



# Internet of Pipes

Connectivity Playbook



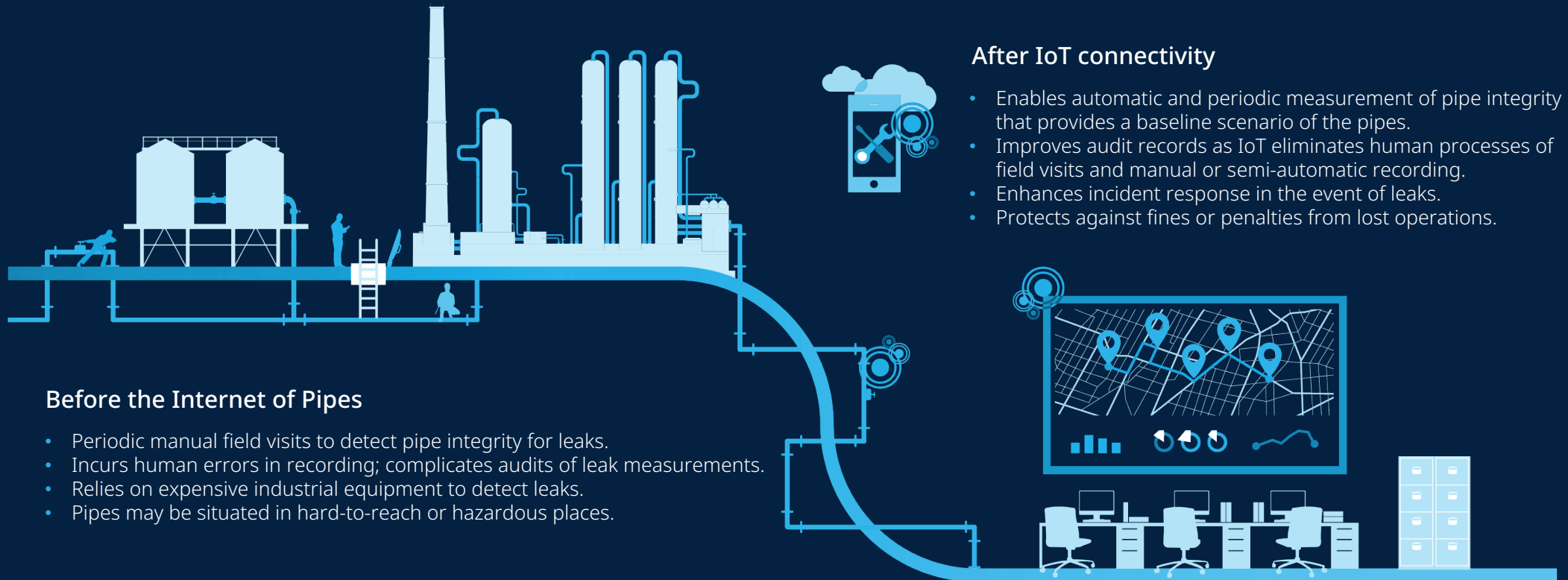


# Building the Internet of Pipes

This educational guide introduces the benefits of enabling connectivity as a feature to your tank monitoring products and solutions. It recommends the special considerations to consider when choosing a connectivity type.

## IoT automates leak detection measurements for **active intervention**

Leak detection, of gas or liquid, in pipelines, is traditionally conducted by field technicians making periodic or reactive visits to take manual or mobile logging of measurements. Using IoT technologies, especially connected leak detection sensors to automate measurements, gives industry sectors such as oil and gas, manufacturing, agriculture, water and gas utilities, increased visibility of leak incidents.

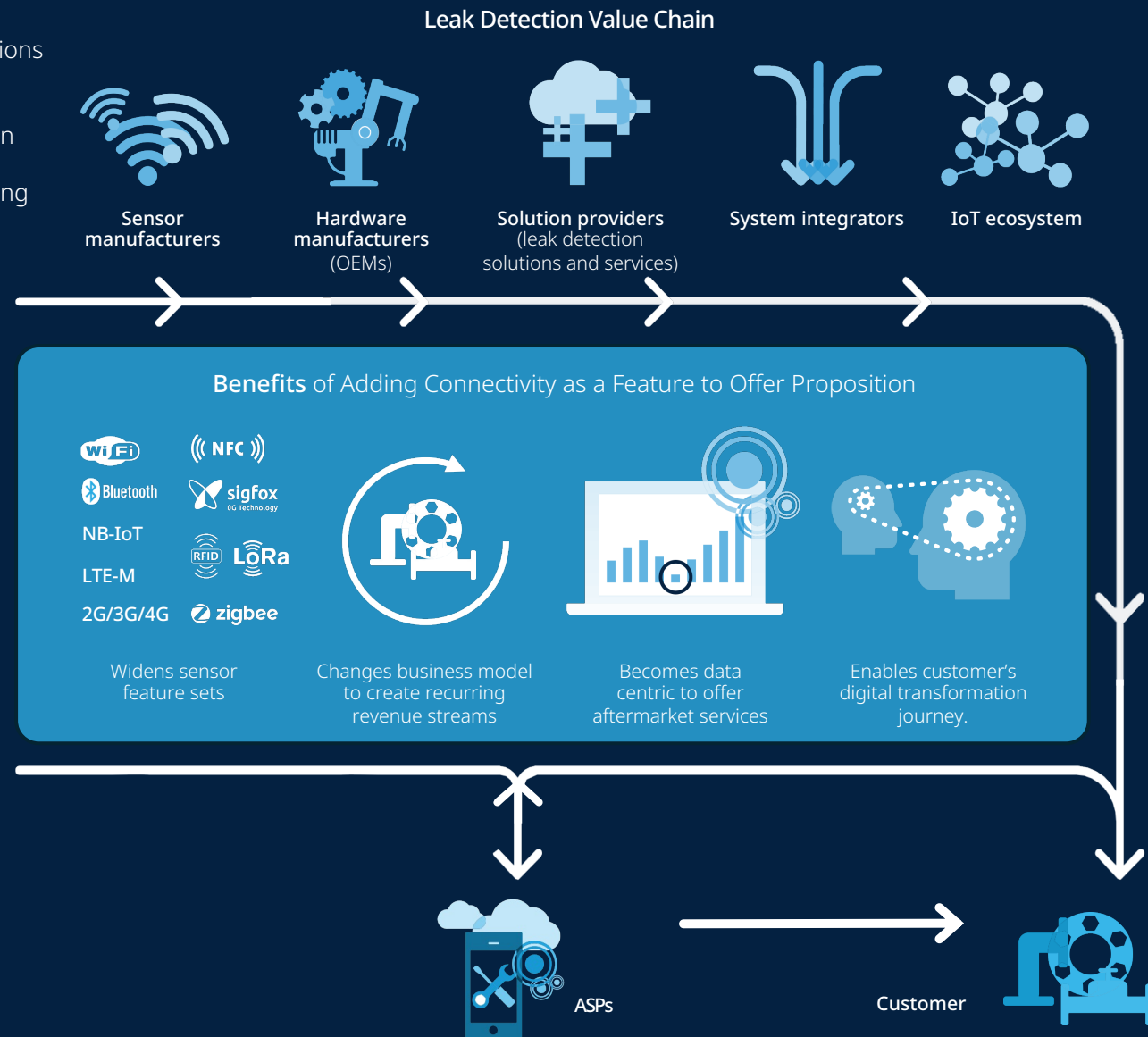


# Adding connectivity as a feature creates revenue opportunities for the value chain.

The leak detection value chain, from sensor manufacturers to solutions providers, can facilitate end-user benefits by making connectivity a default feature in their products and solutions. As illustrated in the figure, once connectivity is enabled, everyone on the value chain can move closer to the end customer. Through automatic and accurate measurement of pipe leakages, each value chain participant including application service providers can offer aftermarket services such as maintenance, upgrades, support, and consultancy bundles.

## Enabling IoT connectivity benefits everyone on the value chain

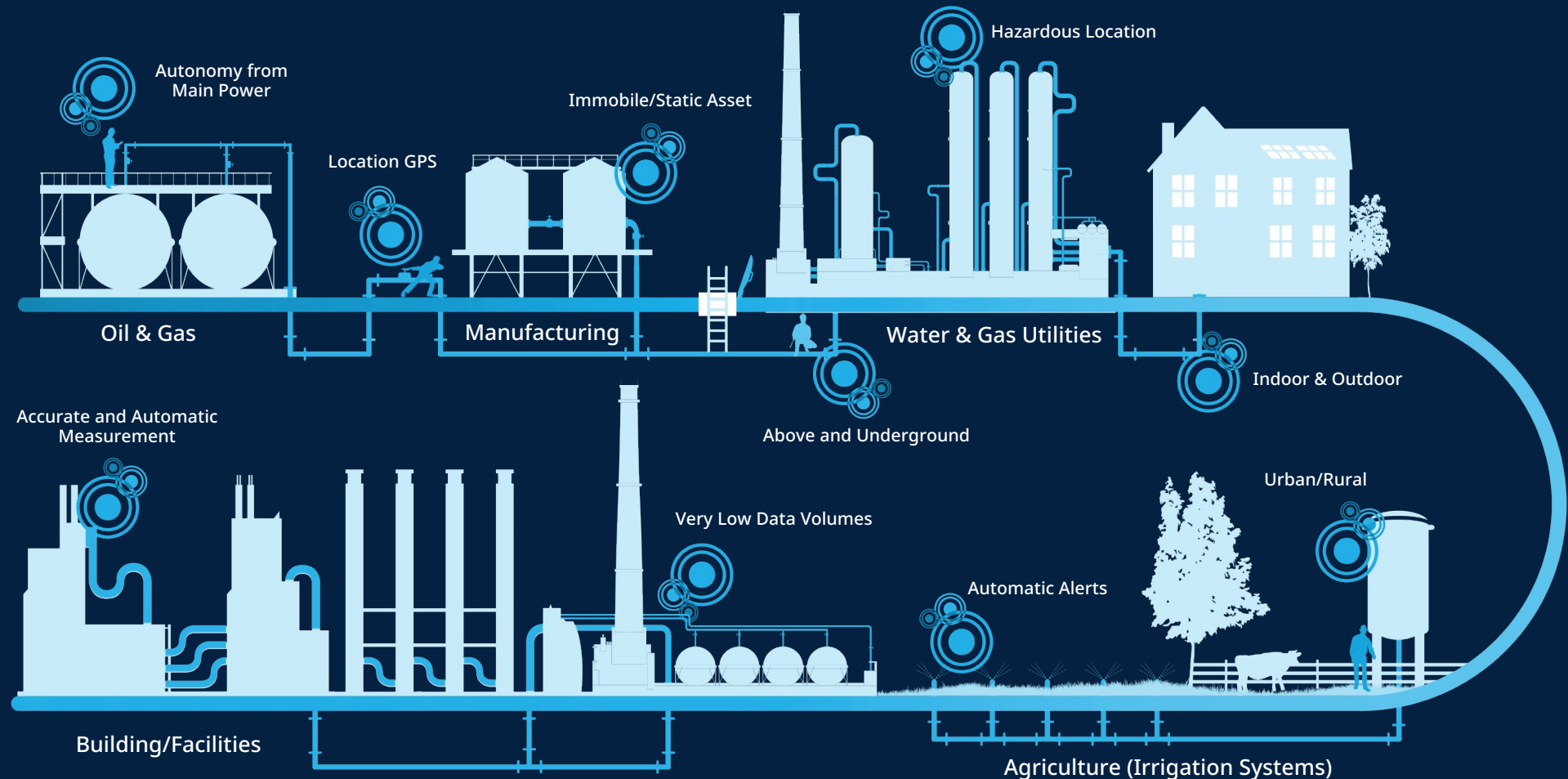
- **Sensor manufacturers** differentiate from their peers by simplifying the connectivity decision making for the rest of the value chain.
- **Hardware manufacturers (OEMs)** can set themselves apart by offering a connected leak detection product from the beginning, simplifying their customers' connectivity decision.
- **Solution providers (leak detection solutions and services)** expand their service portfolio by taking on their customers' non-core data centric functions. Once connectivity is enabled, solution providers can help their customers turn pipe integrity into valuable insights.
- **System integrators** in their capacity of running digital transformation project have the potential to expand their consultancies to drive new applications derived from pipe systems integrity.
- **Application service providers (ASPs)** develop new applications for end customers in the industrial vertical through access to aggregated data.



# Understanding the connectivity needs of **leak detection**

Leak detection is a relatively under-developed IoT application, limited by the costs and power constraints of the connectivity technology. Low power, wide area network (LPWA) technology is perfectly suited for leak detection, as it can connect devices that need to stay in the field for many years and send small amounts of data over a long range. Some IoT applications need to transmit only tiny amounts of information, an example being a sensor that sends data only if it senses pressure loss for leak detection. The below figure illustrates the diversity of connectivity requirements across different types of leak detection deployment in different environments.

## Key Attributes of Leak Detection Application.

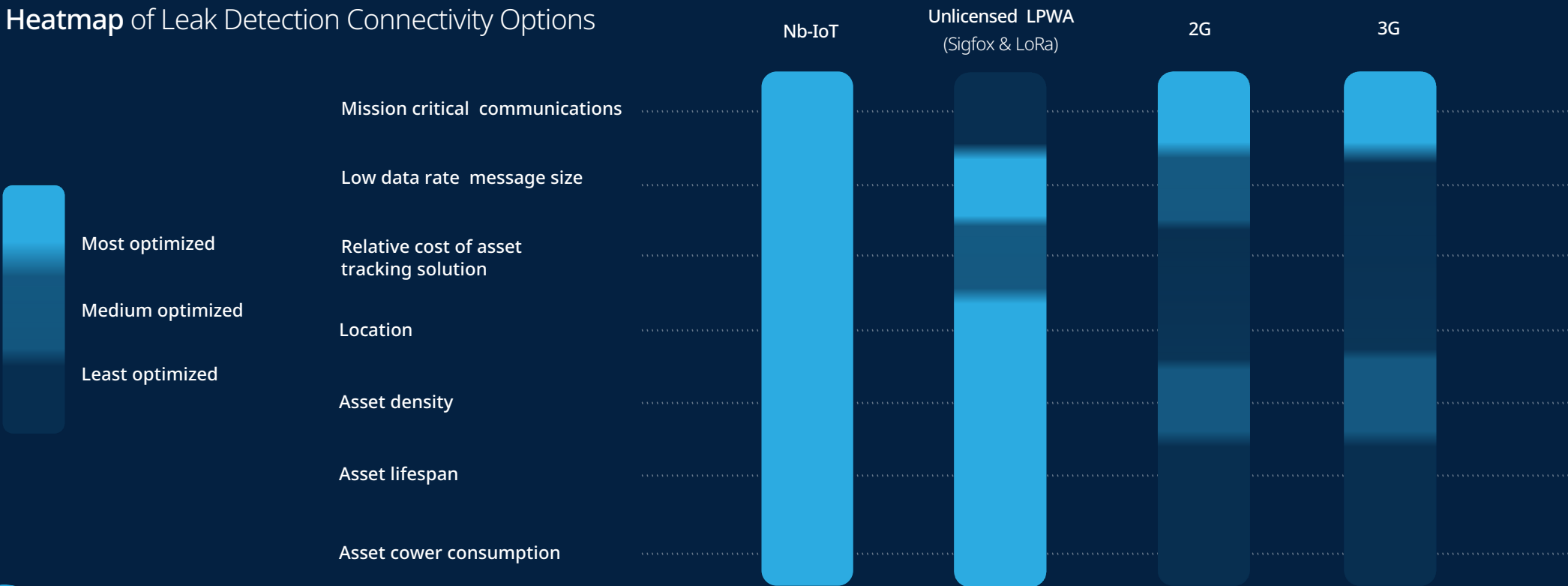


# Leak detection requires low data rate connectivity access

Transformation opportunities for both end customers in the industry vertical and leak detection applications stem from adding sensors to pipes for automatic and accurate leak detection. The choice of which connectivity must be made with a view on cost, performance, and benefit. There are a variety of connectivity options, from traditional cellular technologies such as 2G/3G and recent ones such as LPWA. There are two groups of LPWA technologies. Those that use unlicensed spectrum such as Sigfox and LoRa and those that use licensed spectrum that is cellular-based such as NB-IoT and LTE-M. The latter are part of the 5G roadmap according to the GSM Association, which as a licensed and standardized technology, offers carrier grade connectivity reassurances.

The figure below applies the 7 characteristics of leak detection to 4 types of common connectivity options and illustrates that leak detection is best served by NB-IoT in terms of cost, performance, and expected benefits. Reading the heatmap vertically, NB-IoT fulfills leak detection requirements that the connectivity is suited to handle mission-critical communications, the actual data transmitted, in the relative cost of environment monitoring solution, used both indoors vs. outdoors and over and underground, communicates over long distances, to last more than 10 years, and to lower power consumption. The heatmap can also be read horizontally. For example, leak detection requires mission critical communications for health and safety reasons. As such, Nb-IoT, 2G, and 3G fulfil this requirement by being offered on a licensed spectrum.

Heatmap of Leak Detection Connectivity Options



# 1NCE Offering

1NCE is a perfect match with the Internet of Pipes solutions, meeting all basic requirements while addressing key challenges:

Requirements	Typical customer challenge	Why 1NCE is the best match?	Standard solutions
Data & Pricing	<ul style="list-style-type: none"><li>• All-in-1 solution</li><li>• Cost transparency</li><li>• Low &amp; high data project support</li></ul>	<ul style="list-style-type: none"><li>• <b>All-in-1:</b> 10 EUR/10 years for connectivity &amp; software</li><li>• <b>One-time cost:</b> no monthly or hidden fees</li><li>• <b>Lifetime Flat:</b> 500 MB, 250 SMS + extra <b>High Data IoT:</b> 5 EUR/GB, speed 25 Mb/s</li></ul>	<ul style="list-style-type: none"><li>• Complex &amp; fragmented pricing, costly integrations</li><li>• Monthly, fixed &amp; hidden fees</li><li>• No high-data requirements met</li></ul>
Coverage	<ul style="list-style-type: none"><li>• Global coverage</li><li>• Cellular and LPWA radio technology</li><li>• Multiple network and operator switch</li></ul>	<ul style="list-style-type: none"><li>• <b>173 countries coverage;</b> no zoning or local pricing discrepancies.</li><li>• Integration with <b>LPWA networks.</b></li><li>• <b>Freedom-to-Switch</b> to change providers without replacing a SIM.</li></ul>	<ul style="list-style-type: none"><li>• Region or zone-restricted coverage</li><li>• NB-IoT and LTE-M limitations (10-20 networks globally)</li><li>• Complex contracts and vendor lock-in</li></ul>
Services	<ul style="list-style-type: none"><li>• Device control through one interface</li><li>• Interoperability with 3rd party services</li></ul>	<ul style="list-style-type: none"><li>• <b>Device monitoring and management</b> included</li><li>• <b>3rd party software</b>, like Datacake, Mender, Microsoft Azure, natively integrated with 1NCE OS and CMP</li></ul>	<ul style="list-style-type: none"><li>• Extra costs for monitoring &amp; data management</li><li>• Limited compatibility with third-party IoT software</li></ul>
Longevity	<ul style="list-style-type: none"><li>• Supports emerging technologies</li><li>• Ability to switch operators</li><li>• Services that are liable for the device lifecycle</li></ul>	<ul style="list-style-type: none"><li>• <b>NB-IoT or LTE-M</b> for devices with lifecycle of 10+ years</li><li>• <b>eSIM (eUICC)</b> for flexible, multi-operator functionality</li><li>• <b>Reliable cellular-based networks</b> &amp; Tier 1 operators</li></ul>	<ul style="list-style-type: none"><li>• Limited LPWA, especially in challenging environments</li><li>• Extra costs due to network or service changes</li><li>• Short-term contracts and pricing models</li></ul>

# The 1NCE Promise

Simplify your value chain with an **all-inclusive model** and additional features & services.

## 1NCE All-in-One Solution

### 1NCE IoT Lifetime Flat

10 EUR for 10 years lifetime subscription

#### 1NCE Connect

- ✓ 500 MB, 250 SMS
- ✓ 173 countries coverage
- ✓ NB-IoT, LTE-M, 2G, 3G, 4G
- ✓ Connectivity management platform
- ✓ Unlimited API usage
- ✓ VPN, APN included

#### 1NCE OS

- ✓ Device Authentication
- ✓ Energy Saver
- ✓ Device Inspector
- ✓ Device Locator
- ✓ Device Integrator
- ✓ Freedom-to-Switch

1NCE SIM Card  
depending on the application

- + IoT SIM Card Business 1 EUR
- + IoT SIM Card Industrial 2 EUR
- + IoT SIM Chip Industrial 2.50 EUR



## Extra Services

### Top-up Option

when a device reaches data limits in 10+ years

- + Extra 500 MB & 250 SMS for 10 EUR

### Lifetime Extension

for those who want to exceed 10 years

- + Extra 10 years for 10 EUR

### 1NCE Plugins

available to trial for free

- + FOTA by Mender
- + Data Visualization by Datacake
- + Azure IoT Integration by Tartabit
- + Device Debugging by Memfault

## Alternative Products

### 1NCE High Data IoT

for projects with high data requests

- + 5 EUR/GB, speed 25 MB/s



# About 1NCE

Delivering **IoT software and connectivity** for life.

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.

With 20%, utility customers including leak detection use cases, mark the biggest share of the 1NCE customer base, across more than 95 countries worldwide. Learn more about IoT in [Utilities](#) and [Infrastructure](#).



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