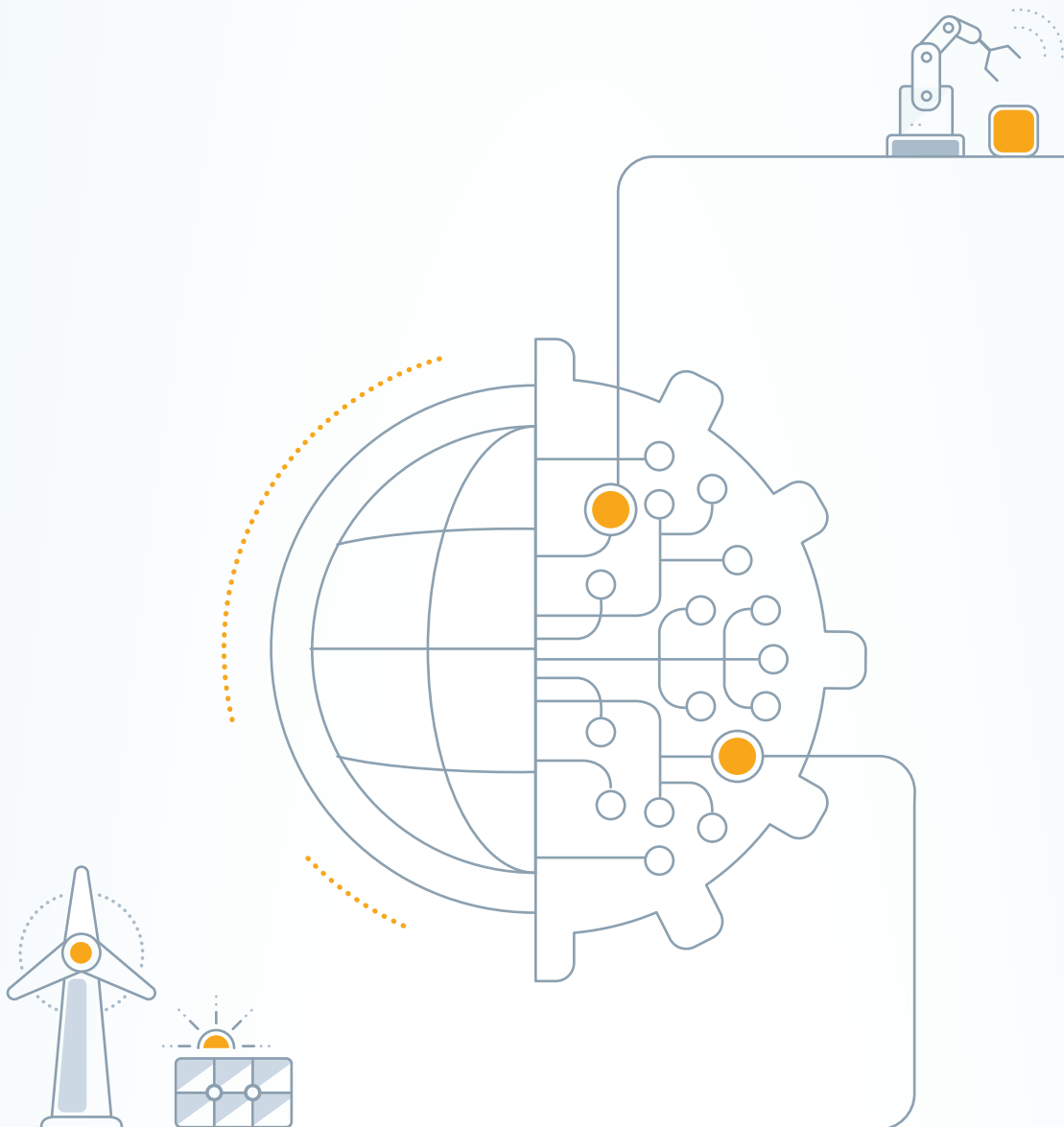


# Expediting your IoT growth using Software-Defined Connectivity

floNET Offering | MAY, 2020





## Today's mobile operators challenges

Gone are the days where IoT was a niche technology or a gimmick, and today – almost 60% of executives have a well-developed IoT initiative in place<sup>1</sup>. Let's go ahead and say it – IoT is the future of our digital landscape.

Mobile operators en-masse are looking for ways to expand their IoT offerings, but they have some hurdles to jump before they can make their roadmaps into a reality.

IoT offerings require mobile operators to be inherently agile. However, this is often easier said than done. Barriers to success include heavy infrastructure requirements; roaming restrictions; operational complexity; compliance; security, and high costs.

floLIVE solves these challenges with its unique technology stack and is the only solution that provides a resilient, holistic, and secure service to meet the complex demands of IoT customers.



## Introducing Software-Defined Connectivity (SDC)

We've built 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, all building blocks can be configured, controlled and operated either via a white labeled web portal or REST API, to be fully integrated into legacy systems and platforms. Our modular approach and innovative system design enable modules to be decoupled and then replaced as needed.

The platform is based on micro-services and supports automatic control, load balancing and scaling using the latest tools such as Docker and Kubernetes, used by IT giants worldwide.

SDC offers mobile operators network agility, reduced CAPEX and OPEX, faster time to market, superior performance and simplified operations.





## Our Offering

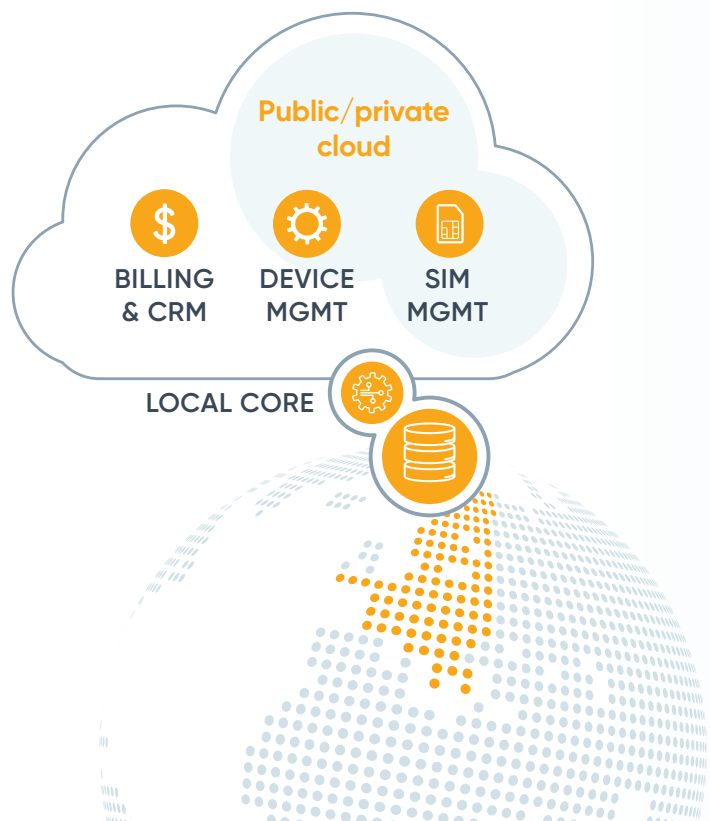
We offer advanced cloud-native solutions for managing IoT connectivity as-a-service. Customers can start with any of these solutions and seamlessly extend the deployment to address others in a phased approach.

### IoT Connectivity Platform As-a-Service

Our cloud-based Connectivity Management Platform contains everything you need to promote IoT projects in your footprint; and supports flexible deployment options to get your IoT projects up and running with low TCO and quick time-to-market.

The platform is made up of all the key elements necessary for providing a true connectivity management solution. It is packaged 'as-a-service', supports a pay-as-you-grow business model, and can reside alongside your existing infrastructure and legacy systems, and contains four major building blocks:

- **Core network**  
A fully managed core network – deployed locally and hosts IMSI ranges allocated to IoT.
- **Billing & CRM**  
Optimized for IoT, online charging and unified invoices.
- **Device Management**  
Controls and manages connected devices of many types and vendors in a single, standardized fashion.
- **SIM Management**  
Full visibility into every SIM, with Remote SIM Provisioning & advanced troubleshooting abilities.

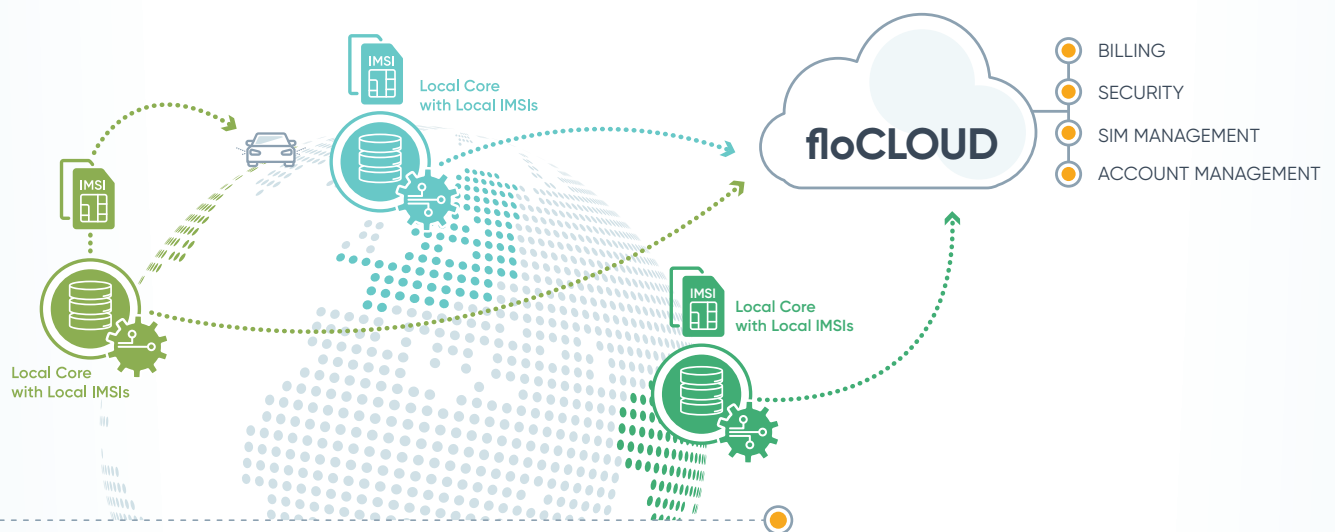


# Easy Global IoT

Two comprehensive connectivity-as-a-service solutions work in tandem and complement one another to achieve true global coverage while improving service and remaining compliant.

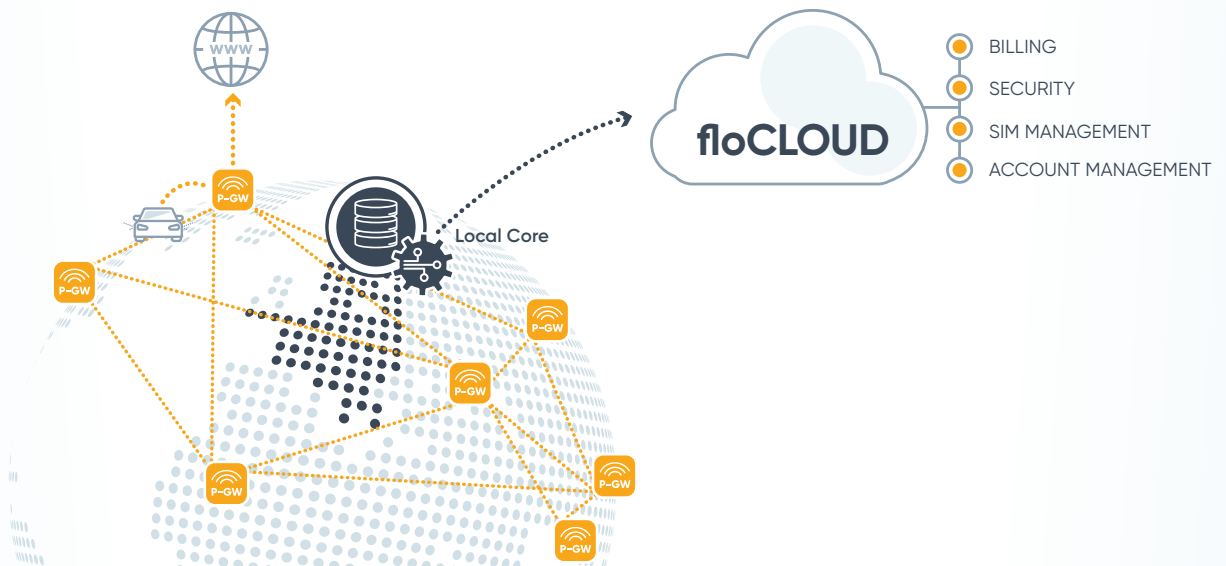
## 1. Global IMSI Library

Our ever-growing IMSI library allows mobile operators to leverage local connectivity via our globally deployed core networks, to improve performance and comply with roaming restrictions and privacy regulations.



## 2. Global Packet Gateway Array

Utilizing advanced technologies for User Plane and Control Plane separation, mobile operators can utilize our globally distributed packet gateway array to gain the highest levels of flexibility. This solution also provides local routing of data content in real-time using their own SIMs and IMSIs, to meet privacy regulations and boost performance.



# Mobile Private Network LTE/5G

Private Network solutions are perfect for enterprise customers such as Oil and Gas facilities, Utility companies or Manufacturing plants who have unique requirements related to quality of service, flexibility or security. These could include self-healing, closed loop automation, or a more general need to reduce both CAPEX and OPEX. Our Mobile Private Network (MPN) solution uses network slicing methods to provide ultimate flexibility and control, allowing you to adhere to any customer's special requirements, ahead of time.

## Key functions of our MPN include:

- Flexible deployment for dedicated industry needs
- Future focused infrastructure that can be seamlessly integrated in your existing environment
- Addresses self-healing, performance and reliability demands
- Available in a variety of business models



floLIVE is a secure, cloud-native connectivity solution backed by strategic investors 83North, Dell Technologies Capital, Saban Ventures and Qualcomm Ventures LLC.

It supports mobile operators looking for seamless global coverage. The platform comprises distributed core networks that provide local connectivity while being centrally managed and controlled over the cloud. This unique approach enables manufacturers to benefit from highly-performant, secure and regulatory-compliant local connectivity with the flexibility and elasticity of a cloud-native platform.

floLIVE's solutions are offered as-a-service in 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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