



Industry Playbook

Healthcare Edition

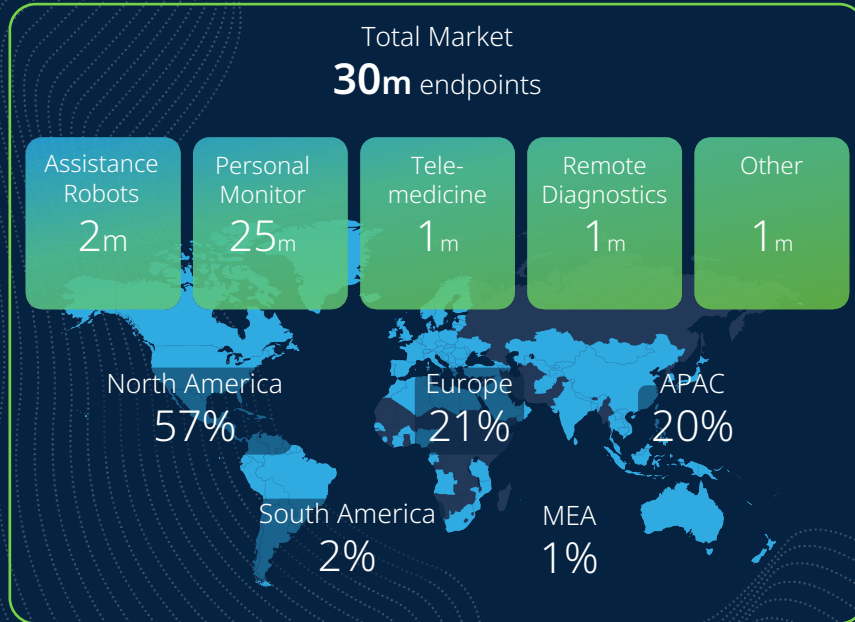
Market Insights, Best Practices, Player Overview along the Value Chain

March 2025



Healthcare is a developing IoT industry requiring global coverage

Relevance of healthcare use cases for the IoT market:




































Footprint 1NCE in the healthcare sector:



Sources: Market data courtesy of Transforma Insights, 1NCE Customer Insights
As of Jan 2025, 1NCE served 23,000 customers of which 1% are active in the healthcare sector.
Common use cases supported are pill dispensers, hospital monitoring, remote patient monitoring.

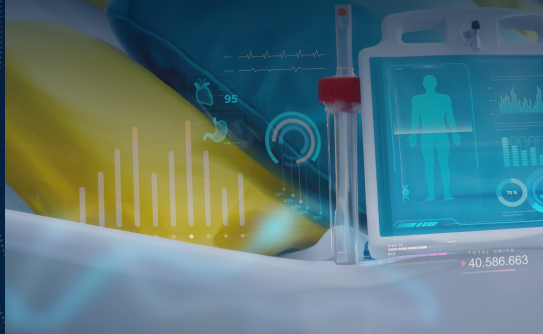
1% of our customers are building solutions in Healthcare, including health monitoring applications

Customers %	Typical applications	Selected customers
Utilities  20% <ul style="list-style-type: none"> Electricity meters Gas meters 	<ul style="list-style-type: none"> Water meters Leak prevention Network monitoring Smart grid 	 
Infrastructure  8% <ul style="list-style-type: none"> Remote Maintenance for elevators 	<ul style="list-style-type: none"> Solar Energy Monitoring Charging stations Water and heating metering 	  
Logistics  7% <ul style="list-style-type: none"> Asset tracking Temperature monitoring 	<ul style="list-style-type: none"> Telemetry for vehicles Geo-fencing Cold-chain monitoring 	 
Automotive  17% <ul style="list-style-type: none"> Usage based insurance Road-charging 	<ul style="list-style-type: none"> Fleet management Car sharing Stolen vehicle recovery Fuel level monitoring 	  
Industry  9% <ul style="list-style-type: none"> Oil monitoring Industrial automation 	<ul style="list-style-type: none"> Tank monitoring Equipment monitoring Industrial sensors 	 
Agriculture  7% <ul style="list-style-type: none"> Remote analysis of bee colonies 	<ul style="list-style-type: none"> Pest control Yield monitoring Geofencing and alerting 	  
Smart Cities  6% <ul style="list-style-type: none"> Cost and energy reduction 	<ul style="list-style-type: none"> Water leakage monitoring Elevator management solutions 	 
Healthcare  2% <ul style="list-style-type: none"> Health monitoring Refrigeration monitoring 	<ul style="list-style-type: none"> Cleaning monitoring (hotels) Digital signage 	 
Consumer  7% <ul style="list-style-type: none"> Indoor Wellbeing Monitoring 	<ul style="list-style-type: none"> Professional Coffee Machines' Monitoring Energy consumption monitoring 	 
Retail  1% <ul style="list-style-type: none"> Vending Machines Monitoring 	<ul style="list-style-type: none"> Payment Processing 	 

Key IoT use cases in Healthcare

Hospital Monitoring

Overseeing movable assets like vehicles, livestock, fitness equipment, or gaming machines using connected devices and real-time data analysis to ensure visibility, reduce loss. It helps businesses to monitor usage and device conditions for better decision-making.



Pill Dispensers

Tracking of inventory asset, fill and or stock levels as well as asset movements through connected sensors and devices. Enables real-time insights into stock availability and location. Helps businesses to optimize supply chain, reduce waste, and improve operational efficiency.



Remote Patient Monitoring

Refers to autonomous vehicles that operate on roads or pavements for the purpose of delivering household items. These robots serve both the retail and food delivery sectors.



Key IoT use cases in Healthcare

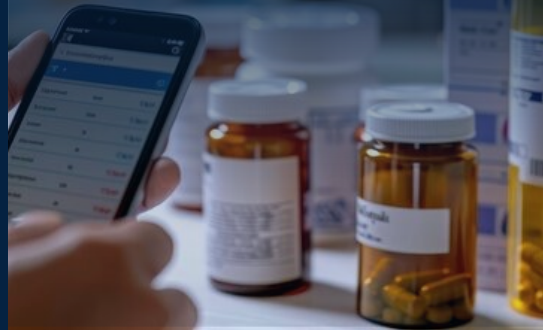
eHealth & Telecare

eHealth covers digital healthcare solutions using IoT, like telehealth, EHRs, and health info systems. Telehealth enables virtual consultations and remote diagnostics, while telecare focuses on patient safety, vital sign monitoring, and emergency detection.



Medication Monitoring

Medication compliance monitoring systems track patient adherence to prescribed medication regimens. These systems use IoT-connected pill dispensers or wearable devices to monitor whether patients are taking their medications as prescribed and send reminders when doses are missed.



Clinical Trials

IoT is changing clinical trials via collection of patient data, such as vital signs, medication adherence, and physical activity, without the need for constant in-person visits. IoT also supports personalized treatment protocols and helps researchers track patient responses to interventions.











Overview of players with traction in the market


Key players in **Blood Pressure Monitoring**

Player	Logo	Location	Description	Website
iHealth Lans	iHealth	USA	Connected blood pressure monitors	Link
Microlife	microlife	Switzerland	Blood pressure monitors with AF detection	Link
Omron Healthcare	OMRON	Japan	Clinically validated blood pressure monitors	Link
Rossmax	rossmax	Switzerland	Blood pressure monitors with Bluetooth connectivity	Link
Welch-Allyn	Baxter <small>Hillrom Welch Allyn</small>	USA	Devices for wireless patient data management	Link
Withings	WITHINGS	France	Connected health devices that sync data to a mobile app	Link

Overview of players with traction in the market








Specialized players in **Home Sleep Diagnostics**

Player	Logo	Location	Description	Website
Acurable		UK	Wearable medical devices for home sleep apnea testing	Link
BioSerenity	 BioSerenity	France	Smart clothing & AI for chronic disease monitoring	Link
Cadwell Laboratories		USA	Sleep diagnostic equipment for labs & home testing	Link
Nox Medical		Iceland	Sleep diagnostic devices prioritizing patient comfort	Link
Onera Health	 onera	USA	Clinical-grade sleep diagnostics for home use	Link
SOMNOmedics		Germany	Home sleep testing devices for sleep apnea diagnosis	Link
Wesper	 WESPER	USA	AI-driven sleep diagnostics for personalized care	Link
Zoll Itamar		USA	Home sleep apnea testing devices	Link

 Find more at the **1NCE Knowledge Base**









Overview of players with traction in the market

Specialized players in **Medication Compliance Monitoring**

Player	Logo	Location	Description	Website
AceAge		Canada	Smart home medication dispenser	Link
etectRx		USA	Ingestible sensor tech for medication adherence	Link
Evondos		Finland	Automated medication dispensing service	Link
Information Mediary Corporation		Canda	Smart packaging for medication monitoring	Link
iZafe Group		Sweden	Digital medication management solutions	Link
MedMinder		USA	Remote-monitored pill dispensers	Link
Mevia		Sweden	Connected blister packs for adherence tracking	Link

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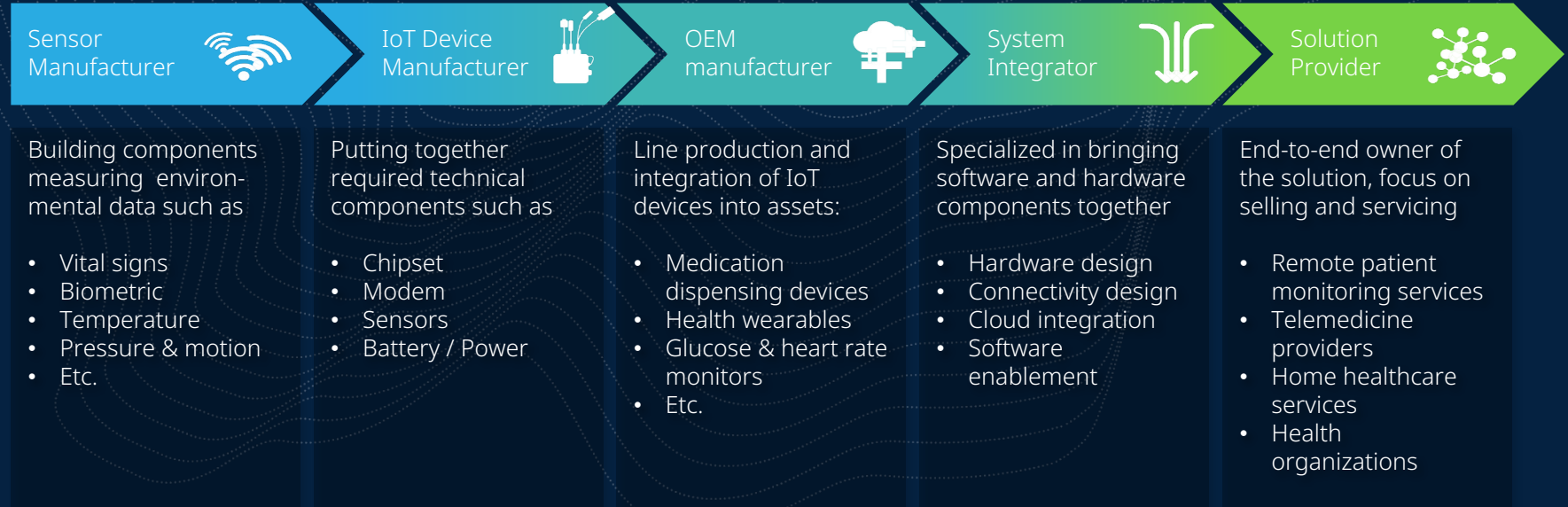
Players 1NCE is supporting in the field

Player		Use Case	More info
August International		Smartwatch with health monitoring & IoT connectivity	Link
Finsen Tech		UVC disinfection robot for hospitals	Link
iotech		IoT-enabled smart air quality monitoring	Link
Microdefender		Smart room disinfection system	Link
Pillsurepocket		Connected pill dispenser for accurate medication intake	Link
Sportstation 2		Sports tracking device with IoT integration	Link
Taqt		Smart hygiene monitoring for facilities	Link
Zenikor		Connected ECG device for remote heart monitoring	Link

 Find more at the **1NCE Knowledge Base**

Understanding the roles of players along the value chain

Creating connected products in the Healthcare industry means to maneuver through the IoT ecosystem



1NCE has a dedicated offering for Smart Agriculture

	Typical customer requirements	Standard offerings	1NCE Offering
Pricing	<ul style="list-style-type: none">• Single SKU• Cost transparency• Often only low data use cases	<ul style="list-style-type: none">• Multiple suppliers for each region• Monthly fees, overage charges• Data selling focus, high data preferred	<ul style="list-style-type: none">✓ All-in-1: 10 €/10 years of service✓ Transparent: no monthly fees✓ Lifetime Flat: 500 MB, 250 SMS
Coverage	<ul style="list-style-type: none">• Global coverage• Support of LPWA technology• Multiple network and operator switch	<ul style="list-style-type: none">• Country group pricing, zoning• No or limited NB-IoT and LTE-M support• Different SIMs for different regions	<ul style="list-style-type: none">✓ 173 countries coverage; no zoning✓ +50 LPWA networks supported✓ Global SIM with eUICC support
Service	<ul style="list-style-type: none">• Device Management• API support• Interoperability	<ul style="list-style-type: none">• Device Mgmt not included• API use not available or at high costs• No compatibility with 3rd party software	<ul style="list-style-type: none">✓ Included in 1NCE OS✓ All functions exposable through API✓ Can be natively used with 1NCE Plugins

We bring your data from the sensor to the cloud

Your Devices



1NCE Platform

Connect

- 500 MB
- 250 SMS
- 173 countries
- VPN / APN
- Data Streamer

OS

- Cloud Integration
- Location Services
- Energy Saver
- APIs
- Device SDKs

10 € for 10 years

Your Data



Business



1.00 €

Industrial



2.00 €

Chip



2.50 €

Sensor Data

Our 1NCE Lifetime Flat is the new standard in IoT

1NCE IoT Lifetime Flat

10 years of service including:

1NCE Connect

- 500 MB
- 250 SMS
- 173 countries coverage
- Open VPN
- API Usage & APN
- Data Streamer
- Monthly data limits
- IMEI Lock
- Freedom to Switch
- 3 months grace period

1NCE OS

- Cloud Integrator
- Device Locator
- Energy Saver
- Device Authenticator
- Device Inspector
- Device SDKs and Blueprints
- LwM2M Service
- Device Controller
- Admin Logs
- Access to Developer Hub (Documentation)

One time fee: 10.00 €

SIM Options



- ✓ Already covers all requirements for most IoT uses cases
- ✓ Already sold to 23,000+ customers in 100 countries
- ✓ Widely used across all industries and verticals
- ✓ No minimum order quantities*

Optional Add-Ons and Extensions

Data Top-Up

Additional 500 MB and 250 SMS

+ 10.00 €

Lifetime Extension

Additional 10 years, 500 MB and 250 SMS

+ 10.00 €

High Data Option

High throughput 25Mbit/s

5.00€ / GB

Advanced Device Locator

High-res network location service

Plugins

Integrated 3rd Party Software

Free Trial

High Security Data Routing

IPSec / VPC Peering services

+ 1,800 € / yr

- ✓ Add-Ons trusted by 4,000+ advanced users
- ✓ Co-developed with and for customers

About 1NCE

Fast



23,000+ customers
won in 7 years



400+ team
across Europe,
Asia and US



30 million
managed endpoints









+100% year on year average growth

"1NCE launched its flat rate life-time connectivity offering for connected devices in 2018 and has achieved unparalleled growth in the past two years."

Johan Fagerberg, CEO, Berg Insight

Strong

- Global access under a strong
a family of local network operators

- EU  Deutsche Telekom AG
- USA  T-Mobile US
- Asia  SoftBank
- China  中国电信
- Claro  Claro
- Bell  Bell

Everywhere

Can be used for multiple
IoT applications



Smart
Agriculture



Waste
Management



Industrial
Automation



Fleet
Telematics



Smart City



Tracking



AR / VR



Smart
Buildings



Infrastructure
monitoring



Smart
Metering



Remote
Monitoring



Tracking
Devices

1NCE is a company offering a software platform for connected products that delivers future-proof, hassle-free IoT in 173 countries and regions. The software platform enables customers to easily, securely and reliably collect device data and turn it into actionable intelligence. This accelerates time-to-market for data collection projects by months, increases device lifetime by years, and allows efficient management of sensors from initial deployment to the end of the product lifecycle. More than 23,000 users and 60 Fortune 500 companies trust 1NCE with 30 million connected products worldwide.

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