Isovara platform brochure — operators

Oct 10, 2026

Run a monitoring business under your own name

Isovara gives you everything to sell environmental monitoring as a recurring service: the hardware, the cloud, the app and the billing. All of it carries your brand, and none of it is yours to build.

Your customers buy a monitor, add it to their account in a few minutes, and pay you every month to keep watch over their freezers, server rooms, greenhouses and garages. You set the plans and the prices. Payments land in your own Stripe account.

Three parts work as one:

- **Isovara v3**, the Wi-Fi monitor and controller, shipped with your name on its screen.
- **Isovara Cloud**, your branded portal for customers, alerts, rules, firmware and billing, as a service we host or licensed to run on your own infrastructure.
- **The Manager app**, for setting units up and servicing them on site.

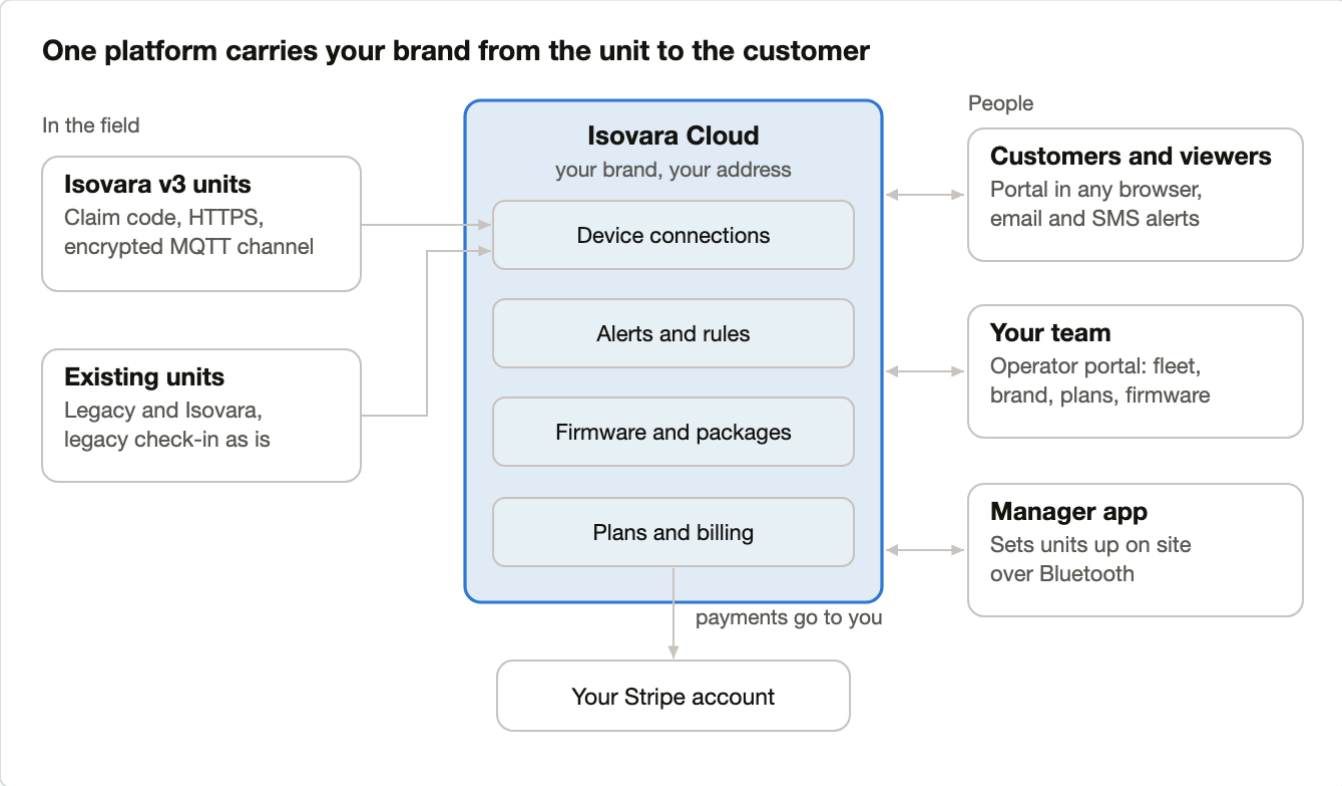
SaaS or licensed: your choice

The same platform comes two ways, with every feature in both.

	SaaS — we host it	Licensed install — you host it
You get	A branded tenant on our cloud, live the day you sign up	Isovara Cloud on your servers, data center or cloud account
We run	Servers, upgrades, backups, monitoring	Nothing. You hold the keys; we supply signed releases and guides
Choose it when	You want to sell monitoring, not operate servers	Your customers need data kept in-house, in a region, or off the internet
You pay	A subscription per device	A license per install, per device; single-tenant, or multi-tenant to host your own resellers

Licensed installs need no internet check-in: license keys and usage reports are signed files.

How it fits together



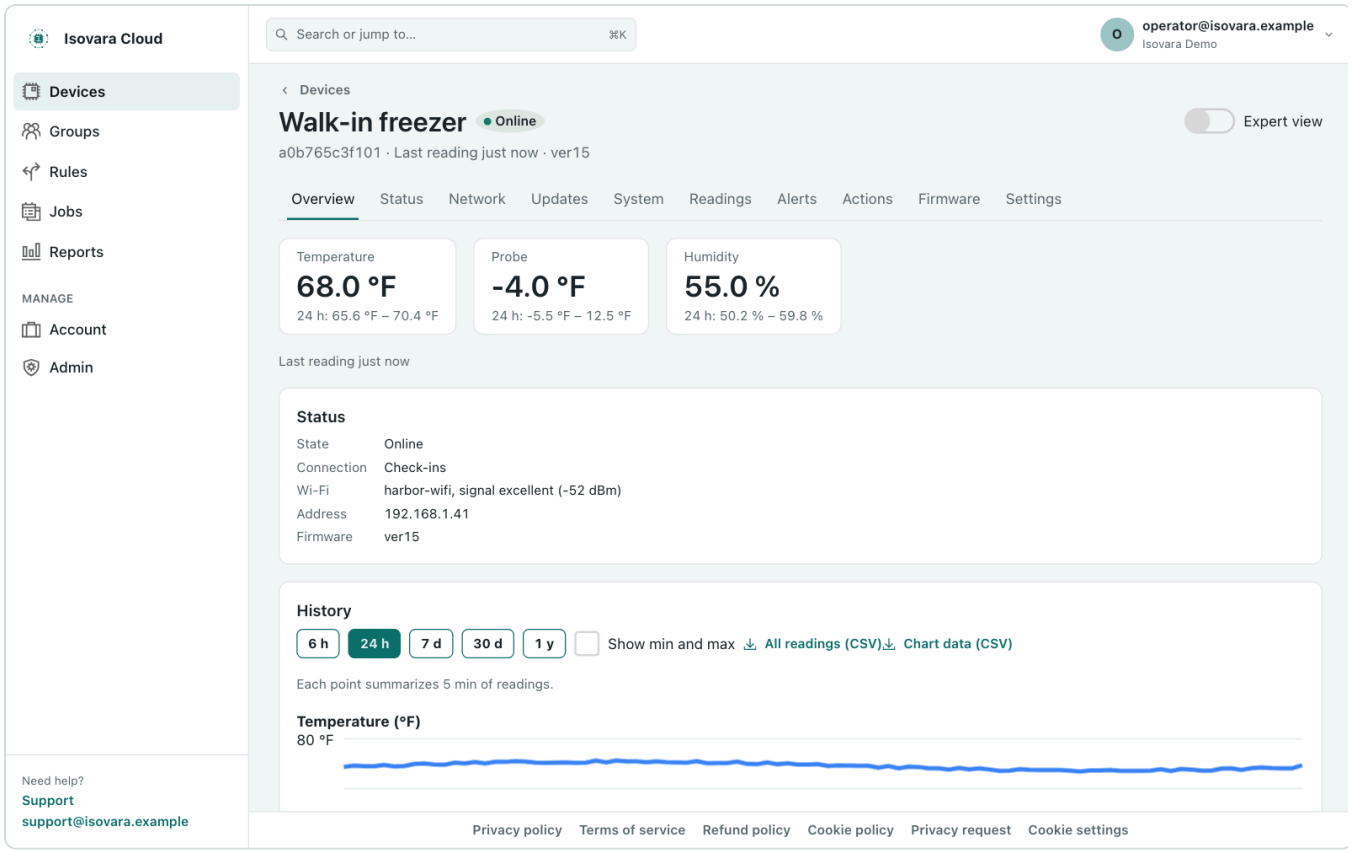
New and existing units report to your cloud; customers, your team and the Manager app all work through it, and subscription payments go to your own Stripe account.

A customer is up and running in minutes

From box to first alert, nobody from your team has to visit.

1. **Unbox.** The unit powers up showing your splash screen and setup network name.
2. **Join Wi-Fi.** The customer connects it from the Manager app over Bluetooth, or from any phone browser on the setup network.
3. **Sign up.** They create an account on your portal, at your address and in your colors.
4. **Add the unit.** They type the code printed on the unit's label. The unit enrolls itself and gets its own encrypted connection.
5. **Name it and set limits.** "Walk-in freezer", alert below −5 °F or above 10 °F, text me and email my manager.
6. **Invite viewers.** A manager or family member sees the same unit, read-only.

Resold or second-hand units pass to the new owner cleanly: the old owner's data is wiped and they are told by email.



What your customer sees: a walk-in freezer's probe holding below 0 °F, with its defrost cycles in the chart.

Where it sells

Anywhere a temperature, a humidity level or a door left open costs someone money.

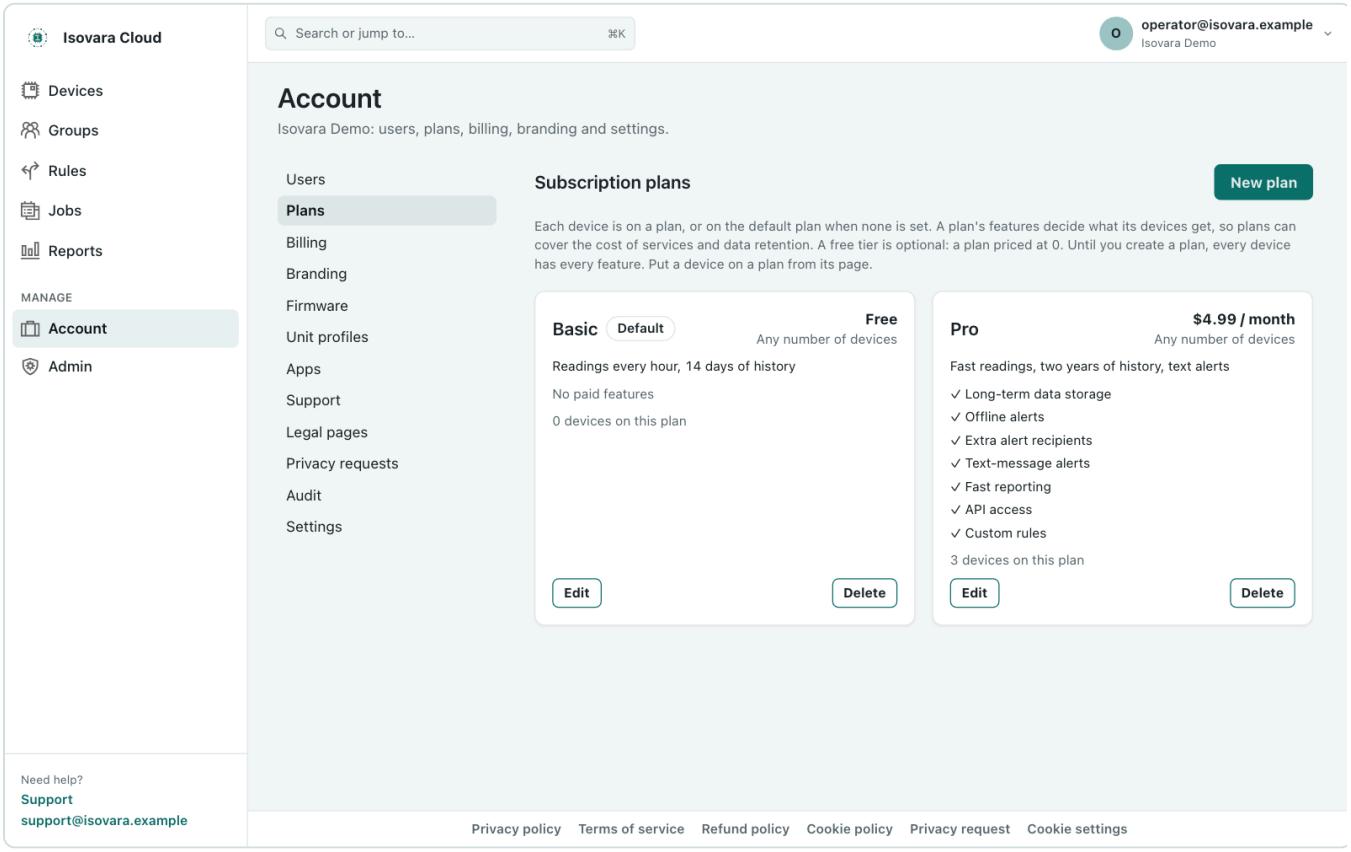
Market	What they watch	What sells it
Restaurants and food service	Walk-in freezers and coolers	Defrost-aware alerts; thaw-risk and defrost-overrun rules; a probe on a long cable
Convenience stores and grocers	Reach-in cases, ice machines, back rooms	Sites grouped, one alert template per site; texts to the shift manager
Clinics and pharmacies	Medication and sample refrigerators	Readings history; alerts to several people; offline detection
IT and telecom	Server rooms and network closets	Sudden-rise and humidity rules; webhooks into the ticketing system
Facilities and HVAC contractors	Clean rooms, filters, ducts	Differential pressure; relays that run fans; sudden pressure change rule
Agriculture	Greenhouses, barns, brooders	Two relays for heat and fans; works when the network drops
Homes and property managers	Garages, cabins, crawl spaces, vacation rentals	Garage door control and "open at night" alerts; freeze warnings; viewers for family and tenants

How you make money

You earn on the hardware once and on the service every month, and you decide what each tier includes.

- **Plans you design.** Pick the features, the price per device, and monthly or yearly terms. A free tier is your option, never forced on you.
- **Paid straight to you.** Connect your own Stripe account and customer payments go directly to it. Already invoice another way? Mark customers paid by hand.
- **Built-in upsells.** Each of these can sit in a higher tier:
- Long-term history (every unit keeps 14 days)
- Customer-made rules and webhooks
- API keys for customers who integrate
- Faster status reports (every 15 minutes instead of 60)
- **Fewer support calls.** Rules catch a stuck defrost heater or a weak Wi-Fi signal before the customer notices, and remote configuration fixes most problems without a visit.

Platform pricing follows your fleet: per device, whether you subscribe to SaaS or license an install.

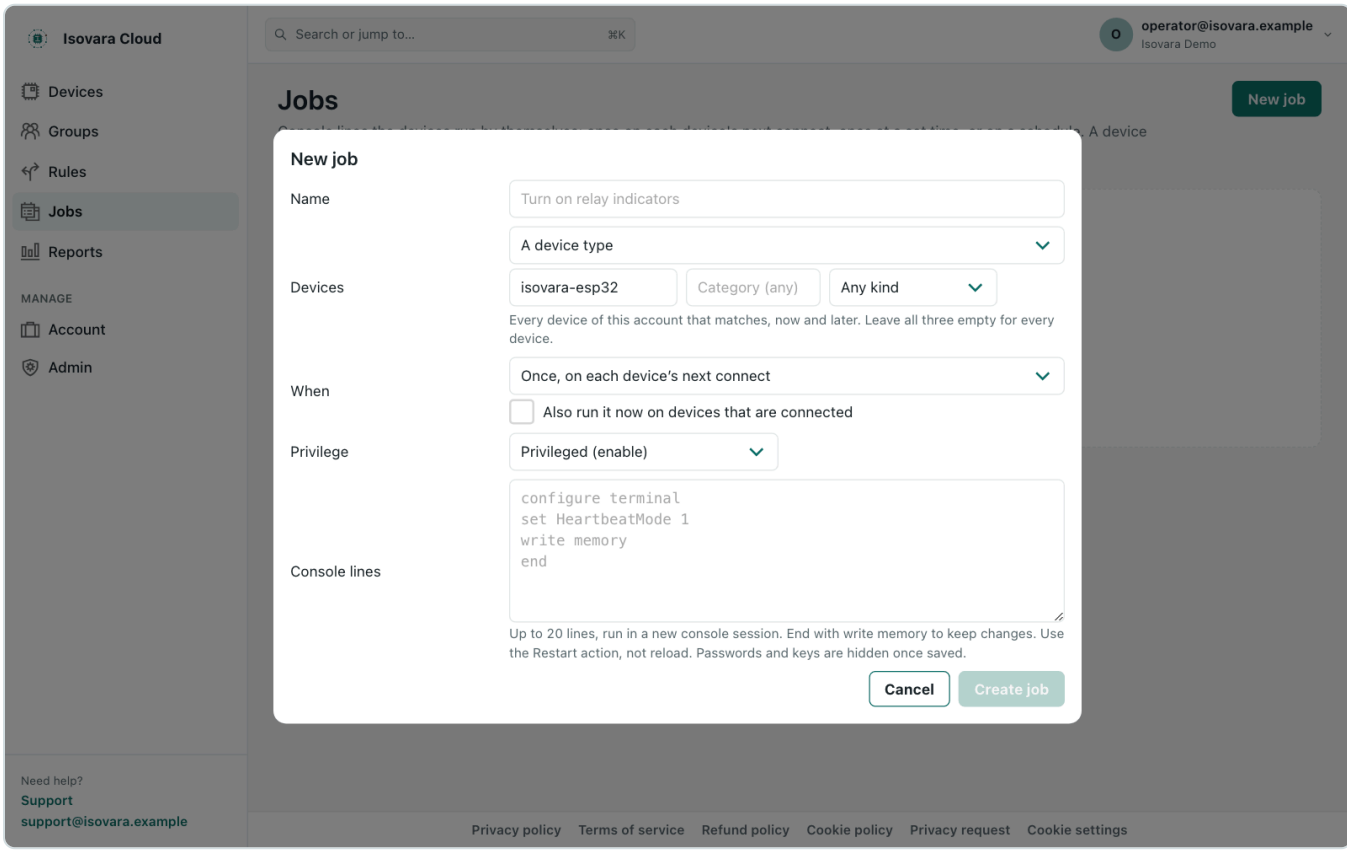


Plans are yours to name and price. Each tier switches features on for the devices assigned to it.

Run the fleet from one place

Your team services every unit from the portal, without visiting the site or knowing the unit's password.

- **Technicians.** Give field staff the technician role: they see every unit and change any device setting, but never users, plans, billing or branding.
- **Remote console.** Run the unit's own command line from its device page over the encrypted cloud channel. Every line is audited, with passwords and keys hidden.
- **Scheduled jobs.** Run console lines on one unit, a group or a whole device type: on the next connect, at a set time or on a schedule. Units that are offline catch up when they reconnect.
- **A password per unit.** Every registration gives the unit a new admin password, visible only to you and logged each time it is viewed.
- **Brand pushes.** Change your brand and send it to units already in the field, with no factory visit.



Bring the fleet you already have

Units already in the field join Isovara Cloud as they are, with no firmware update.

- **Same firmware, new home.** Deployed Isovara units check in to Isovara Cloud exactly as they did before, byte for byte.
- **Move in waves.** The repointing tool, run on each site's network, points units at your cloud; a canary cut-over plan moves a small group first, then the rest.
- **Keep the history.** The migration runbook carries over accounts, registrations, alert settings and past readings.
- **Upgrade when you choose.** Offer Isovara v3 firmware with a staged rollout once units are on your cloud; old and new run side by side.

Built to be trusted

Security is designed in from the unit to the database, so you can sell into businesses that ask hard questions.

- **Signed everything.** Firmware, factory images and server releases are signed with Ed25519 keys kept offline. Units check the signature and a SHA-256 checksum before installing.
- **A credential per unit.** Each enrolled unit has its own token and its own broker account, fenced so it can see only its own messages, plus its own admin password.
- **Encrypted in transit.** HTTPS for the portal and the device API; MQTT over TLS for the cloud channel.
- **Tenants fenced in the database.** PostgreSQL row-level security keeps each operator's data apart, even if application code makes a mistake.
- **Accountable support.** Support codes in the portal will be issued only for your own fleet, and every one logged.
- **Your sign-in, your rules.** Built-in accounts or single sign-on through Entra ID, Google or any OIDC provider; OAuth 2.0 for integrations.

More hardware through the Isovara Ecosystem

Isovara v3 is the start of your catalog, not the end of it. Through the Isovara Ecosystem program, other makers certify their devices against the same published contract. An Isovara Certified device appears in your portal next to Isovara v3, with the same alerts, rules, charts, firmware rollouts and plans. Look for the Isovara Certified seal, Native or Reporting, with its certificate number.

Getting started

You can be selling under your own brand in five steps.

1. **Start a 30-day evaluation**: a hosted SaaS trial tenant, or a licensed install on your own server with 1 tenant and 10 units.
2. **Brand your portal**: name, logo, colors, tagline, support details and your web address.
3. **Build your firmware package**: add your splash screen and logo; the builder produces your factory image.
4. **Set your plans**: features and prices, then connect your Stripe account.
5. **Open sign-up**: share your link and ship units.

Talk to us: [sales contact: email, phone, web address to be added]