Eseye Utilizes floLIVE to Expand its **Global IoT Connectivity**

Executive Summary

Eseye is a leading global provider of IoT connectivity. Since 2007 it has been serving more than 2,000 companies deploying IoT devices across all industry verticals.

FloLIVE has recently supplied Eseye with a virtual connectivity infrastructure in new regions, with complementary management and reporting capabilities via its cloud-based platform, utilizing floLIVE's rich API suite.

This provides Eseye with an innovative unified connectivity management solution to manage IMSIs from numerous operators, increasing Eseye's global footprint, adhering to privacy regulations and roaming restrictions, improving their troubleshooting capabilities and allowing them to focus on adding value to customers by expanding into customized and personalized service for specific needs.
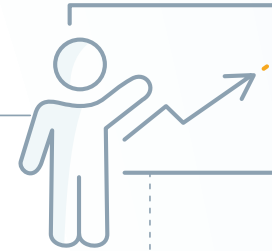
Business Impact of floLIVE

- **Reduced operational costs**
- **Eliminated complexity of integrations**
- **Improved incident resolution time from days to minutes**

The Challenge:

Eseye was looking for a connectivity partner to grow their own service

Eseye needed a solution to accelerate the roll-out of its IMSI localisation offering across multiple territories. The traditional approach was to use multiple Mobile Network Operator (MNO) profiles, each covering a different region. However, this was costly, siloed, and time consuming, from onboarding and initial integration, to ongoing support and maintenance. Eseye felt that there must be a better way.

Through its research into potential connectivity partners, Eseye realized that it was looking for a specialist solution that would greatly reduce the number of MNO relations and integrations, and that could be easily customized to support the evolving needs of connected devices. This partnership would free up Eseye to focus on delivering value added services to its global customer base.

Eseye was introduced to floLIVE, and felt an instant connection – not only a strong organizational and cultural fit, but also were reassured that the floLIVE team was knowledgeable with many years of experience in the industry.

The Results – floLIVE provides all the control and flexibility Eseye needs – on a global scale.

> *We have been particularly impressed with the support provided by the floLIVE team and their responsiveness and personalized service. With floLIVE's focus on developing their feature-rich platform and extending partnerships with mobile operators, we can see how much both our own company and our customers in turn are going to continue to glean from this relationship."*
>
> **Adam Hayes, Chief Operating Officer, Eseye.**

1. A Highly Developed Market Offering

floLIVE's cloud based platform allows Eseye to focus on developing its own core service with unparalleled time to market. One example would be extending IoT integrations with hyperscale Cloud providers, enabling Eseye to increase its global footprint exponentially. It also significantly reduces the time to market to bring new localised IMSIs on-line.

2. Less Complexity

It had previously been a full-time operation just tracking and managing the multiple MNOs and their disparate upgrade and service schedules, support variables and varying levels of transparency. With the floLIVE platform in place, Eseye has a unified telecoms solution, reducing the number of multiple integrations and eliminating the previous complexity.
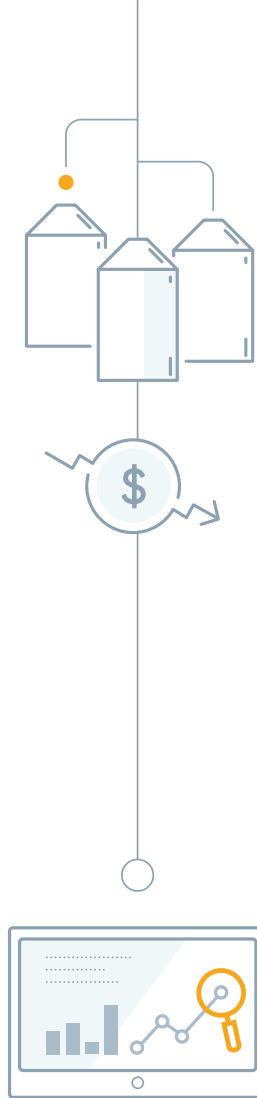
3. Lower Maintenance Costs

With everything easily visible and accessible from a single cloud dashboard, Eseye can maintain an extremely high level of service quality, at a reduced monthly cost.

4. Revolutionized Service

Eseye is now in a stronger position to support its own customers and maintain its devices. Historically, it would take a huge amount of resources to track down a problem and then get an answer from a third-party. Now, floLIVE are one point of contact and so incident response can be handled in minutes.

floLIVE provides advanced network solutions for mobile operators 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

flo. LIVE

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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