



Pitch Deck 2021

Bury the remnants of the stone age, IoT product compliance is hot.



IoT Consulting Partners

Compliance is your market access.

“WHEN YOU’RE OUT OF QUALITY, YOU ARE OUT OF BUSINESS”

PHIL CROSBY



PROBLEMS FOR IOT DEVELOPERS

- **197 Countries**, 197 wireless regulations;
- **Global Internet of Things** compliance to the wireless country regulations are complex and differs per country;
- **Compliance** procedures are seen as costly, and time consuming by IoT developers, and saved for last;
- **Mix** of product functions in IoT lead to even more compliance question (e.g. Health combined with Wireless);
- **No-easy way** exists to retrieve basic country regulatory information at product concept stage;
- Which IoT **RF Module** solution is the integrators best option, Modular approval is not final product compliance;
- **Cultural differences** between regions results in misunderstanding and non-compliances;
- **Non-compliances** will result in delay in time to market, increased tooling and testing costs, harm the community, brand devaluation or even business failure.



SOLUTION

- *Start product compliance route at IoT concept design and introduce essential stakeholders from project start to:*



Save Money

Avoid non-compliances and be prepared



Make Money

Reduce time to market



Partner with international experienced professionals



Stay safe & healthy

Compliance protects the community



Launch your **compliant** product.



MARKET SIZE

**US\$ 1,500
Billion**

IoT Market Size
by 2027; 24,6%
CAGR

60%+

Product non-
compliances market
surveillances

22 mln.

Product Non-
compliances concerning
E-commerce trade

70%+

Tech startup failure
rates before 10th year
with non-compliances
as a possible reason

*source forbes

**source Bundesnetzagentur “Germany” investigation year 2020



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Products and services



ONE STOP SHOP REALIZATION SERVICE

- Start regulatory compliance service from concept design and guide until successful market access;
- Full compliance project handling;
- Guidance on IoT Technology integration and realization;
- Project management IoT device realization. (From concept to mass production).

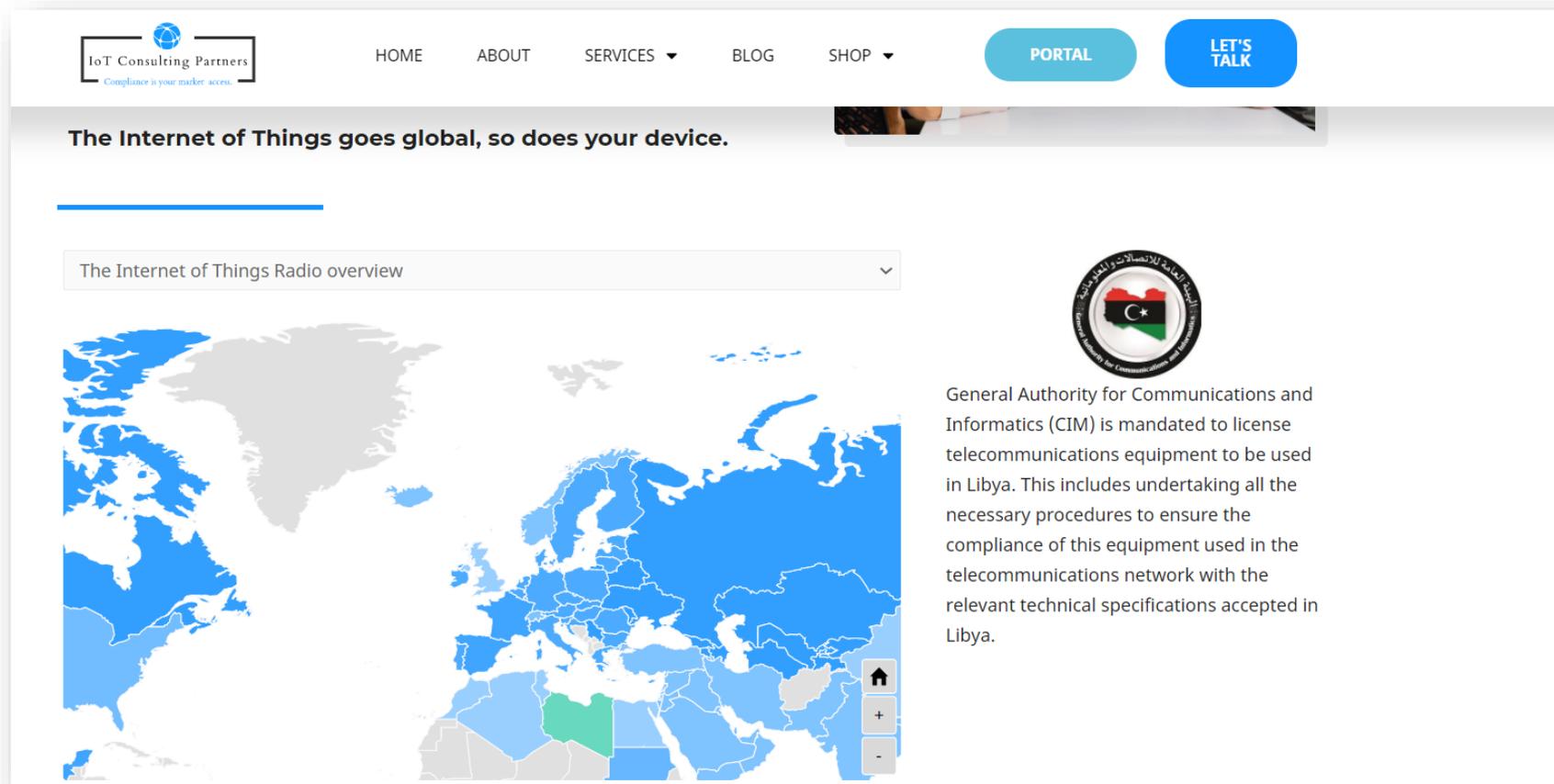


PITCH DECK IOT CONSULTING PARTNERS LTD.



3/21/2021

ON-LINE GO GLOBAL INFORMATION SERVICE

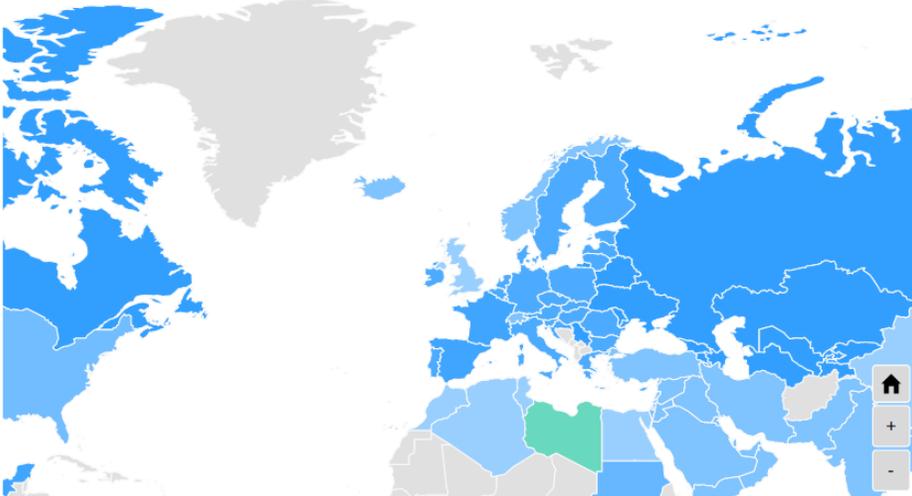


The screenshot displays the website's navigation menu with links for HOME, ABOUT, SERVICES, BLOG, and SHOP, along with buttons for PORTAL and LET'S TALK. The main heading reads "The Internet of Things goes global, so does your device." Below this is a dropdown menu for "The Internet of Things Radio overview" and a world map where Libya is highlighted in green. To the right of the map is the logo of the General Authority for Communications and Informatics (CIM) of Libya, accompanied by text explaining its mandate to license telecommunications equipment in the country.

HOME ABOUT SERVICES BLOG SHOP PORTAL LET'S TALK

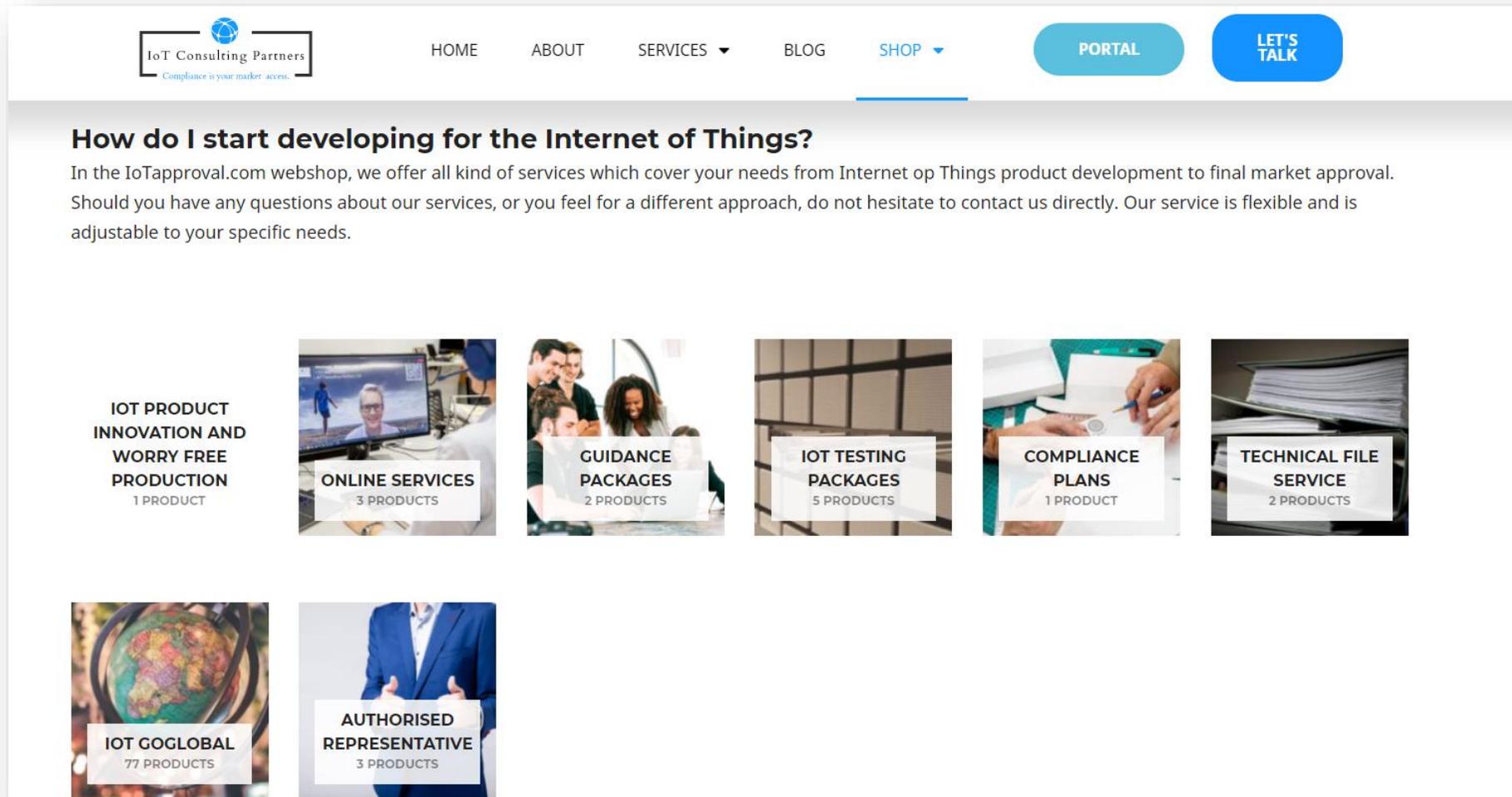
The Internet of Things goes global, so does your device.

The Internet of Things Radio overview




General Authority for Communications and Informatics (CIM) is mandated to license telecommunications equipment to be used in Libya. This includes undertaking all the necessary procedures to ensure the compliance of this equipment used in the telecommunications network with the relevant technical specifications accepted in Libya.

ON-LINE QUALITY WEB SHOP



The screenshot displays the IoT Consulting Partners website's online quality web shop. The header includes the company logo, navigation links (HOME, ABOUT, SERVICES, BLOG, SHOP), and buttons for PORTAL and LET'S TALK. The main content area features a heading "How do I start developing for the Internet of Things?" followed by a paragraph explaining the services offered. Below this, there are seven product cards, each with a title, description, and number of products available.

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HOME ABOUT SERVICES ▼ BLOG SHOP ▼ PORTAL LET'S TALK

How do I start developing for the Internet of Things?

In the IoTApproval.com webshop, we offer all kind of services which cover your needs from Internet of Things product development to final market approval. Should you have any questions about our services, or you feel for a different approach, do not hesitate to contact us directly. Our service is flexible and is adjustable to your specific needs.

- IOT PRODUCT INNOVATION AND WORRY FREE PRODUCTION**
1 PRODUCT
- ONLINE SERVICES**
3 PRODUCTS
- GUIDANCE PACKAGES**
2 PRODUCTS
- IOT TESTING PACKAGES**
5 PRODUCTS
- COMPLIANCE PLANS**
1 PRODUCT
- TECHNICAL FILE SERVICE**
2 PRODUCTS
- IOT GOGLOBAL**
77 PRODUCTS
- AUTHORISED REPRESENTATIVE**
3 PRODUCTS



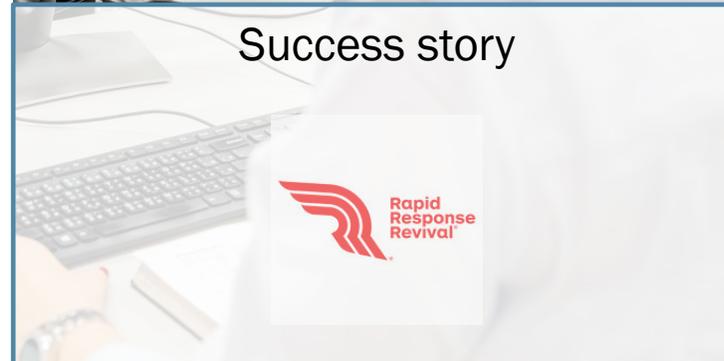
MARKET ADOPTION



Partnerships




Success story

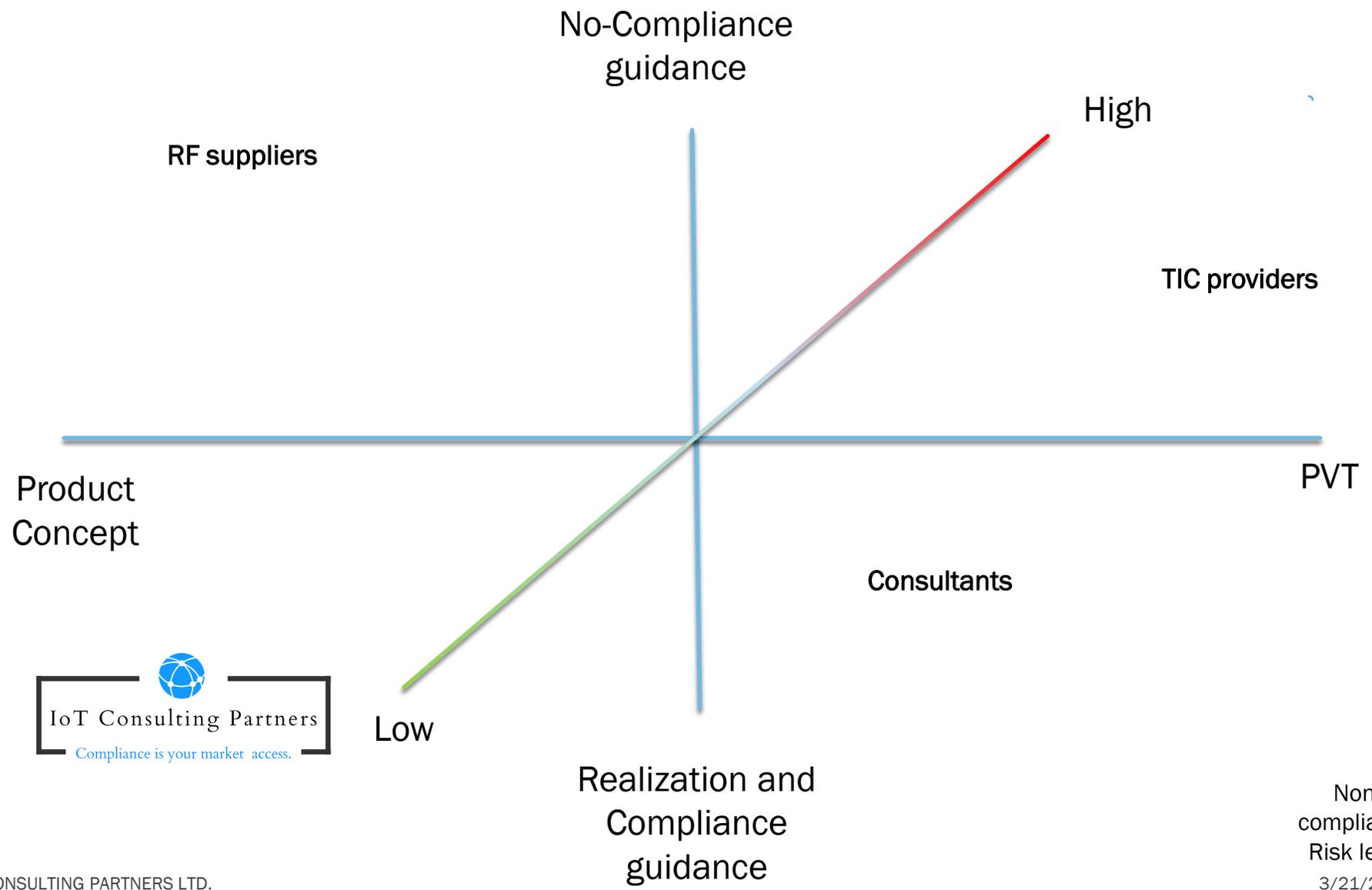




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Competition





COMPETITIVE ADVANTAGES



Ease of Use
Start at concept



Full service in IoT
realization and
quality



International Product
realization Matchmaker
service



On-site witness



Reduce MTBF



decrease time to
market and full
compliant



THE TEAM



Michel Wouters van den Oudenweijer
Founder & Business developer

20 years sales and certification experience in Testing, Inspection and certification of wireless devices.



Dr. Alan Lane
Co-Founder & operational manager

Former Director of RF compliance labs and international RF certification body. Greater Asia responsible.



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THANK YOU!

IOT CONSULTING PARTNERS

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