flo.
LIVE

GLOBAL IOT CONNECTIVITY MANAGEMENT
FOR GLOBAL ENTERPRISES

THE GLOBAL ENTERPRISE – FROM PRODUCT TO SERVICE

Many leading enterprises have realized that to be successful in the new, highly competitive world, they must not only sell products but rather offer value added services to their customers; these services have become the main differentiators and growth engine for them.

While many enterprises have already found the right value-added services, connecting their products remains a challenge - IoT is a global business in which devices are typically manufactured in one country and end-up in another and must be able to connect everywhere.

What do most global enterprises need?

1. Seamless, out-of-the-box global coverage
2. Transparent and competitive pricing, typically in a single currency
3. Simple Operation - single point of integration, single Invoice
4. Centralized Control – manage and control devices from a central portal or via API
5. Cyber Protection – protecting their devices from cyber-attacks, hacks and exploits

GLOBAL CONNECTIVITY CHALLENGES

The challenges facing enterprises seeking global connectivity are:

- **Permanent Roaming Restriction** - mobile devices are not allowed to roam in certain countries for more than 3-6 months; after this period their connection is terminated
- **Data Privacy (GDPR) Regulations** - Data privacy acts mandate that device-originated data remains in the country of origin; these are violated when using roaming SIMs.
- **Operator Lock-in** – when relying on a single mobile operator in each country, the enterprise is locked by the operator in terms of radio coverage and prices.
- **Multiple Integrations** – to obtain local connectivity enterprises must integrate with the carriers via different interfaces, billing etc. requiring dedicated efforts and resources.
- **Different Service & Support Levels** – Most operators are still structured to support mobile phones. IoT devices are different in two aspects: They have no display and their quantities are larger, creating a challenge as they must have global online, 24/7 support.
- **Cyber Threats** – When relying on roaming or SIM Profiles, there is no visibility as to the security measures taken by local carriers, thus compromising devices using them.
- **Complex Billing and Invoicing** – receiving and handling many invoices, CDRs and TAP files result in cumbersome and resource-consuming financial operations

OUR SOLUTION

We have introduced a new approach to Connectivity Management Platforms:

CORE NETWORK

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 country.
- **Security** – Our core technology is among the world's most highly secure networks.

MANAGEMENT & CONTROL

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

- **Customer Management** – multiple tiers, hierarchies, identity allocation and more.
- **SIM Management & Control** – a complete suite for Remote SIM Provisioning, real-time monitoring, troubleshooting, operator switching etc.
- **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.

SIM

A special SIM that provides coverage in ~200 countries. Its embedded application provides enhanced security, intelligent switching and more; placed in the device during manufacturing.
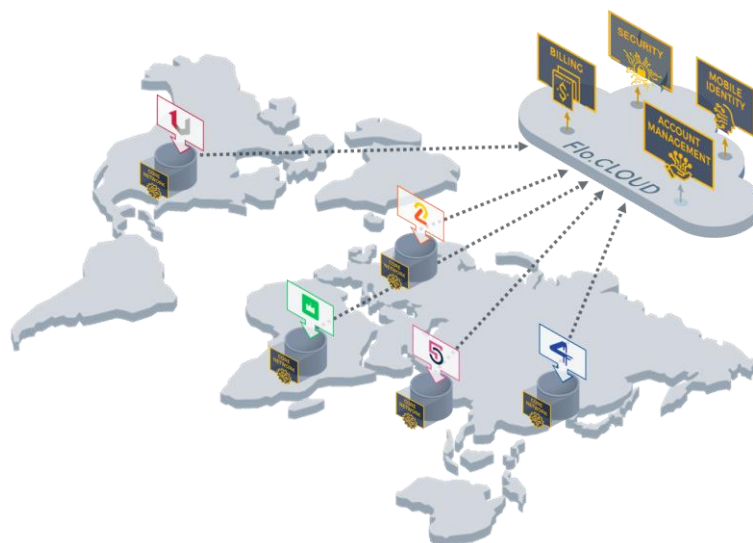
While different solutions solve some of the challenges, floLIVE is the only platform that solves all of the above challenges on a global scale

BENEFITS FOR ENTERPRISES

ALWAYS ON, ANYWHERE

- Extended global coverage
- Define operator switching logic in each country
- Highly competitive data rates
- Compliant with roaming and 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
- Bring Your Own connectivity agreements and rates
- Support local tax rules

ADVANCED NETWORKING OPTIONS

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

DESIGNED FOR IOT SCALES

- 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

ABOUT US

floLIVE provides secure, cloud-native connectivity solutions to enterprises looking for seamless global coverage. Our platform comprises distributed core networks that provide local connectivity while being centrally managed and controlled over the cloud; this unique approach enables enterprises to benefit from high performance, 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.