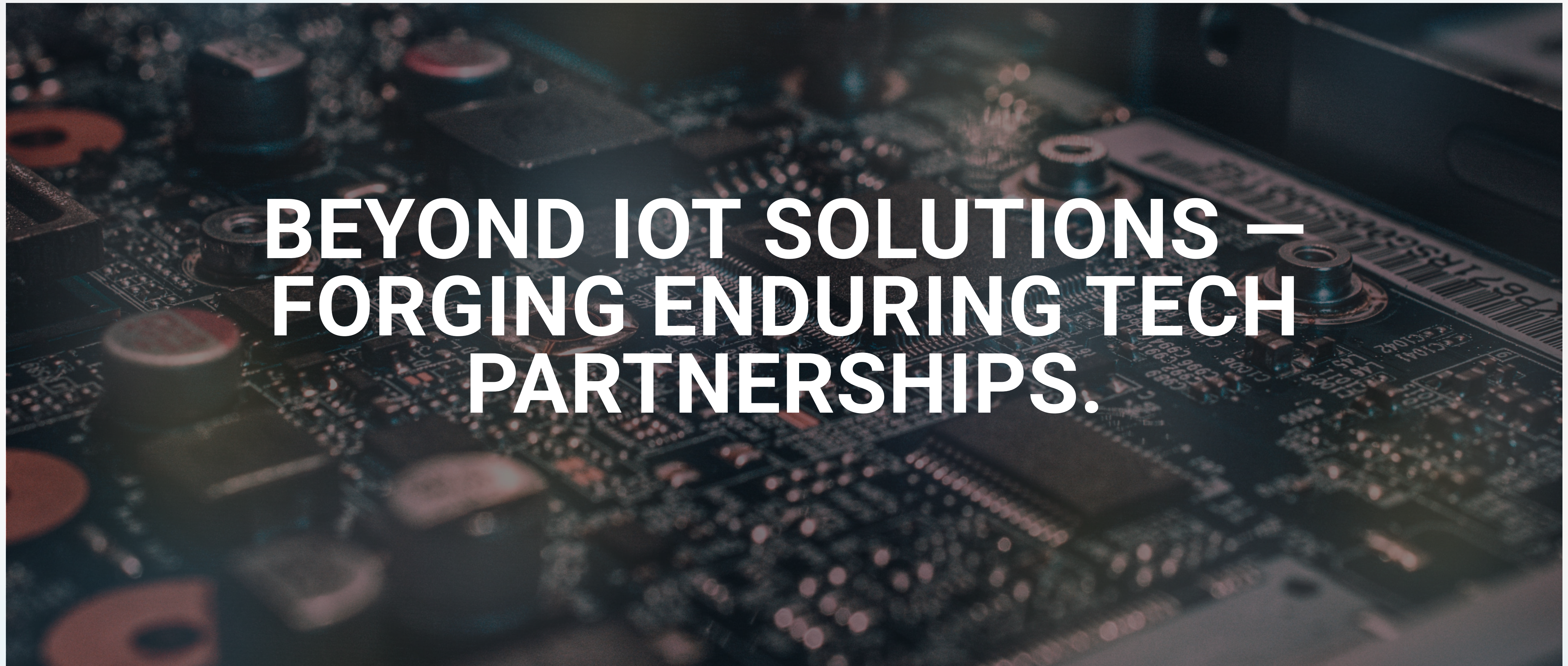


EMBEVER <>

**BEYOND IOT SOLUTIONS –
FORGING ENDURING TECH
PARTNERSHIPS.**



THE IOT PROJECT DILEMMA:

IN-HOUSE
IS
VERY EXPENSIVE

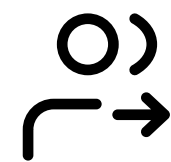
OUTSOURCING
IS
VERY RISKY

THE IN-HOUSE CHALLENGE



High Initial Costs

Building IoT projects in-house demands significant CapEx incl. acquiring highly specialized talent.



Highly Specialized Know-How

IoT systems require specialized skills – from embedded and software development to network management and data security.



Scaling is Challenging

Achieving economies of scale is crucial for IoT profitability. Reaching the necessary scale for cost-effectiveness is a tough task for individual companies.



Cybersecurity Complexities

Ensuring robust cybersecurity for IoT is both essential and complex. It involves monitoring, regular updates, and compliance with evolving regulations, making it a resource-intensive task.

THE CONSEQUENCES



Unfeasible Product Margins/Prices

This leads to many innovations and business cases not being marketed.



70% of IoT projects are discontinued

Due to exploding costs, technical hurdles or limited business viability, many IoT projects get canceled way into implementation.



Cyber Security is often treated as a cost factor

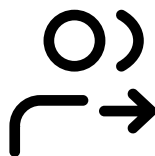
9 out of 10 companies have been victims of cyber theft, espionage and sabotage, totaling an annual economic damage above 200 billion in Germany alone.

THE OUTSOURCING CHALLENGE



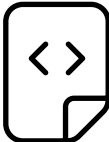
Reliance on External IP

Relying on outside IP and infrastructure creates a heavy dependency, risking business continuity if providers change terms or cease operations.



High Switching Costs

Transitioning to different solutions and platforms incurs significant costs.



DPAs: Limited Assurance

Data Processing Agreements provide theoretical safety but do not guarantee due and effective execution or are misaligned with practical needs.



Conflicting Interests

The goals of service providers and clients can diverge, leading to compromises in service quality, especially in data handling, governance processes and diligence.

THE CONSEQUENCES



Google, IBM, SAP all decided to sunset their IoT Clouds

With maximum 1 year notice customers needed to find and migrate to alternatives.



Security and Compliance Risks

Data security leaks expose the business to legal and reputational risks.



Quality Compromises

Misaligned interests may lead to poor service quality, affecting the overall performance and reliability.



MAKE OR BUY?

COOP!



PIONEERING IOT COOPERATIVE

WHERE ADAPTABILITY MEETS TRUST.

THE COOPERATIVE ADVANTAGE

SHARED OWNERSHIP

EQUAL VOICE

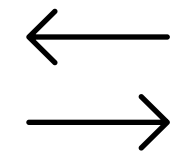
COOPERATION

COLLECTIVE OWNERSHIP, INDIVIDUAL BENEFITS



Unlock Full IP Access

Members enjoy the right to use and access the cooperative's IP without incurring additional costs.



Reversible Commitment

Membership is reversible. If interests diverge, members can easily exit.



Membership, easier than M/A

Joining the cooperative is a simple process, significantly less complex and resource-intensive compared to mergers and acquisitions, offering a hassle-free way to ownership in the company and IP.



IOT GOVERNANCE FRAMEWORK



Guard Against Risks

Protect your business from the uncertainties of vendor lock-in, safeguarding both investments and operations.



Influence Key Decisions

Every Partner, regardless of size, has one vote in the general assembly. Thus influencing the roadmap, processes, financials and pricing.

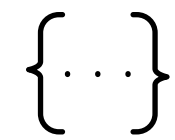


Set Cybersecurity Standards

Establish robust, shared cybersecurity standards that are cost-effective yet comprehensive, protecting all members equally.



MUTUAL BENEFIT THROUGH COLLABORATION



Drive Technological Evolution

Have a direct say in the platform's technological evolution, ensuring it aligns with your needs and the industry's demands.



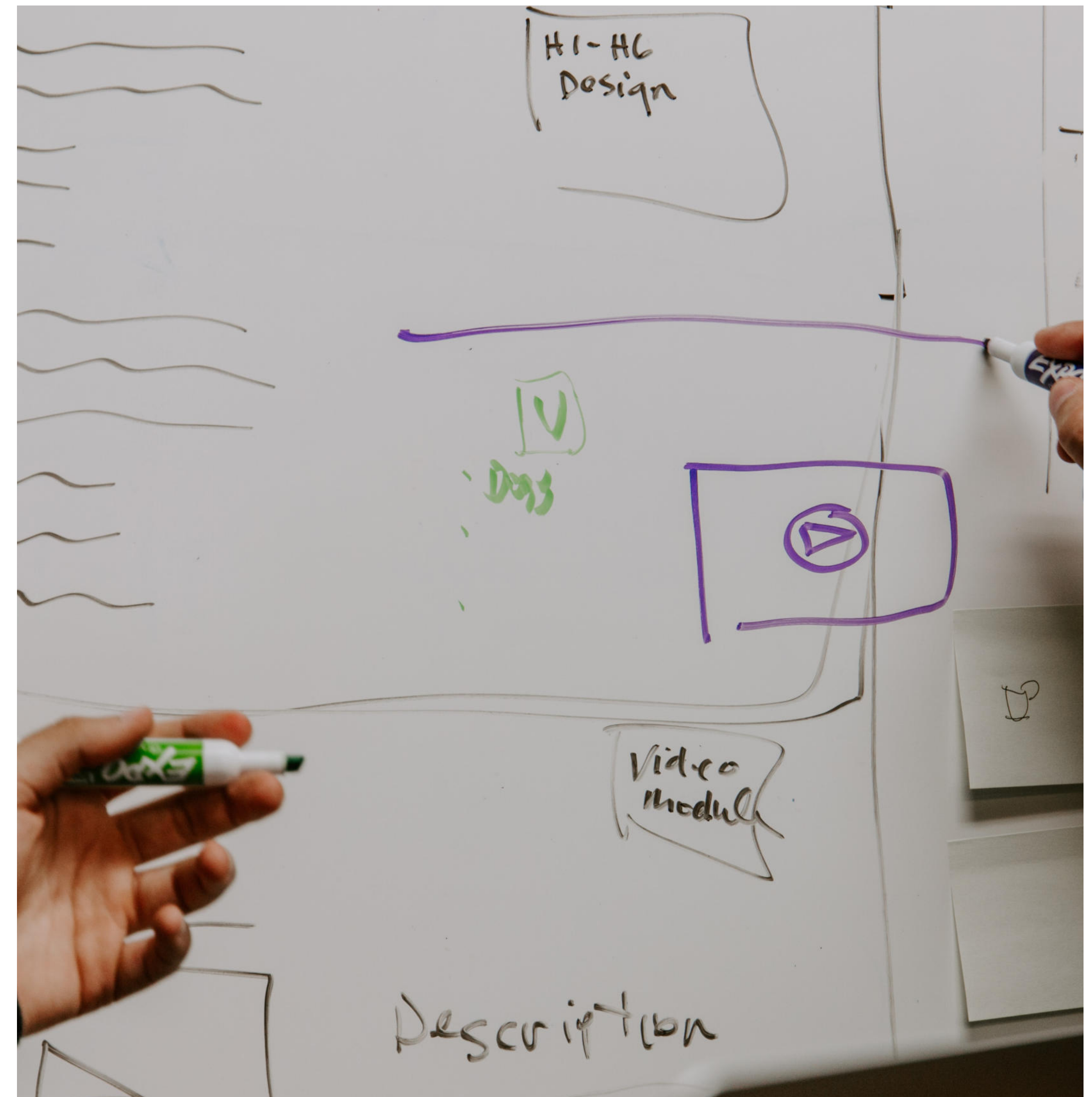
Discover Synergies in Joint Product Developments

Collaboration between members can lead to innovative products beyond your existing portfolio, maximizing synergies across various expertise areas and thus creating new revenue streams.

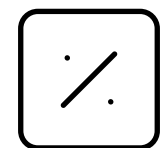


Compartmentalized Member IP

IP is only shared within mutual collaboration efforts. If individual members are working with the coop, the individual member IP is protected from all other members.



FULL FINANCIAL PARTICIPATION



Profit Sharing via Dividends

Coop members benefit from the profits through dividends proportional to the number of shares held.



Year-End Reimbursement

Retroactive reimbursement of the majority of the coops profits, based on your annual revenue with the coop.



Maximize Cost Efficiency

Drive down both development and operational expenses through pooled resources, bulk pricing, and collective bargaining power.



HOW IT WORKS

Legal Foundations - e.G

The IoT Coop is established as a **Mutual Benefit Corporation under German Law (eG)**, dedicated to creating mutual benefits for its customers and employees.

Membership & Ownership

Membership is open to customers and employees, with each member buying at least one share at a fixed price, ensuring equitable involvement.

One Member, One Vote

Regardless of share quantity, each member has an equal voice with one vote in the cooperative's assembly, fostering fair decision-making.

Elected Leadership, Collective Oversight

The coop is managed by a board elected by members, ensuring leadership aligns with member interests. The board is overseen by the assembly .

Parity Rule - Balancing Interests

A parity rule ensures that customers and employees must collaborate to find compromises, aligning diverse interests.

Shared Gains, Collaborative Growth

Profits are shared among members, and members collectively decide on platform investments, aligning with mutual benefit principles.

Access to IP & Inclusive Growth

Members have access to source code and usage rights to the cooperative's IP during their membership.

COOPS OPERATE SUCCESSFUL FOR MANY YEARS

Existing successful businesses leverage the cooperative advantage to create better relationships and services for their customers.



Coop since 1907 for better collective bargaining power



Coop since 1927 for better collective bargaining power



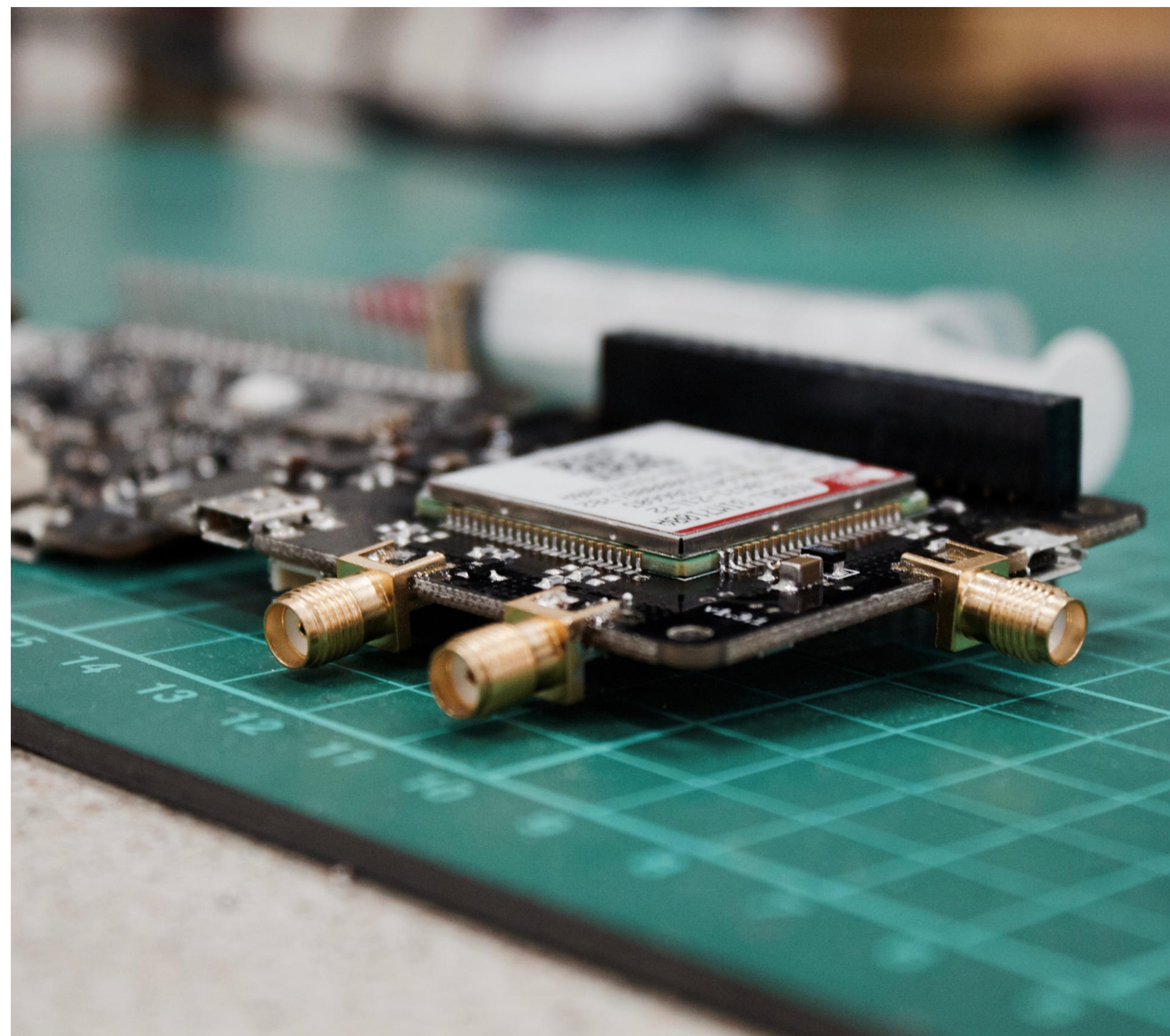
Maintains all .de Internet Domains



Coop since 1966 as foundational infrastructure provider

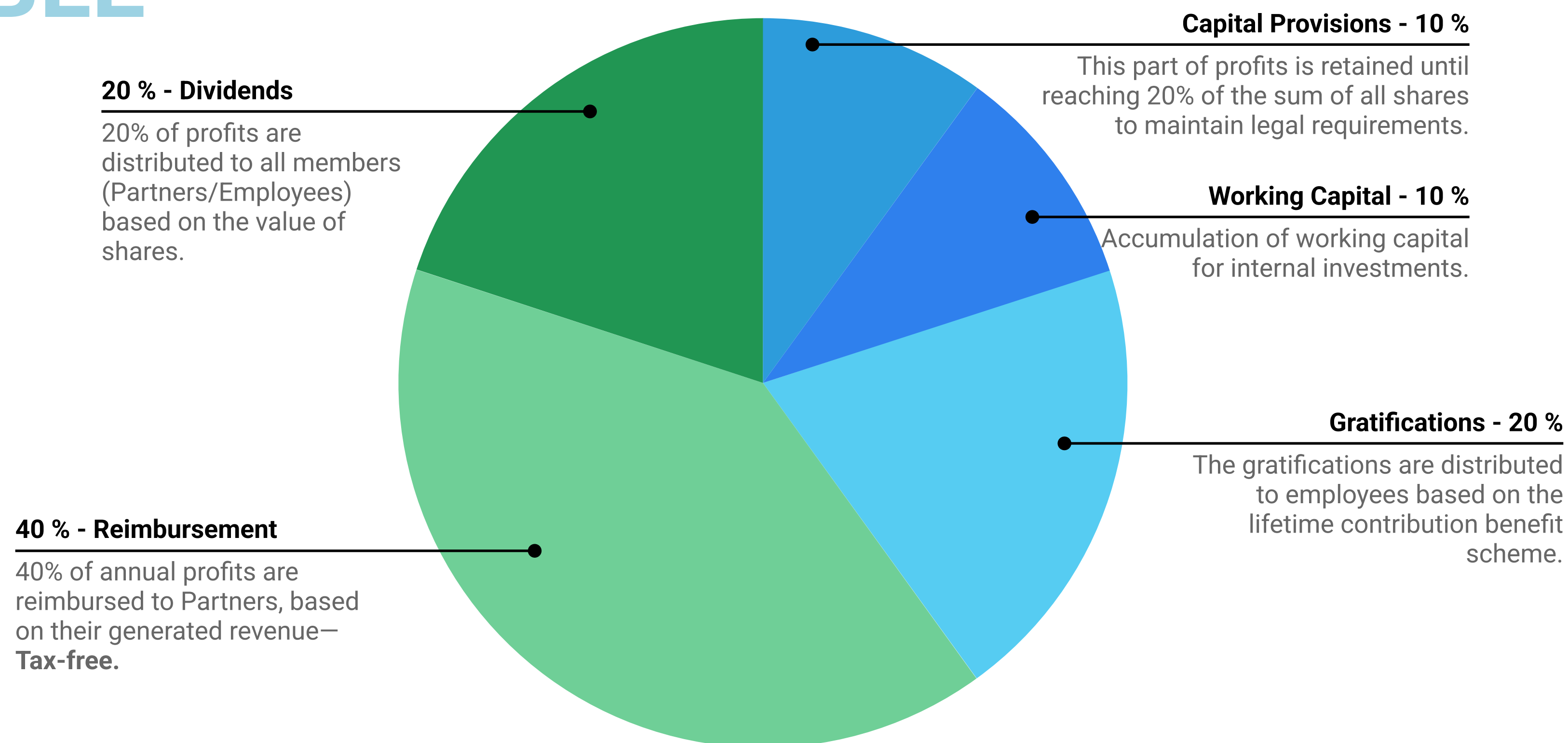
TURN YOUR PLATFORM INVESTMENTS INTO SHARES

If you invest into R&D for the coop's platform the whole amount is allocated as shares in your name, increasing your dividend quota.



CAPITAL & PROFIT DISTRIBUTION: OUR **SUSTAINABLE** APPROACH

A Balanced and Transparent Allocation Model that Rewards Engagement and Fuels Collective Growth



INVESTING IN COLLECTIVE SUCCESS YOUR TIERED PRICING MODEL

Empowering Your IoT Journey with a Fair, Transparent, and Collective Financial Model Designed for Mutual Success

Partner

FOR MEMBERS OF THE IOT COOPERATIVE

Ownership for € 2,500 per Month*

Monthly Partner Contribution

COOP MEMBERSHIP HIGHLIGHTS

- ✓ Control through shared ownership
- ✓ No license fees for on-premise hosting
- ✓ Reduced usage fees for hosted usage and services
- ✓ Guaranteed access to all IP in case of default

Additional service fees for IOT services.

Pay as you go for services such as device fees, escrow service fees, and contract work according to the cooperative's price list. These fees are subject to kickbacks for coop members.

*12 month minimum membership duration

Monthly Partner Contribution

The Contribution is a tiered financial commitment based on your company's annual revenue. It ensures equitable access to our platform's features and benefits, while sustaining the cooperative model. This contribution is key to **reducing operational costs** and unlocking **collective benefits** for all members.

Small Business: < 10M Revenue* € 2,500 / Month

Medium Business: < 50M Revenue* € 5,000 / Month

Large Business: >= 50M Revenue* € 10,000 / Month

* Based on previous year's financial statement

Profit sharing for mutual success

Embever IoT Core

€ 30 per device/year

can go to **€1.50 per device year** after reimbursement

IoT Consulting

€ 1.300 per person day

can go as low as **€ 350 per person day** after reimbursement

3rd Party Escrow Service

Save up to 90% of 3rd Party Escrow Services Costs that you invoice your customers.

GET IN TOUCH

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Managing Director

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