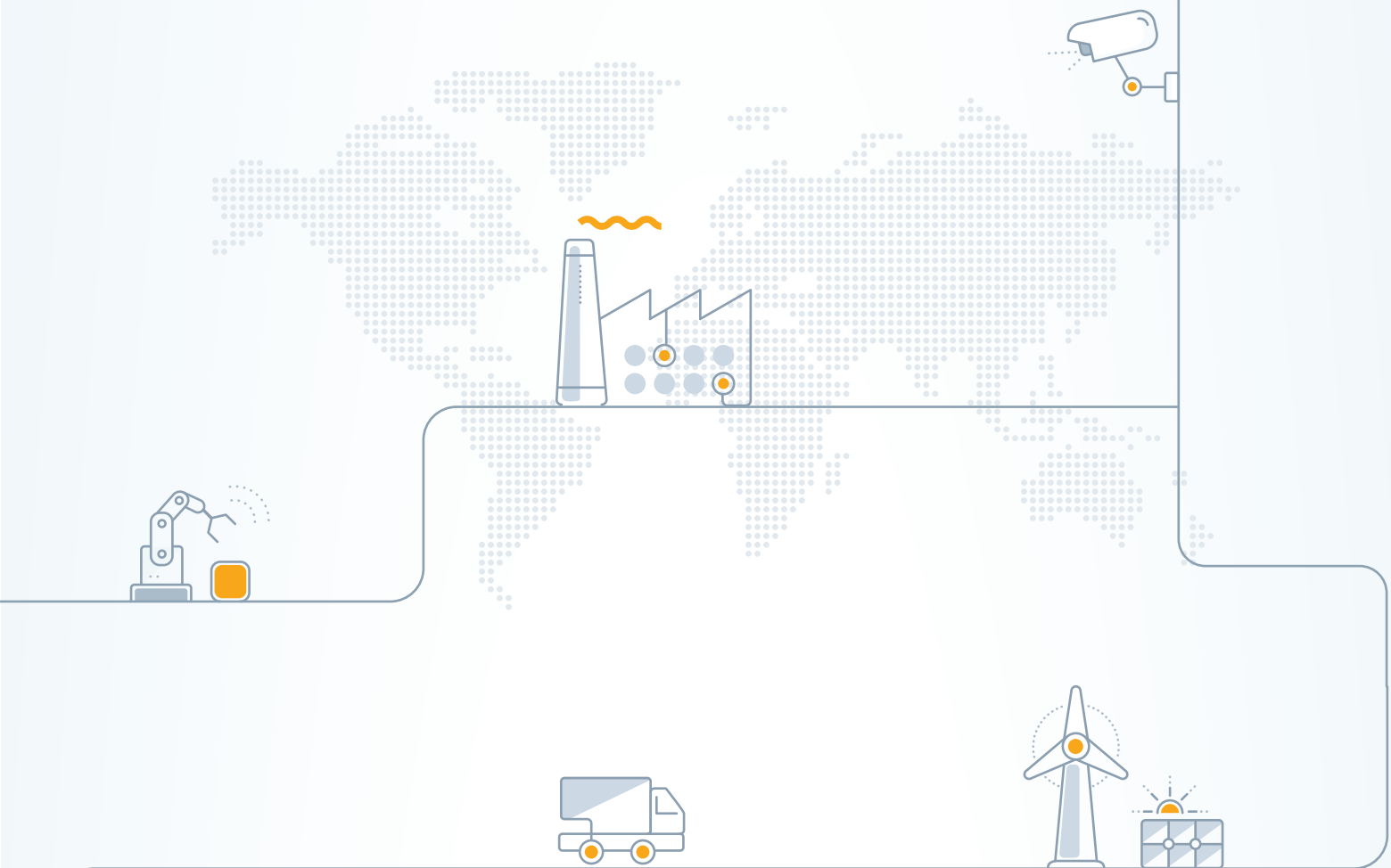


flo.  
LIVE

# Connecting devices at cloud-speed

floNET Offering | April 2020



# About floLIVE

floLIVE provides a secure, cloud-based global connectivity service to manufacturers that offer connectivity as additional value-added service to their customers. To enable such service, they must obtain worldwide cellular connectivity. In doing so, they face several barriers such as permanent roaming restrictions, high costs, privacy regulations and more.

The floNET platform comprises all of the elements necessary to provide a truly global connectivity management solution that addresses both regulations and trade barriers, with an integration layer that enables consuming its services quickly and securely. floLIVE's solutions are cloud-native and fully optimized for IoT.

## Helping manufacturers meet market needs

Our platform is unique among Connectivity Management Solutions in several ways:



### 1 Quick Time-to-Market

All infrastructure elements are in place – a username and password is all you need to onboard to our service platform and start rolling out your IoT strategy.



### 2 Creative Business Models

Highly flexible billing engine caters to the unique business models only found in the IoT domain. floNET services and functions use a transparent, pay-as-you-grow model with low TCO.



### 3 Service Automation

Fully automated service platform reduces human intervention and increases productivity and profit.



## 4 Regulatory Compliant

Adheres to privacy regulations such as GDPR and fully complies with roaming restrictions, local tax regulations and data laws.



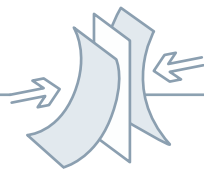
## 5 Open & Integrative

Advanced, unified REST API suite enables seamless integration with any other platform or system to streamline business operations.



## 6 Multi-Layered Security

Inherent, uncompromised security from multiple angles protects both devices and data against fraud attempts and cybersecurity threats.



## 7 Elastic Architecture

Advanced microservices architecture provides deployments that scale as you grow.

# Technology Ownership

floLIVE is a pure software vendor. Our entire solution has been developed in-house for the last 15 years and is field-proven. As such, we are not limited by any third party licenses, allowing us to provide a high degree of flexibility in terms of deployment. Furthermore, we can customize and tailor our solutions to meet our customers' unique requirements.

# Our Solution

## Introducing Software-Defined Connectivity (SDC)

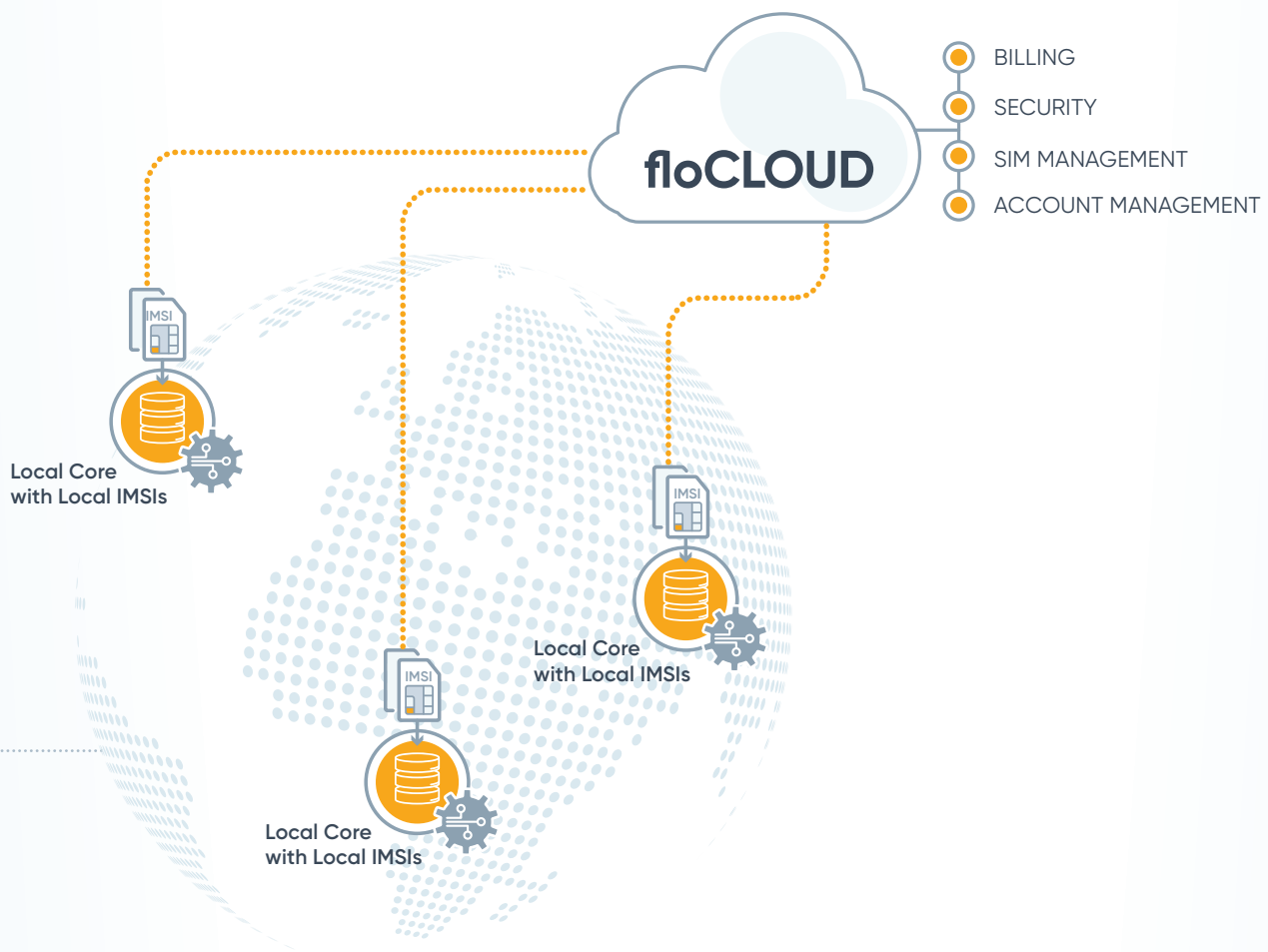
We've built floNET – the world's first cloud-native SDC solution – a converged connectivity service fully designed and built for IoT. Our SDC solution simplifies the complexities of traditional connectivity solutions by abstracting the different protocols, signaling and standards. With SDC, our customers enjoy a highly flexible and customizable solution easily controlled via API.

We have introduced a new approach to Global Connectivity Management:

## Core networks deployed around the world

We have deployed local core networks in different countries – each hosting a local IMSI range. When a device lands in a country, a local IMSI is downloaded, overcoming the following challenges:

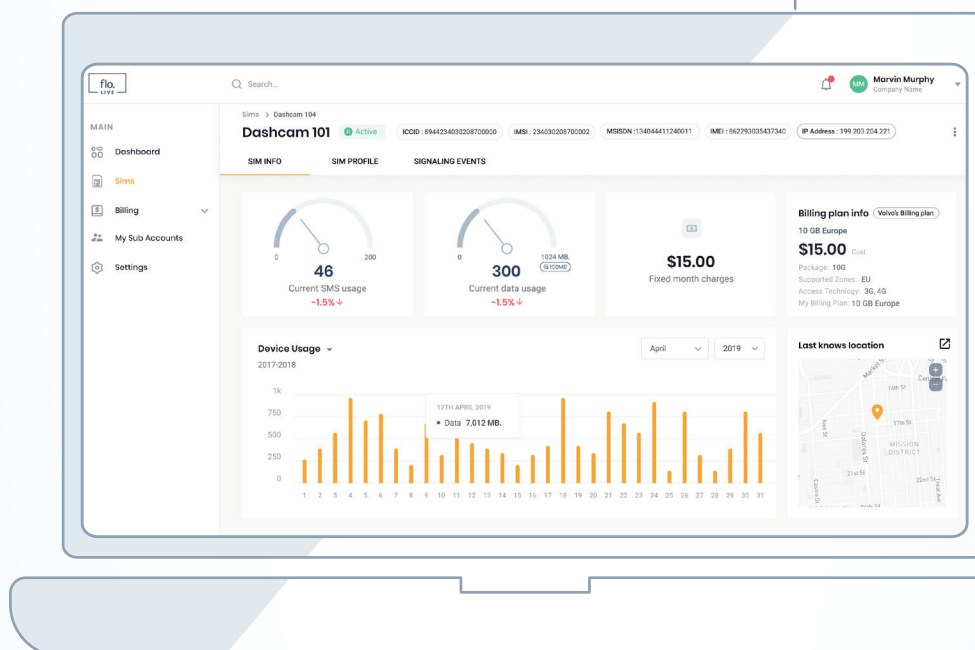
- **Permanent Roaming** – the device uses a local IMSI; hence is not roaming.
- **Data Privacy** – the device's IMSI is stored locally and accesses the internet via a local packet gateway, thus ensures device information remains in the country.
- **Security** – our core technology is among the world's most highly secure networks.
- **Performance** – with local breakouts, latency is minimal.



## Management & Control

A cloud-native system responsible for orchestrating and controlling the entire platform:

- **Customer Management** – full management and identity allocation across multiple tiers and hierarchies.
- **SIM Management & Control** – a complete suite for Remote SIM Provisioning, including real-time monitoring, troubleshooting, and operator switching.
- **Billing** – an advanced, multi-tier system that supports real-time rating, unifying multiple carrier TAP files and beyond into a single invoice in any currency of choice.



## floSIM

floSIM provides coverage wherever cellular reception exists. Its embedded application offers enhanced security, intelligent switching capabilities, and is placed in the device at the point of manufacture.

The floLIVE solution implements a unique Remote SIM Provisioning (RSP) mechanism for remotely controlling SIMs. Operators use RSP for a variety of purposes, such as downloading profiles, changing configurations, and more.

Our patented SIM applet manages and controls the behavior of the SIM, based on customer-defined business logic. One of the most valuable capabilities of our SIM applet is the "Autonomous Switching" – the SIM's ability to switch to a local network in every country, or to an alternate network in case radio signal is lost, ensuring business continuity for mission-critical devices.



# Benefits for Manufacturers

## Always-ON, Anywhere

- Extended global coverage
- Define operator switching logic in each country
- Highly competitive data rates
- Compliant with roaming & privacy regulations

## Globally Consistent SIM Management

- Full control over your devices' connectivity
- Advanced troubleshooting capabilities
- Real-time, detailed network status, and device activity
- Integrate once – cover the world

## Advanced IoT Billing

- Single, unified invoice
- Beyond connectivity – bill everything
- Pooled plans
- Supportive of local tax rules
- Bring Your Own Connectivity agreements and rates

## Advanced Networking Options

- Private network
- Network slicing
- Edge network functions for enhanced performance

## Designed for IoT Scale

- Manufacture an unlimited number of devices
- Pay-as-you-grow
- Pay only for ACTIVE devices

## Security Seal

- Highly secure local core networks
- Protect your devices from cyber attacks
- Guaranteed security level across all countries and networks

**floLIVE provides advanced network solutions for device and chip manufacturers seeking to expand their IoT offering but facing barriers such as high costs, long and complex integrations and regulations.**

floLIVE's platform comprises all key elements that are necessary for providing a true connectivity management solution, including a Core Network, BSS and SIM Management – all developed in house and fully optimized for IoT.

floLIVE's solutions are cloud-native and can be deployed either on-premise, in the cloud or in a hybrid model and offered as-a-service to support a pay-as-you-grow business model



## Let's connect

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

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