1NCE GMBH
PRESS KIT

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Fact Sheet

Company	1NCE GmbH, founded 2017
Website	www.1nce.com
Industry	Telecommunications / Mobile Communications
Scope of Business	Mobile connectivity services for applications in the Internet of Things (IoT), B2B
Products & Services	1) Pre-Paid mobile tariff for IoT applications 2) IoT-Platform-as-a-Service (PaaS) for network operators
USP	• Clear focus on and highly specialized in IoT mobile communications • Lifetime price model (one-time payment of 10 EUR) • Direct sale of tariffs via web shop • Virtualized platform, cloud-based: Allows fast and ubiquitous implementation into existing network infrastructures
Target Group	• Mobile network operators (PaaS) • Device manufacturers, solution providers (IoT mobile tariff) • Industrial companies / Enterprise customers
Markets	• Telecommunications (PaaS) • All industries (IoT mobile communications) – focus on utilities (electricity, gas, water), automotive (e.g. fleet management), asset tracking (tracking of goods and vehicles), infrastructure (smart cities)
Distribution Channels	• Direct sales via web shop • Direct sales on site in Italy, Germany, NL, UK, France • Channel partners (solution providers, wholesalers)
Locations	• Cologne (Headquarters) • Riga (Engineering Centre) • Hamburg, London, Paris, Rome, Amsterdam (Local Offices)
Management	• Alexander P. Sator (Founder and CEO) • Younes Allaki (CTO) • Kim Juchem (COO)
Investors	• Management Team • Deutsche Telekom AG (non controlling stake)
Employees	60

1NCE in a Nutshell

1NCE is the first fully-fledged IoTcarrier worldwide to offer fast, secure and reliable connectivity services at cost-effective prices through a pre-paid lifetime model. This makes IoT applications such as asset tracking, tank monitoring, vehicle telemetry, smart metering and waste management affordable. The focus is on long-lasting B2B applications with low data volumes. In contrast to classic models, 1NCE's pre-paid model, which is designed for the lifetime of IoT-enabled devices of up to ten years, ensures maximum price transparency. In addition to direct sales of IoT connectivity services, 1NCE also offers its platform to mobile network operators for use under their own brand (Platform-as-a-Service).

1NCE works with Deutsche Telekom and their roaming partners in Europe, the US and China to provide customers with the most available and reliable network services within Europe, North America and Asia. Negotiations with additional mobile network operators are in progress Typically, at least two operators per country support the service. The technology is also characterized by the fact that it can switch seamlessly between the different mobile standards 2G, 3G, 4G or NB-IoT. In addition, it already fulfills all preconditions for 5G and is future-proof.

Today, there is already a vast array of IoT use cases and many industries have high demand for connectivity solutions: Logistics service providers have to locate their containers globally, energy providers need to equip smart meters, vehicle fleets need to be better coordinated, insurance companies want to track usage of cars and other telematics-based services. More and more products are being developed with a networking function right from the start.

Experts from GSMA Intelligence (analyst house of the industry association of GSM mobile network providers) estimate the market volume at 25 billion wireless devices by 2025.

However, as of today the implementation of intelligent IoT systems often still fails due to the complexity and the costs of setting up wireless network connections. This is where 1NCE comes in with its scalable and cost-efficient solution.

Coverage map of mobile services

- ● 2G/3G/NB-IoT
- ● 2G/3G/4G
- ● 2G/3G
- ○ Not covered

| + USA | + Russia | + China |

IoT Natives

1NCE was founded in 2017 by Alexander P. Sator, who leads the company as CEO and has many years of experience as a developer, manager and board member in the IT and telecommunications industry. As CTO, Younes Allaki, formerly responsible for M2M / IoT Service Development at Deutsche Telekom, is responsible for platform development. Kim Juchem, who previously held various management positions in sales at the Deutsche Telekom Group, completes the management team in his role as COO. Deutsche Telekom is also a founding partner and holds a non-controlling stake in the company.

1NCE sold more than 1 million SIM cards in the first five months after market entry. The company employs around 60 people in six European countries and is headquartered in Cologne, Germany.

A new standard: The 1NCE Lifetime Fee

1NCE has developed its technology exclusively for IoT applications and is characterized by lean structures and high agility. Unlike traditional network providers, 1NCE as a "native IoT carrier" has designed and developed its technology leveraging virtualized network functions and cloud-based solutions to achieve minimum costs at maximum scalability.

1NCE offers one tariff only: the 1NCE Lifetime Fee. The pre-paid tariff enables customers to connect their devices more quickly and easily. It covers all functions and services that IoT customers need to ensure connectivity for their devices for up to ten years: 500 megabytes data volume and 250 SMS, costs for the SIM card, a secure data channel via VPN and seamless support of radio standards 2G, 3G, 4G as well as NB-IoT. The price for the package is 10 Euro per SIM card for 10 years – at no extra fees. Typically, most IoT applications rely on very few data transmissions only, which is why the included volumes are more than sufficient for the majority of use cases.

If there is a need for more data volume, customers can easily book additional volumes. In contrast to classic models with monthly fees, the price transparency of 1NCE's "all-inclusive" tariff ensures good calculability for total costs of ownership. This is attractive for industries that need to connect large amounts of devices at the lowest effort and costs. The 1NCE SIM card grants access to all available networks and supports all common mobile radio standards, it is well suited for multi-national corporations as well as SMBs.
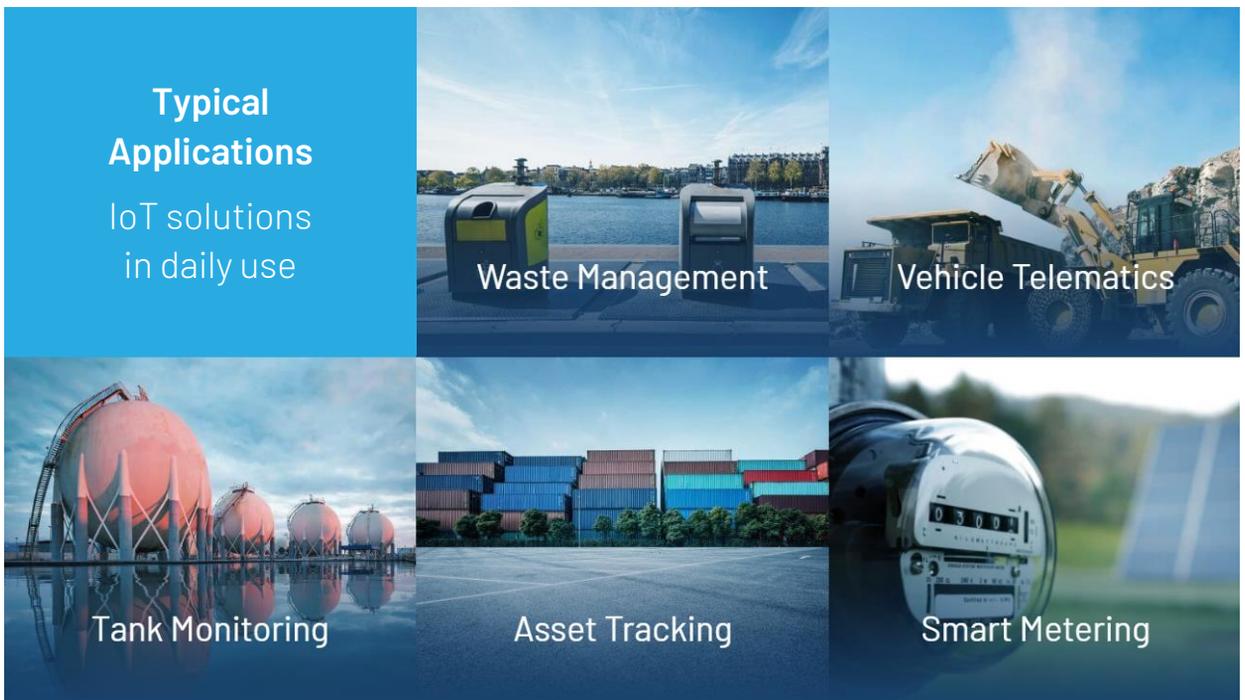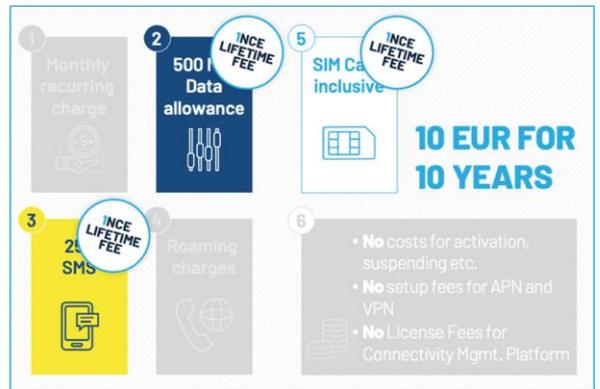
1NCE recognizes demand for IoT connectivity coming from all industries, however current demand is highest among utilities (electricity, gas, water), automotive (fleet management), asset tracking (logistics) and infrastructure (smart cities) industries.
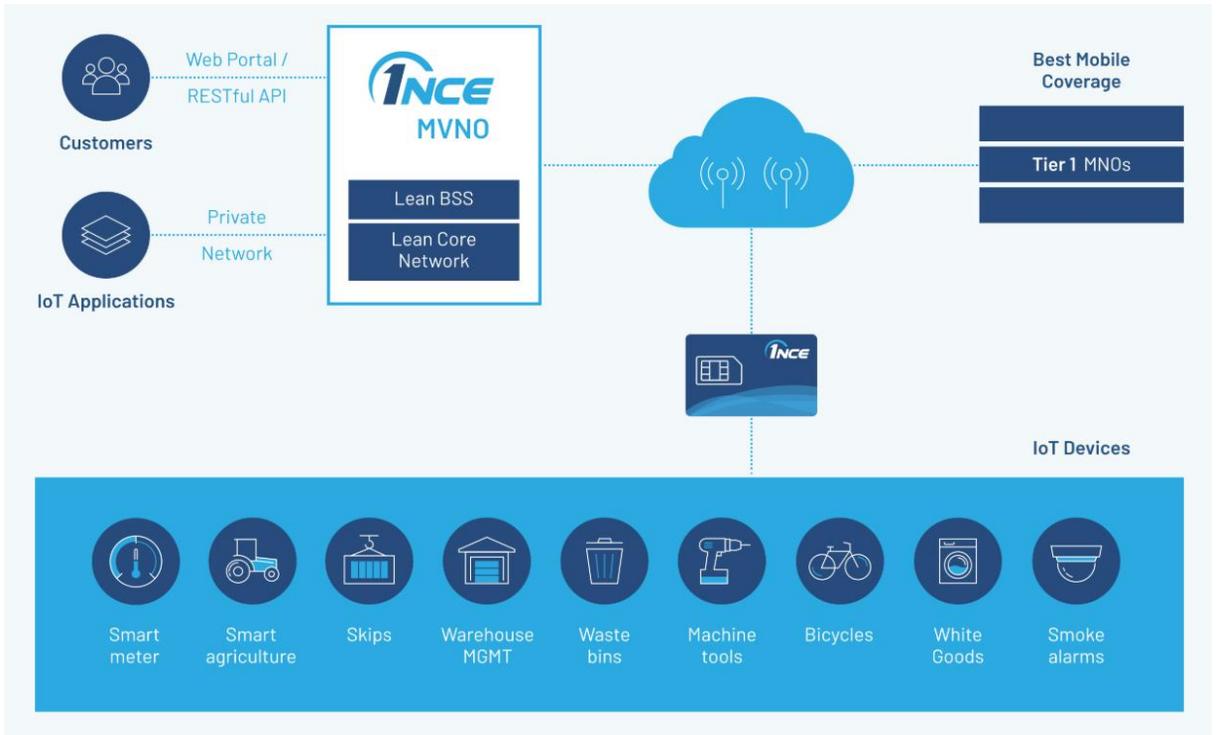
Traditional pricing model

Recurring fees		One time fees	
1 Monthly recurring charge	2 Data plan	5 SIM Card Costs	
3 SMS	4 Roaming charges	6 Additional costs	• Activation fees • Suspending fees • Re-activation fees • Setup fees • License fees • Other fees

1NCE pricing model

One time fees only: 1NCE Lifetime Fee

	2 1NCE LIFETIME FEE 500 Data allowance	5 1NCE LIFETIME FEE SIM Card inclusive	**10 EUR FOR 10 YEARS**
3 1NCE LIFETIME FEE 25 SMS	4 Roaming charges	6	• **No** costs for activation, suspending etc. • **No** setup fees for APN and VPN • **No** License Fees for Connectivity Mgmt. Platform

Typical Applications

IoT solutions in daily use

Waste Management

Vehicle Telematics

Tank Monitoring

Asset Tracking

Smart Metering

Platform-as-a-Service: Highly specialized IoT platform for mobile network operators

In addition to direct sales of the Lifetime Fee, 1NCE also offers its technology to mobile network operators. By using the Platform-as-a-Service (PaaS) offering, network operators can offer similar low-cost tariff models under their own brand in their markets and via their own networks. The technology is scalable and easy to integrate. Mobile network operators can use proprietary infrastructure and easily adapt 1NCE's Platform-as-a-Service solution.

1NCE observes a growing interest in innovative solutions for IoT services by established network operators that are aiming at cost-effective, fast and low-risk access to the market. Specialized technology providers such as 1NCE are facing high demand, because their systems natively rely on virtual networks and cloud solutions. This allows for minimized costs and maximized scalability.

Lean Core Network

- ✓ Virtualized and cloud-hosted
- ✓ Secure and reliable
- ✓ Single system with multiple core network elements

Automated Platform

- ✓ IoT focused feature set
- ✓ Self service oriented
- ✓ Short implementation time

Management Team

Alexander P. Sator (CEO)

Alexander P. Sator is founder and Chief Executive Officer of 1NCE, the first multi-national Tier 1 IoT carrier – a joint venture with Deutsche Telekom AG. Beside being the 1NCE CEO, Alexander serves as member of the board of multiple international companies as a Non-Executive Director, such as Solutions 30 SE and Sendr SE. He is also invested in various other businesses. Alexander`s experience in the IoT world is based on his time as investor and board member at Telit Communications PLC and previously as Chairman of Cinterion Wireless Modules. Alexander holds some 30 international patents, has published several articles about specific, mostly laser related topics and is well known as a serial entrepreneur.

Younes Allaki (CTO)

Younes Allaki has been Chief Technology Officer at 1NCE as of January 2018. Prior to that, he held the position as Vice President 'M2M/ IoT Service Development' at Deutsche Telekom, where he was in charge of the program "Plan, Build & Run" to deliver further innovative M2M and IoT platform capabilities. From July 2013 to May 2014 he was Vice President 'Service Development' in the business unit Connecting Customer, leading the entire division of B2B2C products including Sales and Customer Care Service. Prior to joining Deutsche Telekom, Younes managed the development of different MVNOs such as blau, Simyo BILDmobile at Telefonica GmbH and Vodafone. Younes Allaki holds a master diploma in Telecommunications engineering from the technical university of Cologne.

Kim Juchem (COO)

Kim Juchem has been Chief Operating Officer of 1NCE since January 2018. Prior to 1NCE, Kim was with T-Mobile and Deutsche Telekom Group where he held various leadership positions in the international wholesale and investment management space. As Head of Wholesale Business Development Kim has led numerous wholesale negotiations with a wide range of partners in the area of MVNO, National Roaming and Infrastructure Sharing, as well as in the M2M/ IoT space. From 2011 through 2015 Kim was in charge of the commercial roaming team within Telekom Group and responsible for the roaming discount activities of all Deutsche Telekom affiliates. Kim holds a Master Degree in Telecommunication Business and Economics from the University of Duisburg as well as an MBA from the Indiana University of Pennsylvania.

Picture Material

If you wish to access to our image files please get in touch with our Press Contact

	Picture 1 1NCE Logo
	Picture 2 1NCE SIM Card
	Picture 3 1NCE Platform-as-a-Service Network
	Picture 4 1NCE Pre-Paid-Schema
	Picture 5 Tradition pricing model

Picture Material

	Picture 6 1NCE application scenario Waste Management
	Picture 7 1NCE application scenario Asset Tracking
	Picture 8 1NCE application scenario Smart Metering
	Picture 9 1NCE application scenario Tank Monitoring
	Picture 10 1NCE application scenario Vehicle Telematics