



Industry Playbook

# Industry Edition

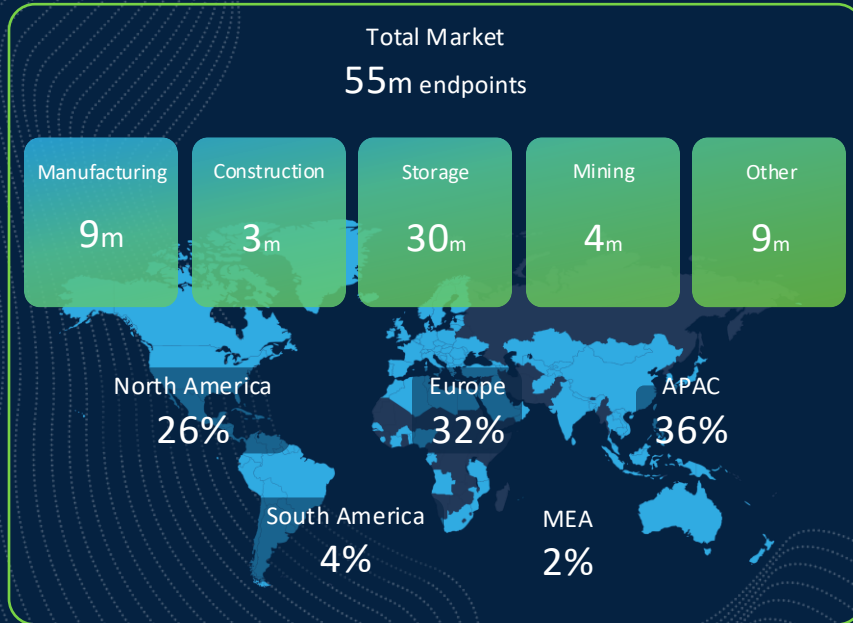
Market Insights, Best Practices, Player Overview along the Value Chain

March 2025

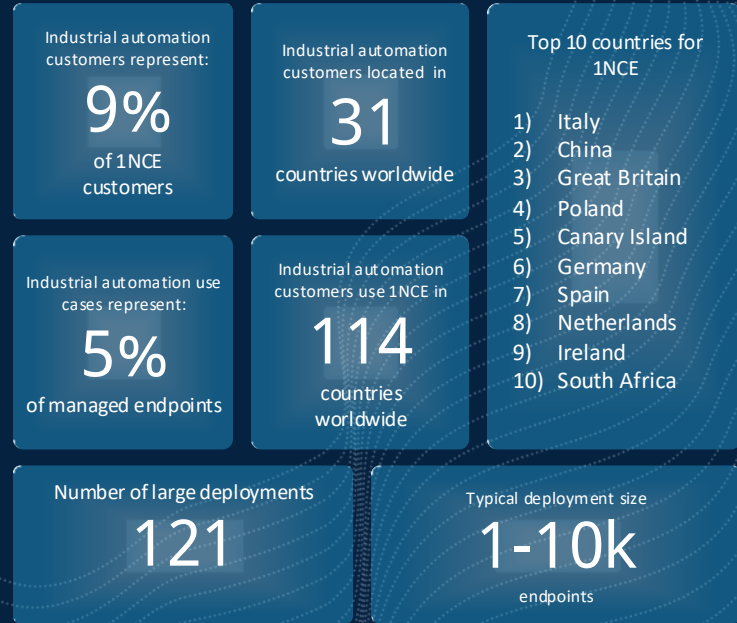


# The Industry sector is a growing segment in the IoT landscape, requiring global coverage

Relevance of industrial automation use cases for the IoT market:






















1NCE's footprint in the industrial automation sector:



Sources: Market data courtesy of Transforma Insights, 1NCE Customer Insights  
As of Jan 2025, 1NCE served 23,000 customers of which 9% are active in the Industry sector.

Common use cases supported are predictive maintenance, building automation, inventory management and monitoring, and supply chain.

# 9% of our customers are building solutions in the Industry sector, including equipment monitoring and automation

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

# Key IoT use cases in the Industry sector

## Predictive Maintenance

IoT-based predictive maintenance utilizes data from sensors and advanced analytics to predict when equipment or machinery needs maintenance. Analyzing specific patterns in performance and wear, it is possible to prevent unexpected breakdowns and extend the lifespan of assets.



## Remote Diagnostics

Remote diagnostics and monitoring use IoT connectivity and cloud data to remotely control equipment and machinery. It enables real-time identification of issues and performance anomalies. With this approach, the number of manual check-ups reduces, while troubleshooting happens quicker.



## Inventory Management

Inventory management involves tracking inventory levels and movements through connected sensors and devices. This enables real-time insights into stock availability and location. Using IoT solutions for Industrial Automation helps businesses optimize stock levels, reduce waste, and improve operational efficiency.



# Key IoT use cases in Industry sector

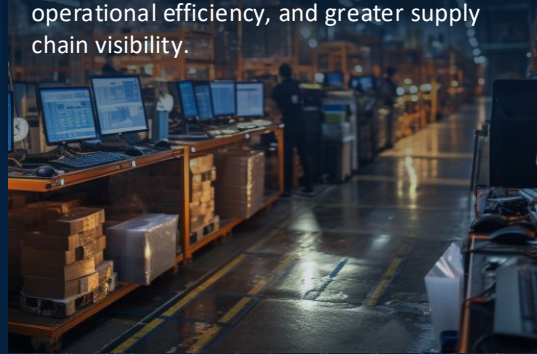
## Smart Building Automation

Smart building and building automation imply the automated control of electrical, mechanical, and HVAC systems within buildings for energy efficiency and occupant comfort. Sensors and IoT devices adjust lighting, temperature, and ventilation based on real-time conditions and occupancy.



## Supply Chain Monitoring

Supply chain monitoring tracks and optimizes various processes involved in the production, storage, and distribution of goods. IoT-connected sensors and data obtained via software provide real-time insights on inventory levels, transportation conditions, and production efficiency. This enables better decision-making, improved operational efficiency, and greater supply chain visibility.












## Automated Quality Control

Automated quality control uses IoT sensors and AI-powered cameras to detect defects and inconsistencies in manufacturing processes. Real-time monitoring ensures that products meet quality standards by identifying errors early, reducing waste, and minimizing rework.



# Overview of players with traction in the market

## Key players in Industrial Control Systems







Player	Logo	Location	Description	Website
Emerson		USA	Control systems & process management solutions	<a href="#">Link</a>
Fanuc		Japan	CNC systems, robotics & factory automation solutions	<a href="#">Link</a>
Honeywell		USA	Industrial automation, cybersecurity & process control	<a href="#">Link</a>
Hitachi		Japan	Industrial automation, IoT & AI-driven solutions	<a href="#">Link</a>
Mitsubishi Electric		Japan	Factory automation, PLCs, motion control & robotics	<a href="#">Link</a>
Omron		Japan	Robotics, industrial automation & sensing solutions	<a href="#">Link</a>
Rockwell Automation		USA	Industrial control systems, automation software	<a href="#">Link</a>
Siemens		Germany	Digital twin technology & smart manufacturing solutions	<a href="#">Link</a>
Schneider Electric		France	Energy management & smart factory solutions.	<a href="#">Link</a>



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

# Overview of players with traction in the market

## Specialized players in Automation Equipment





Player	Logo	Location	Description	Website
Balluff		Germany	Sensors & automation products for manufacturing	<a href="#">Link</a>
Bosch		Germany	Sensors, drives, and control systems	<a href="#">Link</a>
Cognex		USA	Vision systems, barcode readers & vision software	<a href="#">Link</a>
Eaton		USA	Electrical components, control systems & power control	<a href="#">Link</a>
Endress + Hauser		Switzerland	Measurement instrumentation, sensors & automation	<a href="#">Link</a>
Turck		Germany	Industrial sensors & automation components	<a href="#">Link</a>



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

# Overview of players with traction in the market

## Specialized players in Industrial Robots









Player	Logo	Location	Description	Website
ABB		Switzerland	Articulated robots, collaborative robots & delta robots,	<a href="#">Link</a>
Fanuc		Japan	Robotic arms for material handling, welding, assembly	<a href="#">Link</a>
Yaskawa		Japan	Motoman robots & motion control systems	<a href="#">Link</a>
Kuka		Germany	Heavy-duty robots and lightweight collaborative robots	<a href="#">Link</a>



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# Players 1NCE is supporting in the field

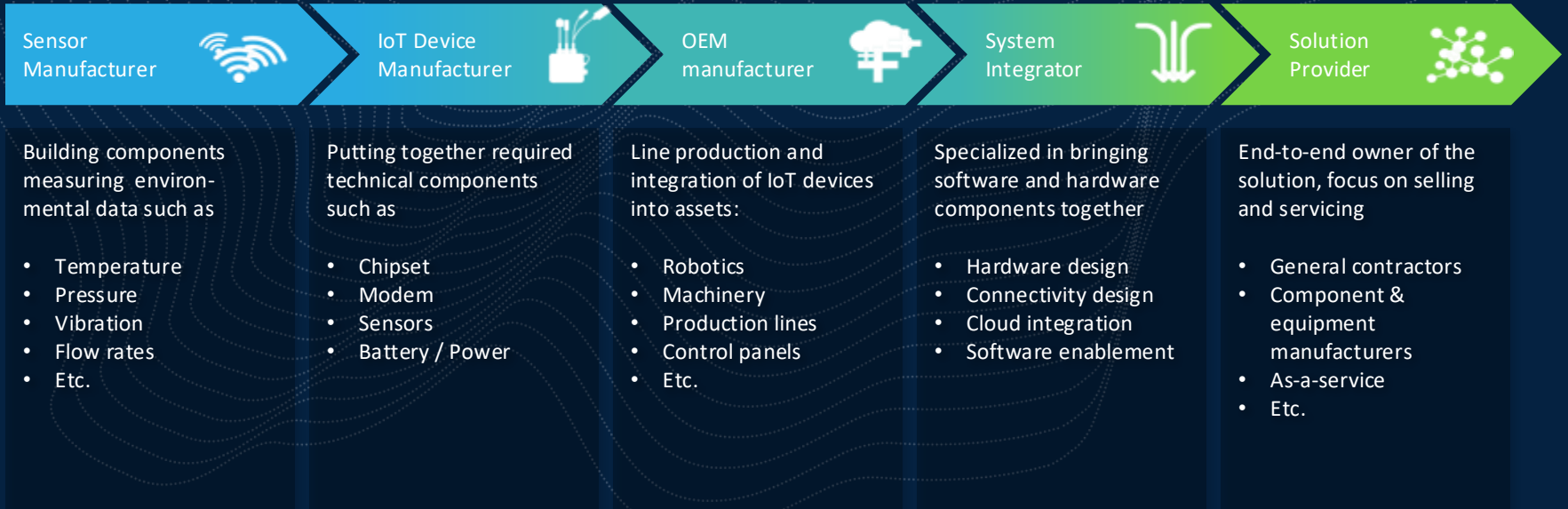
Player		Use Case	More info
autosen		Specializes in sensor technology and IIoT solutions; the io-key gateway & IO-Link technology for commissioning of sensors	<a href="#">Link</a>
azeti		Connecting water leakage hardware to its software environment	<a href="#">Link</a>
FP Group		Condition monitoring and preventative maintenance services to remotely monitor contamination in oil systems	<a href="#">Link</a>
General Track NaBi		A tracking beacon for real time monitoring, including information on location, temperature and motion	<a href="#">Link</a>
Q.beyond		The IIoT Starter Kit sensor technology for analysis temperature, pressure, vibration; remote control of the devices in the IIoT environment	<a href="#">Link</a>
pikkerton		XBS-200 multi-sensor for environmental monitoring; setting up alerts based on predefined thresholds, energy-saving and strategy for longer functioning	<a href="#">Link</a>
Saijai Tech		The MiniLink Gateway Version 3.0 for IIoT; IoT solutions without additional coding	<a href="#">Link</a>
Schaeffler		The Condition Monitoring System OPTIME (CM) which is part of the OPTIME Ecosystem, combining condition monitoring and smart lubrication	<a href="#">Link</a>



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

# Understanding the roles of players along the value chain

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



# 1NCE has a dedicated offering for Industrial Automation

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

# We bring your data from the sensor to the cloud



## 1NCE Platform

<b>Connect</b>	<b>OS</b>
<ul style="list-style-type: none"><li>• 500 MB</li><li>• 250 SMS</li><li>• 173 countries</li><li>• VPN / APN</li><li>• Data Streamer</li></ul>	<ul style="list-style-type: none"><li>• Cloud Integration</li><li>• Location Services</li><li>• Energy Saver</li><li>• APIs</li><li>• Device SDKs</li></ul>

\$10 for 10 years



Business



\$1.00

Industrial



\$2.00

Chip



\$2.50



# 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

### Business



\$1.00

### Industrial



\$2.00

### Chip



\$2.50

- ✓ 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



– Claro



– 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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