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El Modelo Lleida.net

La seguridad jurídica como modelo de negocio

UDL - Abril 2021

Agenda

- Origins of the service
- How it works
- Evolution : The Registered SMS Contract or SMS Deal
- Evolution II: The Registered Mail & Registered Inbox
- Market implementation, results & business cases
- Q&A

Origins of the Service

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- Lleida.net started as the first SMS operator in 2006
- Second fix line operator to obtain SMS interconnection agreements with all the Spanish mobile operators
- All customers coming from Internet and with assigned own number and using softphones & PC
- +50 000 active accounts first year as operator, but … any kind of…

Origins of the Service

- As a successful operator with many customers... Many request from judges started to come

Origins of the Service

- As Telecom Operators, we have to provide them the data requested and we are considered trusted third party for that

Origins of the Service

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- Glad to provide that … but not revenue coming from that, only expenses

Origins of the Service

- From the beginning, our softphone is able to send and receive SMS from a PC using the interconnection agreements

Origins of the Service

- With a Delivery Report by email to the users, when SMS is received we communicate the status to the sender

Origins of the Service

- One day, a failure with the DR generated a little disaster in a City Hall …

Origins of the Service

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- Customer complained about not receiving the confirmation Email!, not if the SMS was delivered or not!
- The sub product of the formula, the email, was much more important for her than the product itself
- With the email, she was able to demonstrate to her boss that the work has been done!

Origins of the Service

- Suddenly, we realized … We are a trusted third party for the Law!

  We are THE Digital Witness!

- We are able to certify the what the user have sent or received!

- The Registered SMS has been born

Origins of the Service

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- Until now, only National Post companies where able to generate certificates of what the user have sent or received, using ancient technologies

- We can make it Faster, Greener, Cheaper and with no country limits!

How it works

- User send SMS with the Certificate Option activated and we send them using interconnections

How it works

- When we get the DR from the terminals we generate a certificate of the content of the SMS, when it have been sent and if it was delivered or not

How it works

- The certificate that we deliver to the customers is the SAME as we generate to the judges

Camerfirma Certificado Digital

CHAMBERSIGN

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SERVEIS TELEMÀTICS

LLEIDANETWORKS Serveis Telemàtics telecom operator CERTIFIES that,

The registered user under Example Co LTD (CIF/NIE 0000000) corporate name has sent a certified SMS to number +34652812929 on November 26 at 11:41 PM (23:41 GMT +1) with source 34969069069 and with the following text:

"Dear Sir , this sms is to remember you that you have a debt of one cofee pending (CERTIFIED SMS)"

According to our records the SMS message was successfully delivered on November 26 at 11:41 PM (23:41 GMT +1) and it is hereby certified on behalf of the interested party and for certification purposes unless otherwise determined by law.

Lleida, November 26, 2011

Firma válida

Firma electrónica del Servicio de SMS certificado
Data: 2011.11.26 23:41:16 CET
Reason: Sellado electrónico de Lleida.net
Location: Lleida

LleidaNetworks Serveis Telemàtics, S.L. Rambla d'Aragó, 35-3C 25003 Lleida

Evolution – The Certified SMS contract or the SMS deal

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- If I'm trusted to certify what the user send, I'm also able to certify what the user receive
- If I put it together in the same paper it becomes a contract!
- The Certified SMS contract has been born!
- Perfect for online users
- Add legal trust to compulsive transactions
- Avoid paperwork and delay time

SMS Contract

- No more waiting for papers to sign!

Camerfirma Certificado Digital

ChamberSign

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SERVEIS TELEMÀTICS

LLEIDANETWORKS Serveis Telemàtics telecom operator CERTIFIES that,

the registered user under Example Co LTD corporate name (CIF/NIE 0000000) and assigned to number +34969069069 has sent a certified SMS to number +34652812929 on November 28 at 09:27 PM (21:27 GMT +1) with originator 34969069069 and with the following text:

"Would you like to remain in our network instead of being ported to the other and obtain a present for taht. Just answer YES to this text (SMS DEAL)"

According to our records the SMS message was successfully delivered on November 28 at 09:28 PM (21:28 GMT +1).

Subsequently, this user received a message to his asigned number (+34969069069) on November 28 at 09:28 PM (21:28 GMT +1) with source +34652812929 and with the following text:

"Yes sure"

It is hereby certified on behalf of the interested party and for certification purposes unless otherwise determined by law.

Lleida, November 28, 2011

Evolution: The Registered Invoice or Registered Mail

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- This Crisis Effect: Postal and Internet companies don’t work! . Nobody is receiving the invoices !

Evolution: The Registered Invoice and Email

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- If we are a Trusted Third Party to provide the Registered SMS service … and we have developed the technology … We can do the same for the invoices … and even by email !

Registered Invoice and Email : How it Works

- The registered user sends the invoice by email with CC: to invoice@mailcert.lleida.net . The destination receives 2 emails, the original and the registered CC:

Registered Invoice and Email : How it Works

- When destination server accepts the Cced registered email , we generate the certificate as Telecom Operator , with all the data and content included

Registered Services Methodologies have Granted Patents WorldWide

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- We discover and covered one market need, regtech and legaltech services provided by a Telecom Operator. We created the moat against copycats with patents. And the Covid-19 boosted that need!.

Results of the Registered Services

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- Presented in MWC , Barcelona, Feb 2012
- Motivated our IPO in Spanish Secondary market in 2015 , valuation: 19 Meur
- In 2018 being listed at Euronext Growth, Paris
- In 2020 wil be listed at OTCQX in New York
- Todays stock Valuation: 100M Eur
- Last quarter Saas growth: 104 %

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Questions & Answers?

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IS 632576

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