



Introducing an Unprecedented Level of Control

CASE STUDY floLIVE IoT Connectivity Platform

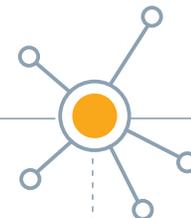
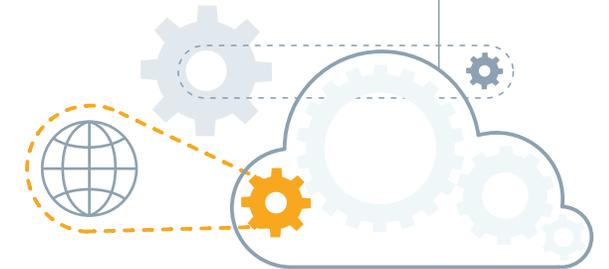


The Case

Our client is a European mobile network provider, launched in 2007. Its areas of expertise include mobile telephony, wireless broadband and internet services. This Mobile Operator wanted to launch new IoT offerings for its enterprise customers and was searching for a modern, cost-effective solution.

Main Challenges:

- **To obtain the required capabilities, the Mobile Operator needed a dedicated core network, billing system and SIM management solution that would offer interoperability and be quick to launch.**
- **Third party infrastructure was an expensive way to launch new IoT projects, with high CAPEX, and complex integration cycles, lengthening the time-to-value.**



The Challenges: Relying on a Third-party Core Network Just Doesn't Cut it

Our customer was in a bind. Its enterprise customers had zero visibility to its customers, and it was taking its toll on customer service and support. It needed a customer service organization that was structured to support the scale, and the behavior profile of IoT.

It was looking for a solution that would provide a granular level of information about each device, making troubleshooting and visibility a breeze.

Business Impact of floLIVE

- **A reduction in complexity, just floLIVE vs multiple platform vendors**
- **Access to floLIVE's global IMSI library**
- **Ultimate flexibility at an affordable, scalable cost with 30% reduction on TCO**



Whatever solution it went with, must-have's included:

1. Flexibility and Control

The mobile network provider dreamed of having full ownership of the platform, helping it to keep costs low and retain control over their entire technology stack. Instead, it was currently tied to specific systems that had been built for mobile consumers, not enterprises, with no ability to customize these for IoT.



2.

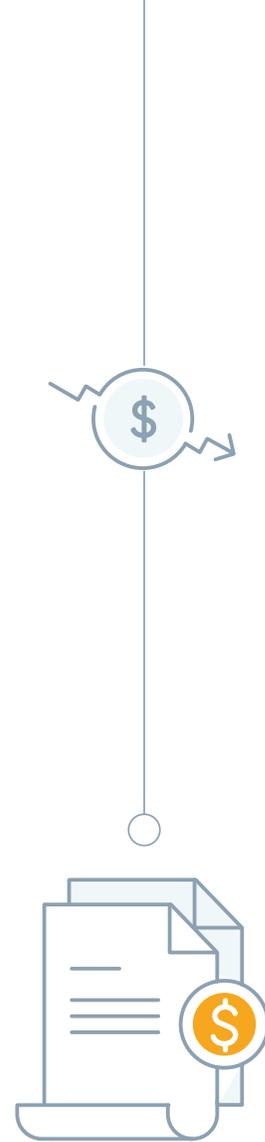
Affordable Connectivity

Excited to start IoT projects, the mobile network provider was considering its options. So far, it had considered loading new devices onto its existing core network. However, the costs associated with this would add up fast – even if the devices were going unused. Not a great option.

3.

Smarter Billing and Invoicing System

Billing and invoicing for IoT is a whole different ball game. How could the mobile network provider find a solution that supported multiple currencies, online charging, unified invoicing and any other customized needs that became apparent once it got started? Without it, they would be stuck before they began.



The floLIVE Solution

IoT Platform-as-a-Service brings control, management and support

floLIVE onboarded the mobile network provider onto its own platform.

The flexibility and control that this offered the mobile operator was simply unprecedented for the company. The mobile operator now has a whole new business model, one reliant on operating expenditure (OPEX) rather than capital expenditure (CAPEX).

This 'as-a-service' model enables a pay as you grow system that supports gradual growth without any large initial investment, a low-risk way to trial new services and technology.



Relying on a carrier for our IoT solution was a poor use of our resources, and gave us far less control than we wanted in the long run. By using floLIVE, we now have our own platform that we control. Launching IoT projects in our footprint is now more affordable and flexible. Life has got a whole lot easier, without negotiating with multiple mobile operators or handling multiple APIs. It's just floLIVE – making things simpler."

Senior business executive

Results and Future Benefits



A Scalable, Flexible Platform for IoT Projects

floLIVE has drastically simplified the IoT landscape for the mobile network provider. No need for multiple integrations with different mobile carriers, no reliance on different APIs, and much more streamlined support and maintenance.



Full Management & Control



The mobile network provider now uses the floLIVE platform as their own, for both domestic use and international customers overseas. It also benefits from all of the floLIVE IMSIs worldwide, in more than 50 countries, through one interface.



No Roaming Restrictions

The mobile network provider was previously using a US carrier roaming agreement, but this could be blocked after anywhere from 3-6 months. The floLIVE IMSI solution overcame this permanent roaming problem immediately.



Reduced TCO by 30%

The mobile network provider now has a competitive solution that scales alongside its own growth. No royalty payments, no payments for SIMs or devices that aren't being used, and no initial hardware costs of millions just to get a platform up and running.



Comprehensive Billing Solution

Through the floLIVE web portal, the mobile network provider can manage all of its own devices with granular visibility, and also create feature-rich invoices and billing profiles, including multiple currencies and unified invoicing. The mobile operator is truly IoT ready.

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



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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