

Inexpensive wireless data fuels the next wave of innovation.

An explosion in affordable hardware makes gathering data possible in ways it wasn't before. Communicating that data wirelessly remains costly and painful.

We change that. Becoming the world's mobile network operator for smart devices.



Trajectory

Built for this

Problem

Our phones prove that mobile networks are the way to communicate wireless data. Mobile networks are built for this essential use-case. Connecting *smart* devices like EV charge points, traffic cameras and sensors is a totally different game. Long contract processes, different protocols, sourcing hardware and solving complex networking issues are crippling organisations make innovation happen.

Solution

Olivia built an IoT Communications Platform that gives instant access to all mobile networks around the world. Our platform tackles all obstacles to connect any device to the internet in days instead of months. Customers choose Olivia to get instant access to complex networking solutions, better global rates and latest network technologies.

Market

The market for phones is saturated, but the number of smart devices continues to explode. Worldwide there are >3b smart devices connected via mobile networks, growing at **20% YoY**.

Team

Roel van der Meer (CEO) and David Netten (CTO) work together for 4 years. First, as product managers at KPN IoT learning why Telcos have a hard time creating a lean business model for IoT and since 2019 building Olivia to fix it. Our traction proves our product attracts customers and we can run the business profitably. We have been resourceful in funding our company, i.e. earning 50K in 2019 working 6am - 8am on the side.

Traction

€10,000

Growth

Our monthly revenue from subscribed SIMs is growing rapidly. With a large number of SIMs already at customers ready for activation.



Competitive advantage

We excel in networking technology, operational efficiency and superior commercials. Our sophisticated networking services to access devices are unmatched by our competition. We can profitability sell and deliver a single connection. Matching low-cost operations with our commercial agreements make gross margins attractive and prevents undercutting.

It's the reason we are winning.

Selected customers



PostNL

We choose Olivia because they could provide sensors sending data to our own network at a fraction of the cost and time needed by other suppliers.

- Kevin Faber - Business Developer



McKim & Creed

Our project needed a redundant connection between an Azure environment and Olivia's Mobile cloud. Due to our delays with AT&T, I was in a tough spot with our customer. I cannot stress enough how much of a lifesaver this is for me.

- Aaron Doherty - Instrumentation & Controls Specialist



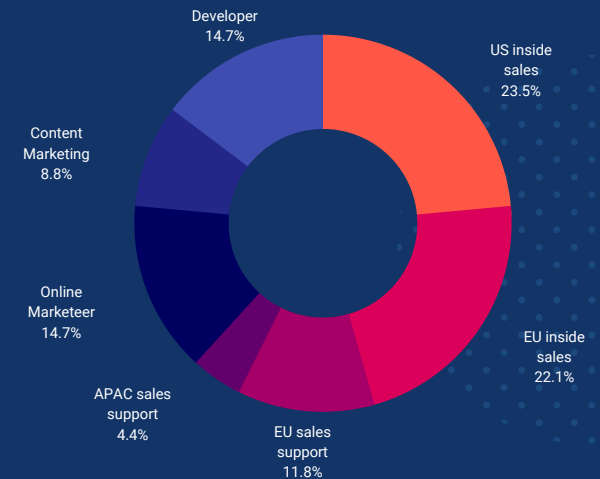
NOS

Our correspondences are traveling the globe and need to broadcast via reliable connections. Olivia provides worldwide coverage at the best rates.

- Pieter Jan Krijnen - Senior Producer

Use of funds:

1. Build out global inside sales team to sell 24/7
2. Increase inbound leads and direct orders
3. Build new front-end for our SIM platform



Milestones



Build Global Team

Global 24h sales team with 6 quota carrying reps in June 2021. Localised presents in 10 countries.



Reach +70k MRR

In Q1 2022 we'll reach 72K MRR and continue our growth, doubling down on best performing sales channels.



Olivia