacity and solutions to carriers, internet companies and multinational corporations in the Asia Pacific (APAC) region.

This new partnership, the latest of many that 1NCE has entered into prior to its commercial launch in August, will enable the two companies to support customers' needs for solutions that include implementation services and connectivity. MarvelTec expects 1NCE's unique lifetime flat rate fee proposition of up to 500MB for ten years for a one-time fee of €10 to be compelling for customers.

"The demand for mobile connectivity, especially for IoT use cases is increasing rapidly from our customers and partners in this region," said Zhou Yi, the co-founder of MarvelTec. "1NCE's offering fits perfectly into our portfolio and provides our customers with a very compelling way to access mobile network coverage for low bandwidth IoT use cases. 1NCE addresses a white spot in the market for customers who just want simple low-bandwidth mobile connectivity with a predictable and affordable price."

Yi added that the 1NCE offering has three compelling differentiators compared to other IoT connectivity propositions. "Simplicity for pricing, ten years of connectivity and a strong host network provider with premium quality really set this offering apart," he said. "1NCE offers a very innovative and customer-focused proposition to the market and the founding team has fantastic commercial and technical records in the IoT market. We believe these attributes provide the best combination to be successful in the market so we are very excited about this partnership."

Kim Juchem, Chief Operating Officer of 1NCE, shares Yi's enthusiasm. "We at 1NCE are dedicated to the connectivity needs of our customers around the globe," he said. "With MarvelTec's strong presence in the Asia-Pacific region, we believe that MarvelTec can be instrumental in helping Asian customers deploy IoT solutions in Europe. Therefore, our cooperation can deliver a substantial value-add to Asian customers seeking efficient and scalable European IoT connectivity. In addition, MarvelTec's close ties to the Asian operator and carrier community will aid 1NCE in establishing greater brand recognition as the IoT connectivity disruptor which we already have achieved in Europe."

Yi concluded: "This partnership will make both of us stronger and deliver higher value to our customers. We can provide our customers with unmatched IoT mobile connectivity in Europe and 1NCE can utilise our strong sales network and on site

1NCE GmbH

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presences in key APAC locations. China, Japan and South Korea have strong growth in the IoT area and therefore have growing demand for international coverage.”

For further information please go to [www.1nce.com](http://www.1nce.com). For questions, please contact us at [info@1nce.com](mailto:info@1nce.com).

Characters: 3,046

### **About 1NCE:**

1NCE is the first Tier 1 IoT carrier with a clear focus on narrowband IoT connectivity. The company offers fast, secure and reliable IoT network connections designed specifically for low-data-volume B2B applications. As an IoT-native company, 1NCE helps its customers implement new IoT solutions as quickly and easily as possible by providing uncomplicated handling and connectivity at unbeatably low prices, including features such as an IoT flat rate and the world's first lifetime fee pricing model.

In cooperation with its partner and host network Deutsche Telekom AG 1NCE guarantees transparent IoT connectivity in numerous regions, with special focus on Europe.

<https://www.1nce.com>

### **About MarvelTec:**

MarvelTec Ltd is dedicated to serving APAC customers' demands for connectivity and co-operating with leading operators like Deutsche Telekom. The Hong Kong headquartered company, with presence in Singapore, Beijing and Seoul, is focusing on carrier wholesale as well as the M2M/IoT industry. It bridges Asia and Europe with its profound industrial knowledge and expertise and adding value on sales and marketing, solution design, as well as project management.

<http://www.marveltec.com>

1NCE GmbH

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