




sigfox

Introduction to Sigfox

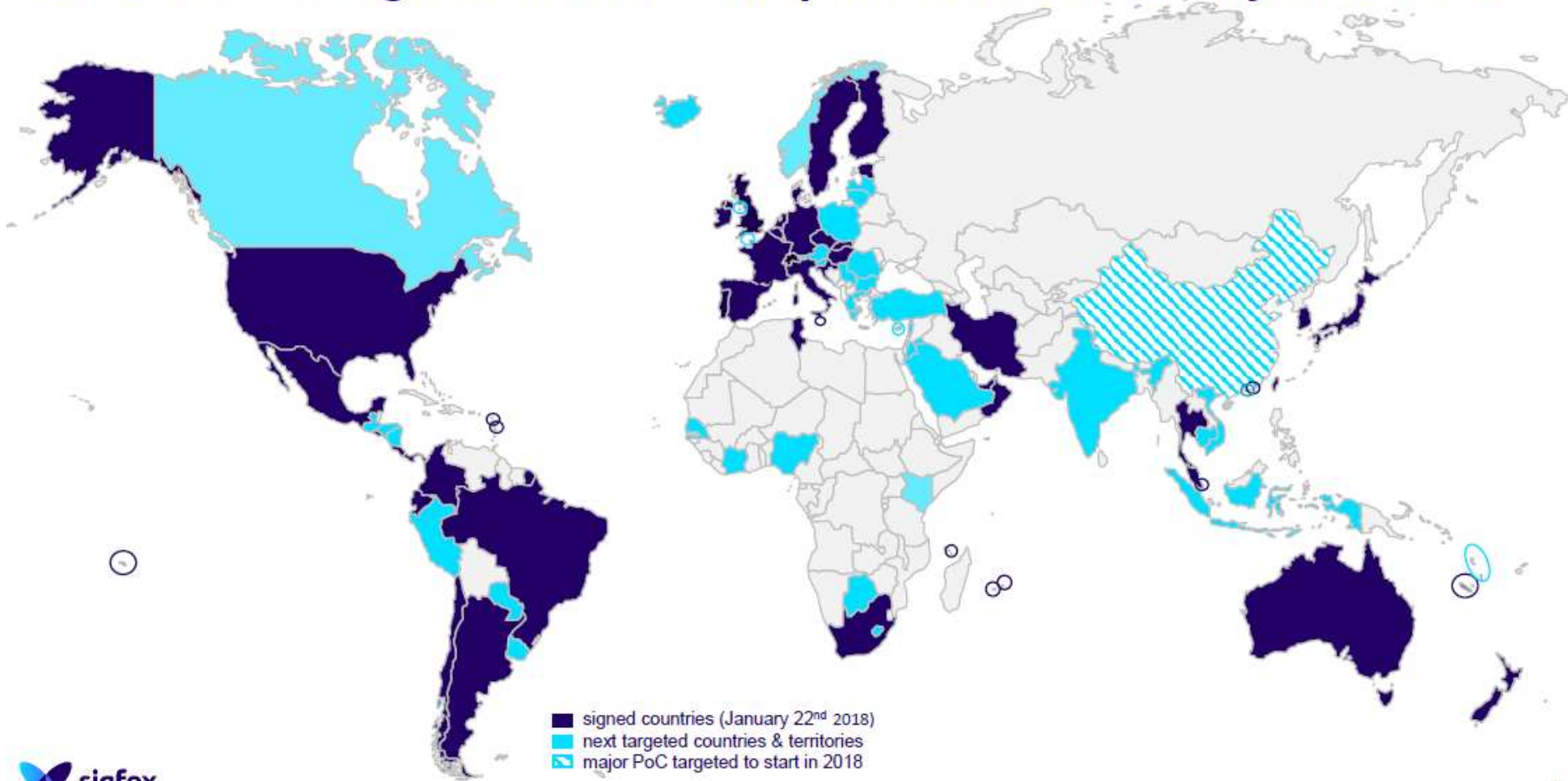
November 2018





**In 2010 we launched Sigfox
to connect any everyday object to the internet
from anywhere in the world.**

50 countries signed to date with plan to reach 60+ by end 2018



:hager

LEANHEAT



BOSCH

AIRBUS



AIR LIQUIDE



Direct



LA POSTE



Fortum



OBIKE
The Future of Transportation



TOTAL



HomeServe



COPROB

posti

e.i.m. leblanc



OAMC



levelgas

**1 000 PROJECTS AROUND
THE WORLD**

OleumTech®

sensohive



ShareMat



TRELLEBORG



ENGIE
Cofely



Eversens



e.i.m. leblanc

kamstrup

RAMIRENT



TRAQUEUR
APRES-VOL & GEOLOCALISATION



Telia



RATSENSE
THE SMARTER WAY TO MONITOR RAT MOVEMENT

XORTEC
RETHINKING ELECTRONICS



LeakSafe
solutions



DFA
OPEN ACCESS NETWORK



**Lyngsoe
Systems**

tieto



legrand



**ネスレ
Nestle**
Good Food, Good Life

Some of our 50+ existing partners, spanning accross 20 countries



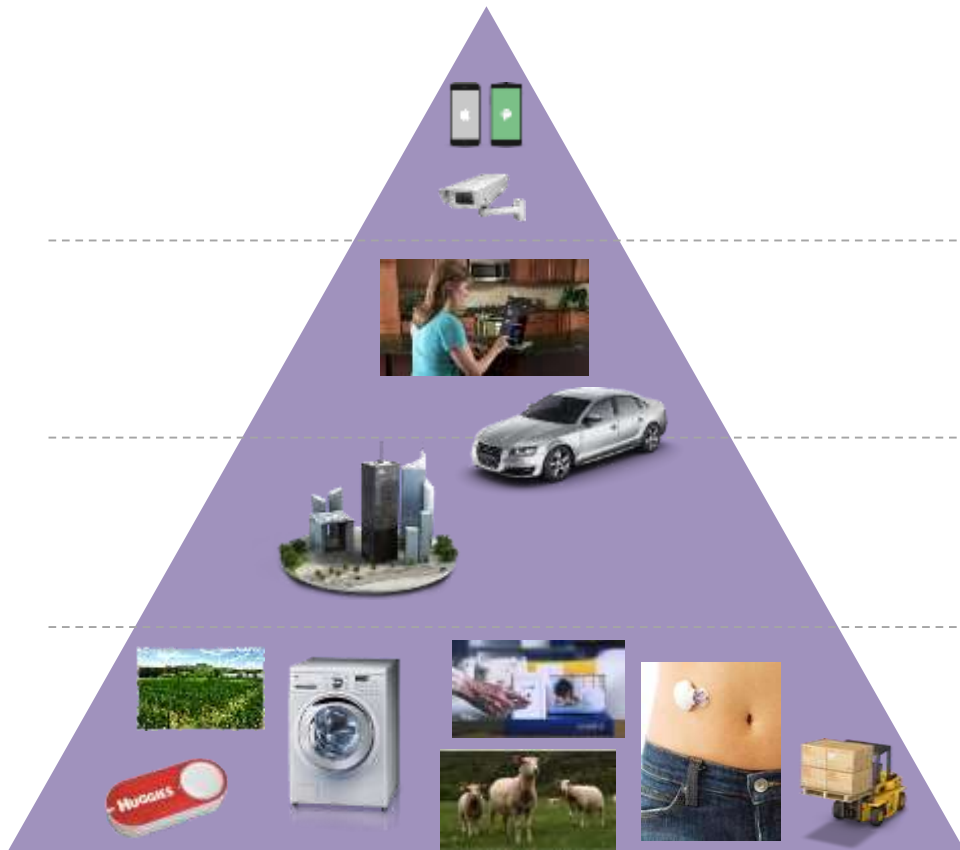


simple.

reliable.

global.

Connection opportunities



Requirements

High Throughput
Low Latency



Message based
Ultra low cost
Power consumption
Low complexity
Global Reach

Wide Area Networks

LTE Cat 10 and above

LTE Cat1
LTE Cat0

EC-GSM
NB-IOT
LoRa



sigfox

now 2017 2018 2019

Monarch

USE CASE: TRANSPORT HUBS

> 200 international airports covered

> 40 international ports covered

ALSO:

PRODUCTION and SUPPLY CHAIN
PERSONAL CARE and BELONGINGS



COST REDUCTION



Reducing energy and facilities spending

ASSET MANAGEMENT



Tracking assets and optimizing their use

REVENUE INCREASE



Developing new business through rental spaces
and value added services on/off-premise



The Twitter of Cellular Connectivity



SMALL MESSAGES

HUGE IMPACT

Luggage tracking

Travel with peace of mind by tracking your connected luggage

*Mishandled and lost bags cost
US\$ 2.3 billions to airlines (2015)*

Live worldwide



Challenge

Offer a premium luggage tracking service for consumers, available worldwide and especially in all key airports

Solution

Luggage tracker to be alerted once it arrives in an airport (via mobile app)

- Small casing 11 x 1.6 x 2.2 cm
- Globe-trotter with Sigfox Monarch
- Geolocation indoor (WiFi) and outdoor without GPS (Atlas)
- 3 years connectivity included

Benefits

- ✈ Works in >200 airports worldwide
- ✈ Differentiating service for consumers
- ✈ Battery life min. 6 months (for a frequent traveler)
- ✈ Intuitive smartphone application and alerts



Louis Vuitton Echo luggage tracker

<https://fr.louisvuitton.com/fra-fr/produits/louis-vuitton-echo-nvprod780041v>

Container tracking



Problem solved

track sea-freight containers in real-time

Solution

Axible & Argon Consulting offer an end-to-end tracking solution.

It notifies Michelin whenever the signal reaches the earth and give insights on the container's position. This information is key for lean production.

Benefits

- ✦ Cross country tracking without high roaming fees
- ✦ Foreseen transportation lead time
- ✦ Lean production & reduced stock
- ✦ Alerts in case of delay
- ✦ Visibility of service for customers



[Video link](#)

Refill of KitKat snack boxes

LIVE



Challenge

Provide an easy and cost-effective KitKat snack box replenishment service for offices via automated order placement

Solution

Nestlé Japan launched a direct sales program for individuals (“Nescafé ambassadors”) to resell KitKat snacks to their colleagues in their office.

Rather than sending Nestlé service personnel on a regular roster to each office for refilling the snack box, the button solution developed by KCME (3-buttons device connected to Sigfox multi-adaptor) allows the consumers to order immediately for snacks when the box is (almost) empty.

Benefits

- 🦋 Replenishment process optimization in term of resources and costs: products delivered only when needed, in line with actual consumption
- 🦋 Sales increase (no more situation of shortage and loss of revenue)
- 🦋 Customer loyalty



*KitKat is a brand of Nestlé



KCME

Sigfox multi-adaptor by KCCS Mobile Engineering (KCME)

LP Gas meter reading



Challenge

Optimize the efficiency of LP gas cylinder delivery operations to households, through automation of gas meter reading

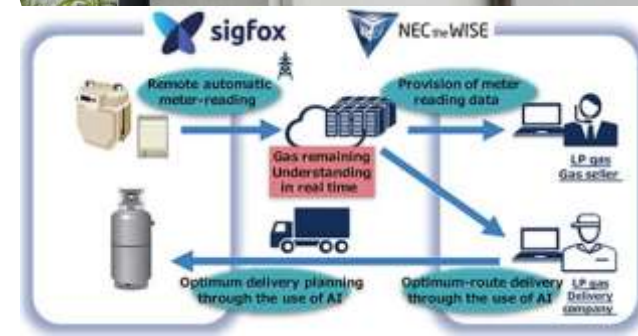
Solution

Using the Sigfox module for gas meter developed by NEC, the LP gas consumption (and thus the quantity of remaining LP gas) can be checked automatically and remotely on a daily basis, for each household.

The acquired data is gathered and analyzed on "NEC the WISE IoT Platform" and using AI technology, the optimal planning, the most efficient route for gas delivery to households, and the number of gas cylinders to be loaded on the delivery truck can be determined.

Benefits

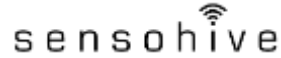
- 🦋 OPEX reduction with remote and automatic meter reading, instead of sending personnel from home to home for monthly manual checking of the gas meter
- 🦋 Logistics optimization & automation: optimal gas cylinder delivery route and planning
- 🦋 Cost and power efficiency of Sigfox technology compared to other systems



Some of the 1000 startups within our programs, spanning accross 94 countries



Cold Chain Management by Sensohive (DK)



Challenge

Maintaining good hygiene in order to provide customers with high quality products

Solution

Sensohive has made the best sensor solution when it comes to price, the quality of the product, and the integration of the system. The solution consists of:

- ✓ Wireless temperature sensors.
- ✓ Temperature reports.
- ✓ SMS and/or e-mail notification in case of the temperature being too high.
- ✓ Hardy IP68 sensors.

Benefits

- ✈ Complete control over the cold chain: maintain the cold chain during the crucial transportation of your temperature-sensitive products.
- ✈ More control points (quality systems).
- ✈ Real-time alerts in case of discrepancies (immediate corrective action become possible).
- ✈ Higher level of protection of at-risk products.



FACILITY SERVICES

LIVE



Industrial asset management



Problem solved

Track spare parts between the headquarters and the sites of its suppliers

Solution

Sensolus offers an end-to-end tracking solution. It notifies Airbus about its assets' trips and give insights on supply chain optimization. The device embeds an internal memory to record data when outside of coverage.

Benefits

- ✈ Cross country tracking without high roaming fees
- ✈ Real-time visibility on the asset during transportation
- ✈ Automation of the supply chain

GPS + BLE tracker for indoor and outdoor geolocation



Supply chain automation



Challenge

Monitor the supply chain in real time

Solution

200 train wagons out of the 1200 have been equipped with sensors in order to follow in real time assets of Evian.

150 train wagons have been equipped with sensors in order to follow in real time assets of Danone.

The sensors monitor multiple parameters such as abusive movements, shocks, temperature, humidity, speed, incidents and location.

Benefits

- ✧ No more excel sheets and phone calls to monitor the supply chain
- ✧ Contextual alerts
- ✧ Anticipate delays in order to assign human resources elsewhere
- ✧ Real-time picture of the turnover, maintenance time to increase efficiency
- ✧ Identify pain points in the supply chain
- ✧ Cold chain monitoring





hackinghouse
by **Sigfox**

Introduction to Sigfox Hacking House program

November 2018



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Hacking House Manager

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Make things come alive.

Get ready to your entrepreneurial chapter of life

Global
Starts

We support IoT startups who want to grow their business with Sigfox across the globe.

Incubators,
Accelerators & VCs

With our network of incubators and accelerators we ensure the success of early project teams who wish to take their startups to the next level, raise funds and become a Global Star.

Hacking House is for young passionate talents who want to get ready for their career, to learn fast in a short time, start their company or join the leaders.

Hacking House

Getting familiar to IoT and Sigfox technology from early can open many doors to the next adventures.

Universities program

Universities program



Online Partner

Thematic presentations

Access to all live webinars performed by Sigfox



IoT Courses

Online material & videos



Tools to be purchased

Starter kits & SDR dongle if coverage needed



Online support

Answered by Sigfoxers and the community on ask.sigfox.com



IoT workshops

Hands on practice tutorials to download



Local & Global Excellence Partner

On demand Advanced workshops

HW design, Cloud, Antenna design ...



Onsite IoT Courses

Performed by Sigfox staff, SO or ambassador



Tools offered

100 dev kits & sens'it with full service & your own Sigfox base station



Human support

Email support, skype calls, project mentoring



Inspirational pitch

Performed by high profile Sigfoxer



Access to Hacking House*

* privileged without commitment



Success Story

University program 1st challenge
"Sensing the earth"

Winner:

LOGIFOX

Student project from Spain



Startups program

 **Starters
(automated)**



**Global stars
(premium)**

**1100
registered**

Developer tools



Direct support

Access to the Sigfox Academy



Co-marketing

Access to Partner Network



Distribution help

Access to our worldwide community



**Communication
Communication**

Adoption newsletter



Intro to partners & Investors

**30 startups
Worldwide**

Accelerators, Incubators & VCs program

TOOLS

Free Emulator Kits

Free Developer Kits

Free Modules

Free Base Station

Provide your startups with all the tools to try Sigfox for free and decide if the technology is relevant for them without spending a penny.

TECHNICAL TRAINING

Online Resources

Introductory Conferences

Hands-on Workshops

Individual Coaching by experts

Provide your startups with all the technical information, resources, training to kick-start their project and save time.

CO-MARKETING & CO-SELLING

Blog Post

Social Media

Joint PR

Pitch at events

Appear in our solution book provided to sales teams

Promote your startups through our communication channels and our sales teams.

COMMUNITY & RESSOURCES

Global network of VCs and Incubators

Invitation to our global demoday

Monthly newsletter

Startup Leads

Sigfox Solutions for your building

Enter our global community of partners, get access to information, solutions, and leads .



Seed



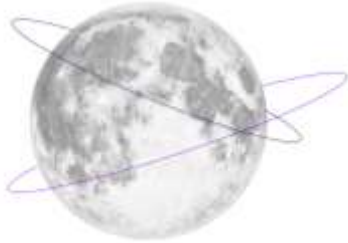
Scale



hacking**house**
by **Sigfox**

The place where ideas turn into real solutions
In less than 100 days!

The Hacking House, Sigfox's moonshot lab



1

HUGE PROBLEM

Expressed by the customer to the SOs & channel partners

2

BREAKTHROUGH TECHNOLOGY

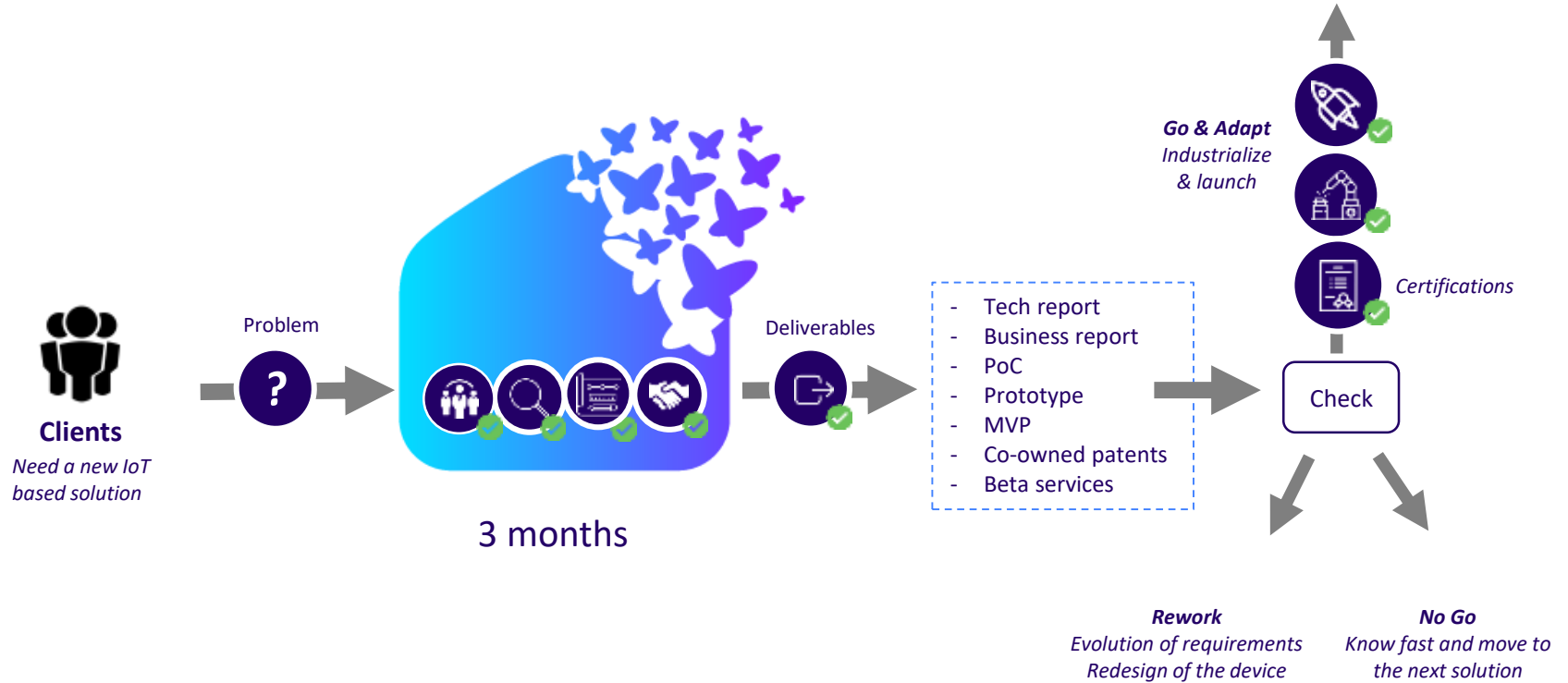
Find or create new sensors, materials, etc. identified and tested by the Hacking House

3

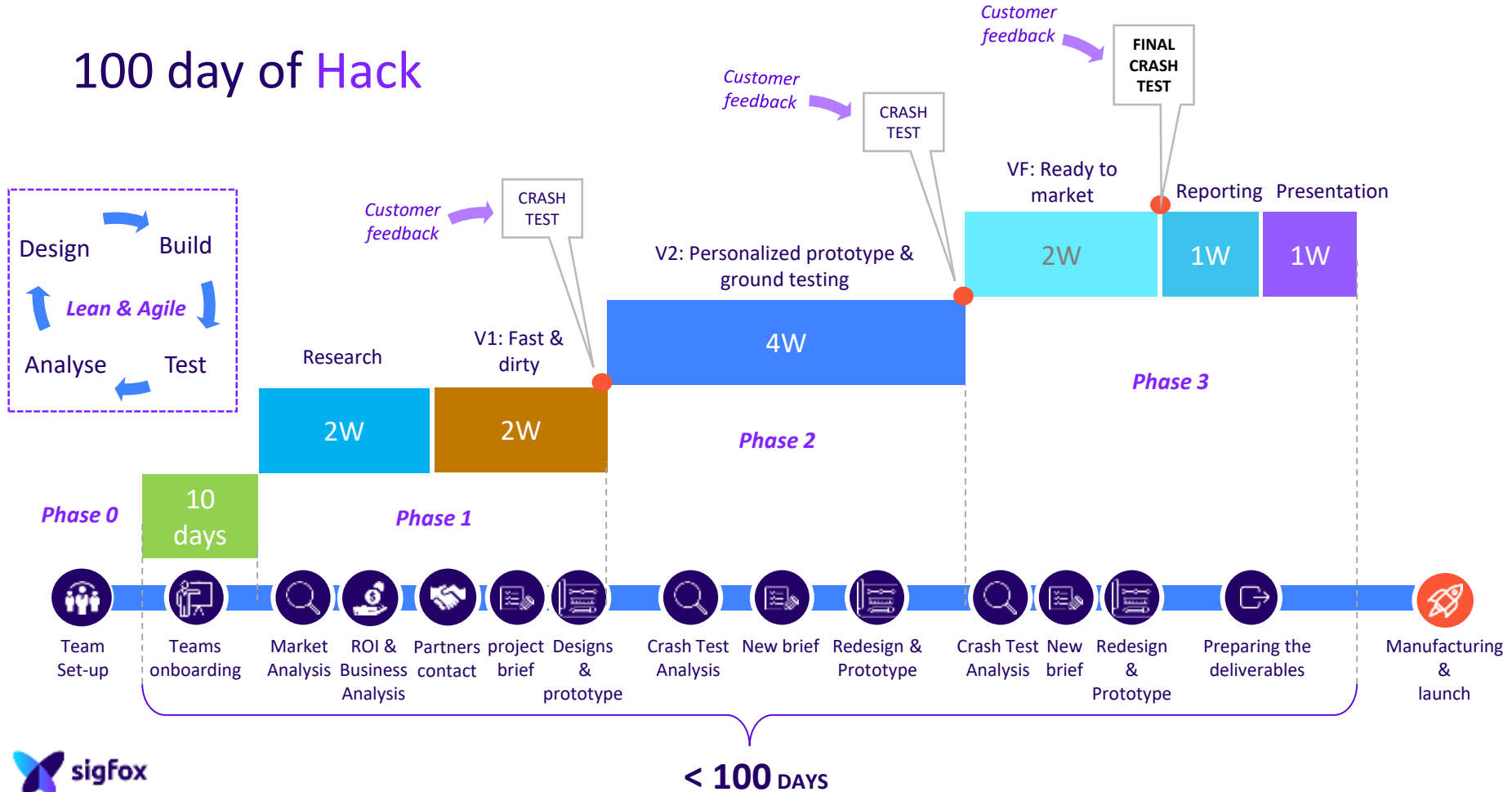
RADICAL SOLUTION

Brainstorming guided with Design thinking master, trials, research performed by top tier students hired by the Hacking House

How it works?



100 day of Hack



All the community under the same roof

Schools & Universities

A unique chance to have real hands-on experience on breakthrough IoT projects for renown companies

Startups, Device makers, Partners

Access to the coworking space and the HackSpace equipped with the essential tools needed for IoT prototyping

Incubators & Accelerators

Get access to qualified deal flows from the Hacking House graduated projects

Corporations, SMEs

Submit IoT projects for hand-picked teams to receive fast results of creative solutions, as well as receive training on IoT and Sigfox Technology



Our secret sauce



Network of Schools

With over **+150 university partners** all around the world including some of the most prestigious ones, we are able to tap into great talents to create best project teams



Top talents sourcing

We select the top students with a **specific process and a range of selection criteria** to make sure the students joining project teams are cable of delivering the results.



Intensive Program

Our 90 day season is a fast track intensive program focused on **design thinking, technical training on IoT and Sigfox technology**, fast prototyping, based on **our indoor lean/agile methodology**.



Experts leadership

With a **strong pool of experts** in IoT, Sigfox Technology, Maker experts, Design Thinking and crash test mentors who **supervise and train project teams we ensure the success** and on-time delivery of the projects.

We bring talents from around the world



Summer Camp A Week of Hack

- Venue: Sigfox Paris
- 25-29 June 2018
- 100 Applications
- 19 candidates
- 5 Projects
- 3 winners
- 3000€ prize

5 participants selected for the
Hacking House

Material Provider:



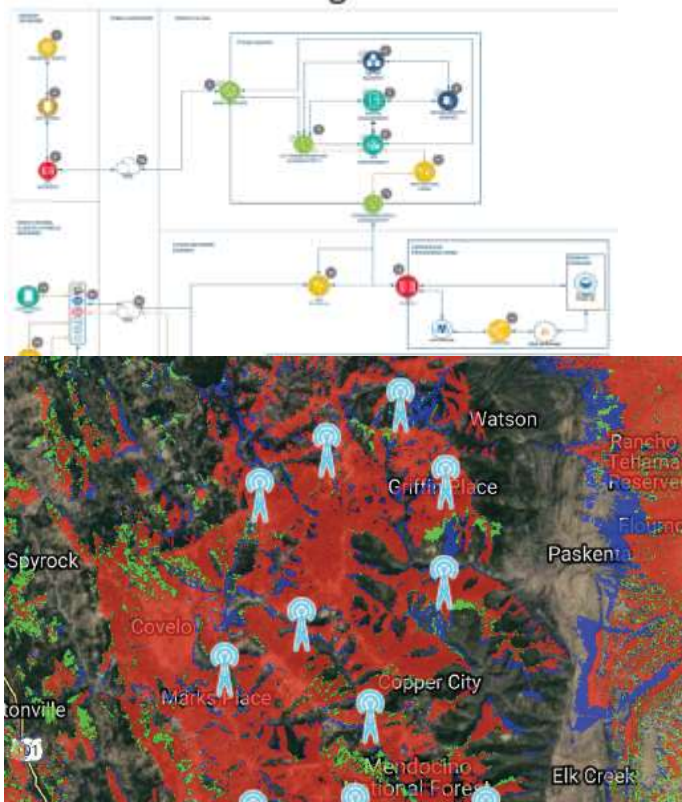


Hacking House Silicon Valley

- Venue: 42 Silicon Valley
- Start date: Aug 22th
- End date: Nov 15th
- 160 Applications
- 12 Participants
- 11 Nationalities
- 3 Project:
 - [Connected Seal](#)
 - [Wild Fire](#)
 - [Connected Shelf](#)



Wildfire detection





Connected seal



Shelf monitoring



Shelf image gives us an insight if an item is being taken or restocked

Product shortages on the shelf are easily detected using Machine Learning algorithm and image recognition.

We are opening the Taipei Hacking House
Feb 2019!

Why you should join

It's a school of life. You learn to

- Challenge yourself
- Solve real problems
- Be a real entrepreneur
- Fail fast, fail often and recover
- Use IoT Technologies



How you can join



Online quiz: Teams receive an online assignment and have a certain amount of time to deliver.

Projects assignment: Depending on the projects requirements, teams with right skills will be assigned to corresponding projects.

Online onboarding: Teams will receive access to Sigfox Academy in order to get familiar with the technology and receive introductory information about projects before the beginning of the program.

Project delivery: Once the realization phase is done the deliverables will be presented to the client in order to move to the industrialization phase.

Online applications: Candidates apply online to join the program with a team of minimum 3 before the deadline

Hacking Camp: Successful teams who passed the online quiz will be selected to join the Hacking Camp for a 2 day Hackathon. Winner teams will be selected to join the program. The Camp can be organised with candidates school in case of an established partnership.

Project management: Depending on the scope of projects, teams will be connected to the right Sigfox partners in order to develop the solution. Teams will be led by a field expert for projects in order to align with the client's needs.

Post delivery: The realized product will be added to the showroom. Participants will be graduated and join the Hacking House alumni club. They enter the Post-Graduation program to create their startup, join a partner incubator, get hired by Sigfox or partners.

Early Startups Offer

1

Access to The Hacking House: Startups can have access to the hacking house if they are selected through our application process or recommended by partner Accelerators/Incubators

2

Co-working & Co-delivery: Depending on each season's projects of the Hacking House, relevant startups can move into the hacking house and work directly with the projects teams.

3

Access to submit a FREE project: Startups can submit their projects to the Hacking House if they meet the program requirements

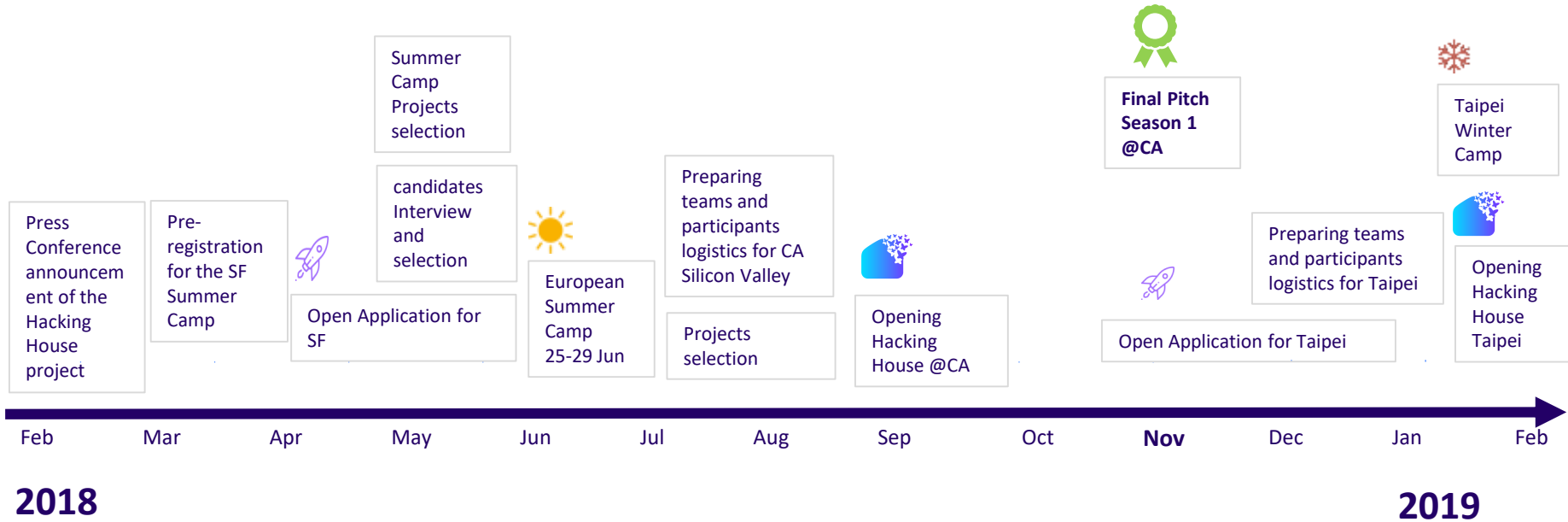
4

Training by experts: Startups can benefit from regular and diverse training on different aspects of IoT, Sigfox technology and prototyping (hardware, software, platform) by Sigfox 's network of experts and mentors from around the world

5

Recruitment: Startups can submit a job post on the Hacking House internal career page and can get aid in recruiting talents among the Hacking House students data base, by skills and geographical zones.

2018-2019 Timeline



Multi-continental program



Sep 2018
San Francisco

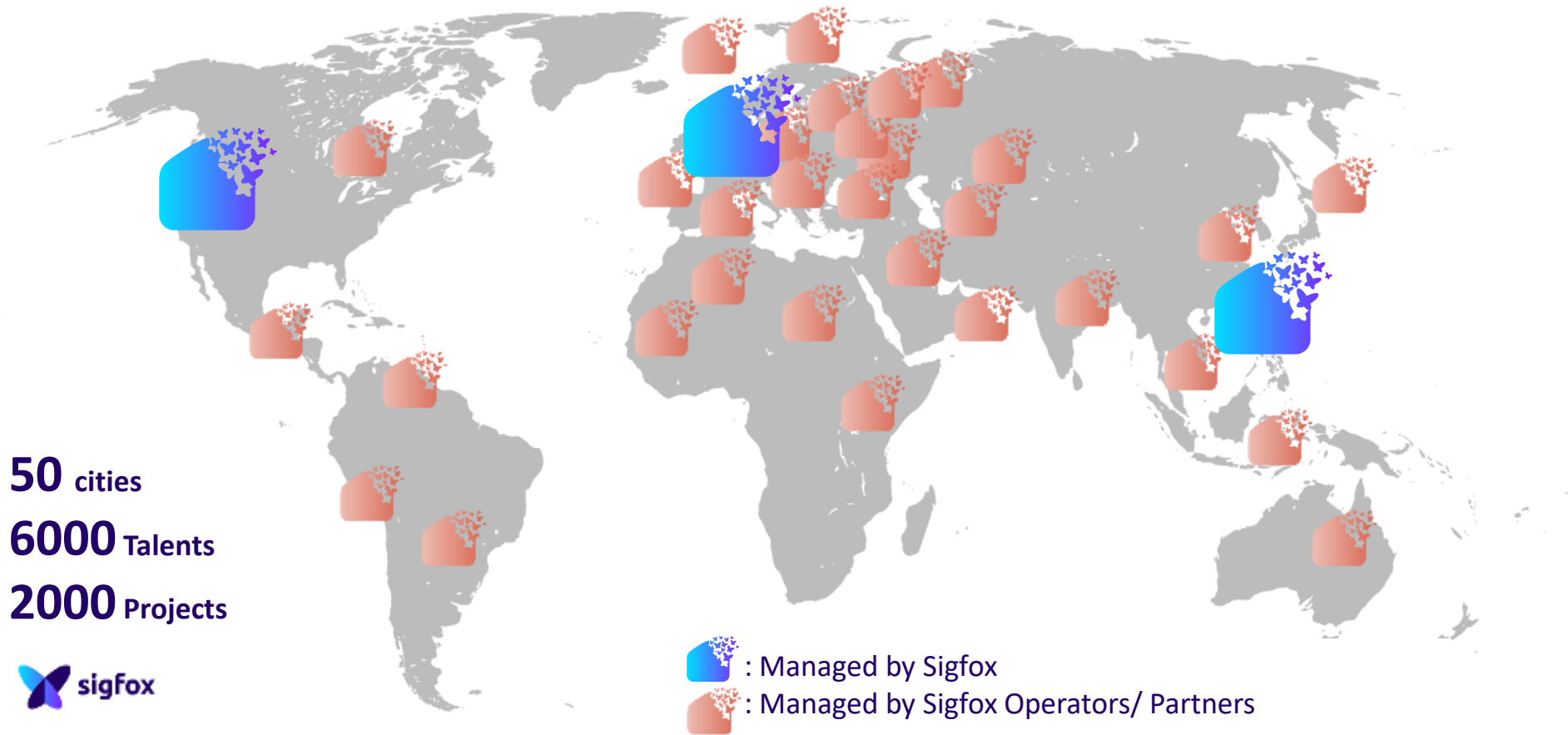
Q2- 2019
Europe

Q1- 2019
Taiwan

3 Cities
200 Talents
20 projects



A Global Network



Eligibility criteria

1. Have real passionate about learning and solving problems
2. Teams of between 3 and 5 diverse skills (software, hardware, business, design etc.)
3. Full-time commitment for 3 months with on-site presence
4. Have more than 18 years old
5. Have valid residence permit in the country
6. Good English written & speaking

WE'RE
THE **HUMANS**
OF THE **HOUSE**
WE **DREAM** BIG
WE **SOLVE** PROBLEMS

Dream big

Dream often

The limit is the Sky



THANK YOU!

Question?

Apply by Jan 11th 2019

<https://Thehackinghouse.com>

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