



PRESS RELEASE

1NCE to collaborate with Amazon Web Services

IoT Flat Rate with enhanced 10 years data plan now available in AWS Marketplace

Cologne/Seattle 28 April 2020 - 1NCE, a fully-fledged Tier-1 Internet of Things (IoT) network carrier worldwide, today announced their collaboration with Amazon Web Services (AWS) to simplify the process of connecting Internet of Things (IoT) devices to the cloud. To kickstart the project, the 1NCE IoT Flat Rate with a 10-year data plan is now also made available in AWS Marketplace for only \$10.

IoT's central challenge is to connect the worlds of hardware and software. With about 25 billion projected IoT devices by 2025 according to a recent study of GSMA intelligence, comes the complexity to connect them. To help reduce this complexity, 1NCE is working with AWS to standardize and simplify the way to connect, setup, run and develop IoT devices and services.

With the availability of the 1NCE IoT Flat Rate in AWS Marketplace, AWS customers can now benefit from the ability to quickly and easily add a low-cost, high-quality IoT wireless plan to their products already managed in the cloud. The seamless activation of the 1NCE IoT flat rate available in AWS Marketplace can save additional process effort. The pricing model of a globally fixed tariff of 10 US dollars for 10 years means a radical change from the usual mobile IoT tariffs, which are still modelled on mobile phone contracts for end users, to an approach that specifically addresses the needs of IoT customers. As usual, the SIM cards will be delivered within a few days directly from the warehouse in Germany.

The new IoT connectivity offerings from 1NCE will subsequently be enriched with a full stack of simplified and automatized IoT communication and integration services.

"Our goal is to reduce the complexity of mobile IoT connectivity and market entry barriers", emphasizes Alexander P. Sator, CEO of 1NCE. "We want to enable IoT customers to quickly take advantage of the benefits, superiority and global availability of mobile-based technology in combination with cloud services. Our offering is already available in over 100 countries worldwide. To simplify the delivery of our IoT network services, we are already leveraging the technological advantages of cloud services in the operation of our platform. Therefore, working with AWS is the next logical step. 1NCE and AWS share the same values: the principle of 'Customer First' - combined with highly standardized offerings. For our customers this means easy provisioning of our services and best user experience".

Cologne based 1NCE GmbH was founded in late 2017 and started sales in August 2018. Today, the company has sold more than 1 million SIM cards and has a customer base of more than 3,000.



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About 1NCE:

1NCE GmbH is the first fully-fledged IoT network carrier in the world to offer fast, secure, and reliable connectivity services at low cost based on an IoT flat rate. This makes IoT applications such as tank maintenance, smart metering, or vehicle telematics affordable. The 1NCE IoT Flat Rate includes 500 MB data volume, 250 SMS, and free access to the 1NCE Connectivity Management Platform via Internet and API. To provide the service, 1NCE cooperates with both Deutsche Telekom AG and its roaming partners as well as China Telecom Global Limited and supports all common mobile communications standards (2G, 3G, 4G, NB-IoT). In addition to direct sales of IoT mobile connectivity, 1NCE also offers its technology to mobile network operators via a Platform-as-a-Service solution. The company headquartered in Cologne offers its flat rate almost world-wide. 1NCE was founded in 2017 together with Deutsche Telekom AG and have 100 staff in Cologne, Hamburg, London, Rome, Paris, and Riga. For more information, please see www.1nce.com

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