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Smartphone Based and Wire-free
Access Control Systems

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www.sofia-srl.it



**Customers want Smart
Access Control Systems.**

WE ARE HERE TO HELP YOU.

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Market Context

People want and are even more willing to use their smartphone to carry over everyday activities.

Access control is still based on pre-smartphone technologies. Keys, RFID and wire-based access control systems are the past.



Our Mission

Sofia addresses these market needs by developing, integrating and commercialising distributed infrastructures for modern, mobile based and cost effective control access systems.

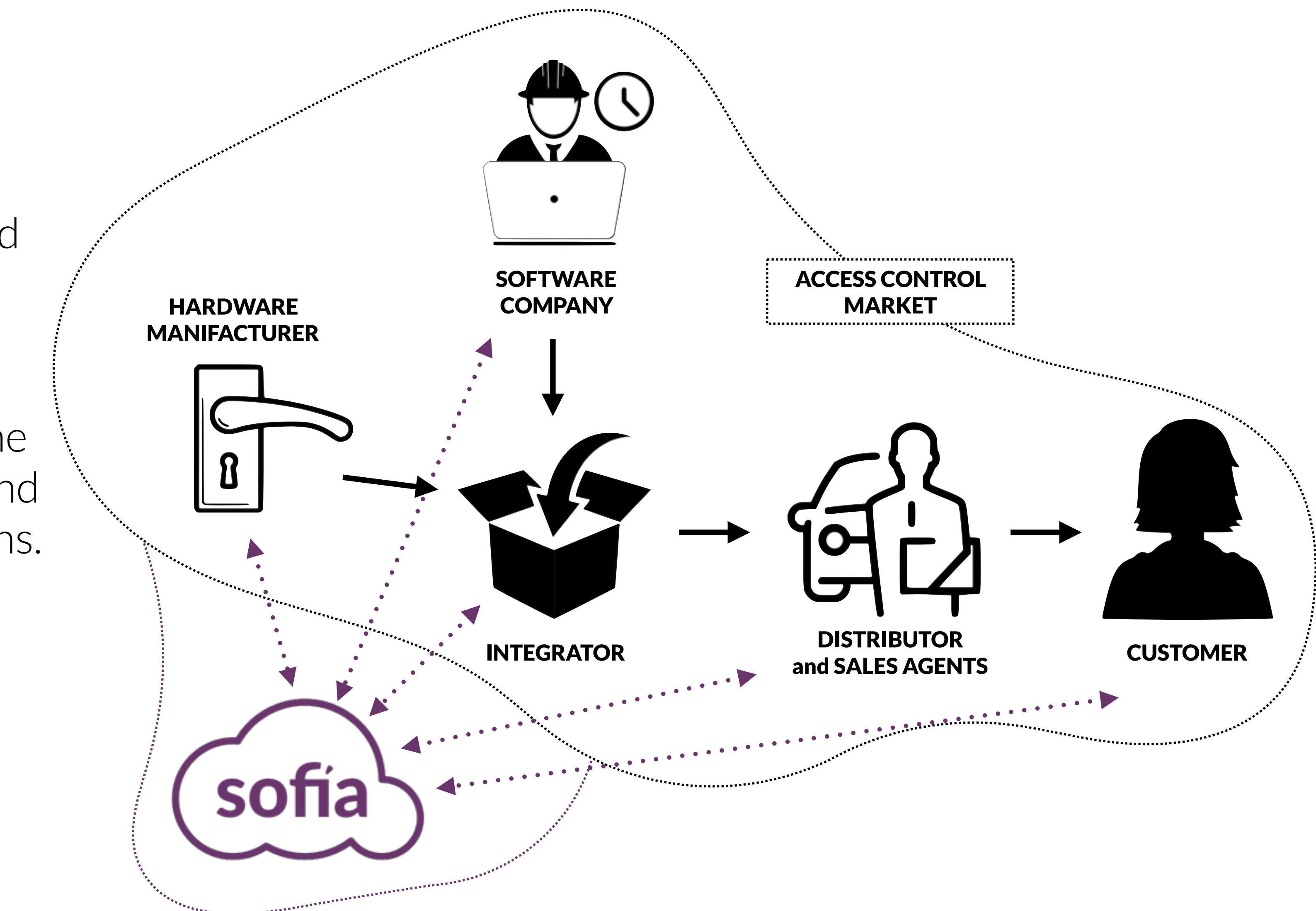
Value Chain

We partner with hardware manufacturers, software houses, and system integrators.

We offer a robust, easy to integrate, secure control access systems for the benefit of cost-effectiveness, ROI, and time to market of developed solutions.

We reduce your risk connected to R&D of a customised solution, while keeping costs low.

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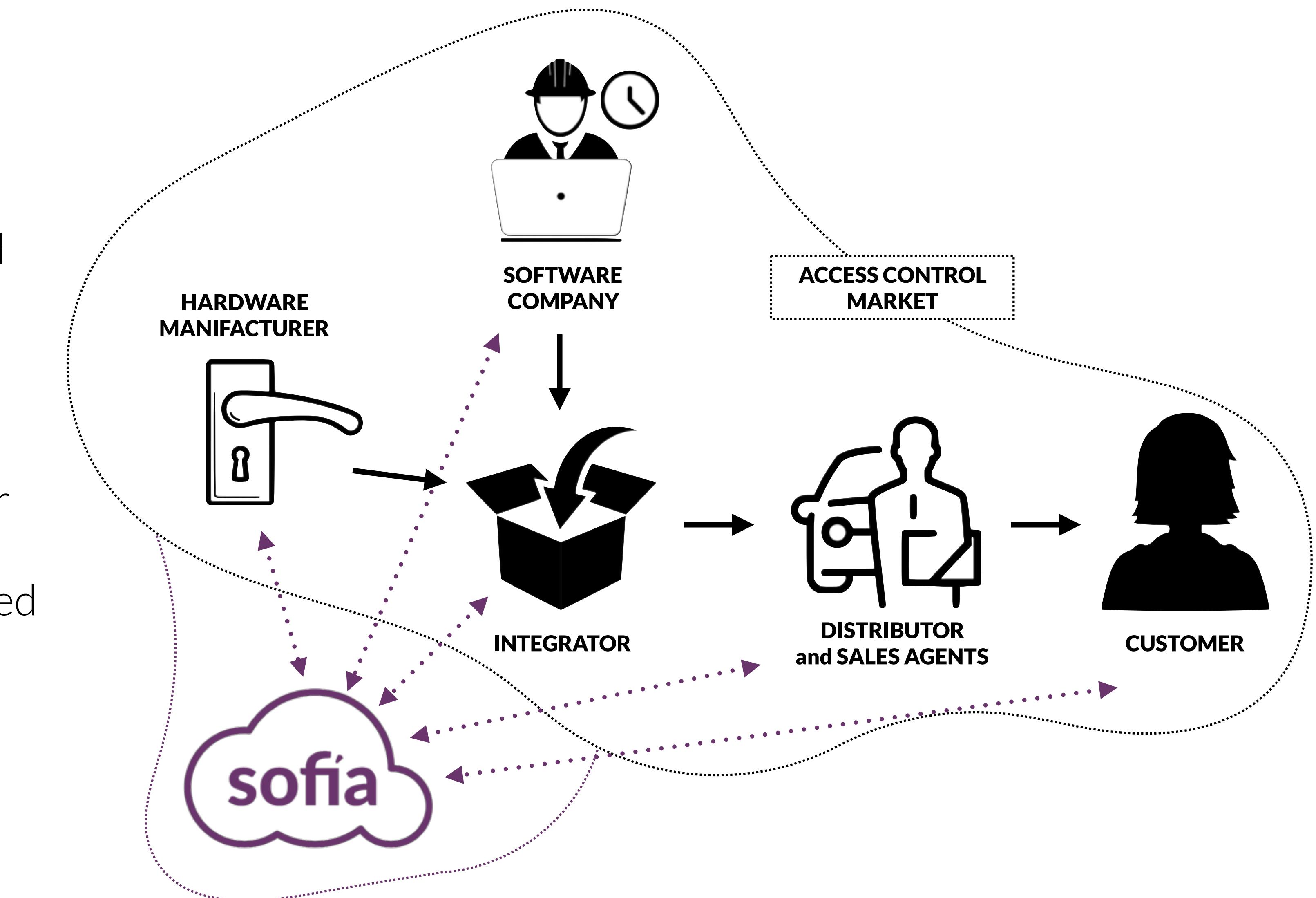


Value Chain

Indirectly, we offer distributors and sales reps an edge over competitor products lacking smart control systems.

Finally, we enable the end customer to offer a superior access control experience at a lower TCO compared to alternative solutions.

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Products

Wire-Free Access Control Systems



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sofia
jago
iseo
sofia



Sofia Jago

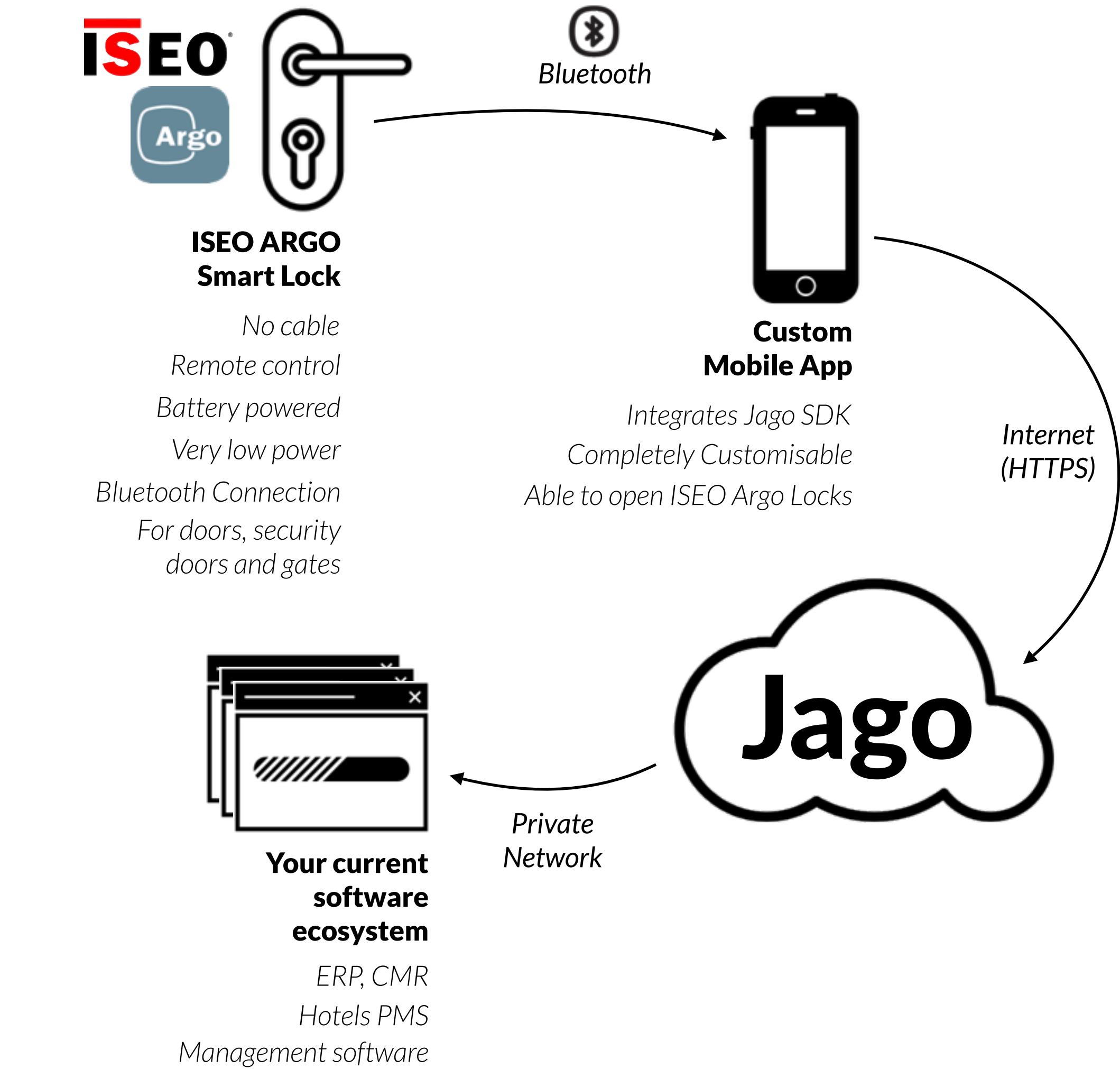
*Integrate wire-free access control
within your existing solution.*

Jago is a technological platform composed of a remote Access Control System, smartphone applications and smart door locks. It is designed to facilitate the integration of access control within existing management software systems.

General Overview

Jago lets you to add the control access feature to your current software ecosystem.

Jago can be integrated into standard ERPs, CRMs, Hotel PMSs, third party management softwares, existing web platforms and cloud systems.



Features

Jago has all the standard features of a common Access Control System.

As a plus, it has been designed to be seamlessly integrated into existing software.

Jago can be deployed without any wiring of the building or the doors.

Jago main features are:

- Room guests management
- Remote Virtual Keys generation
- Remote access granting
- Access statistics
- Remotely read lock battery status
- Multiple buildings management
- Key revocation mechanism
- First lock setup





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Sofia Otello

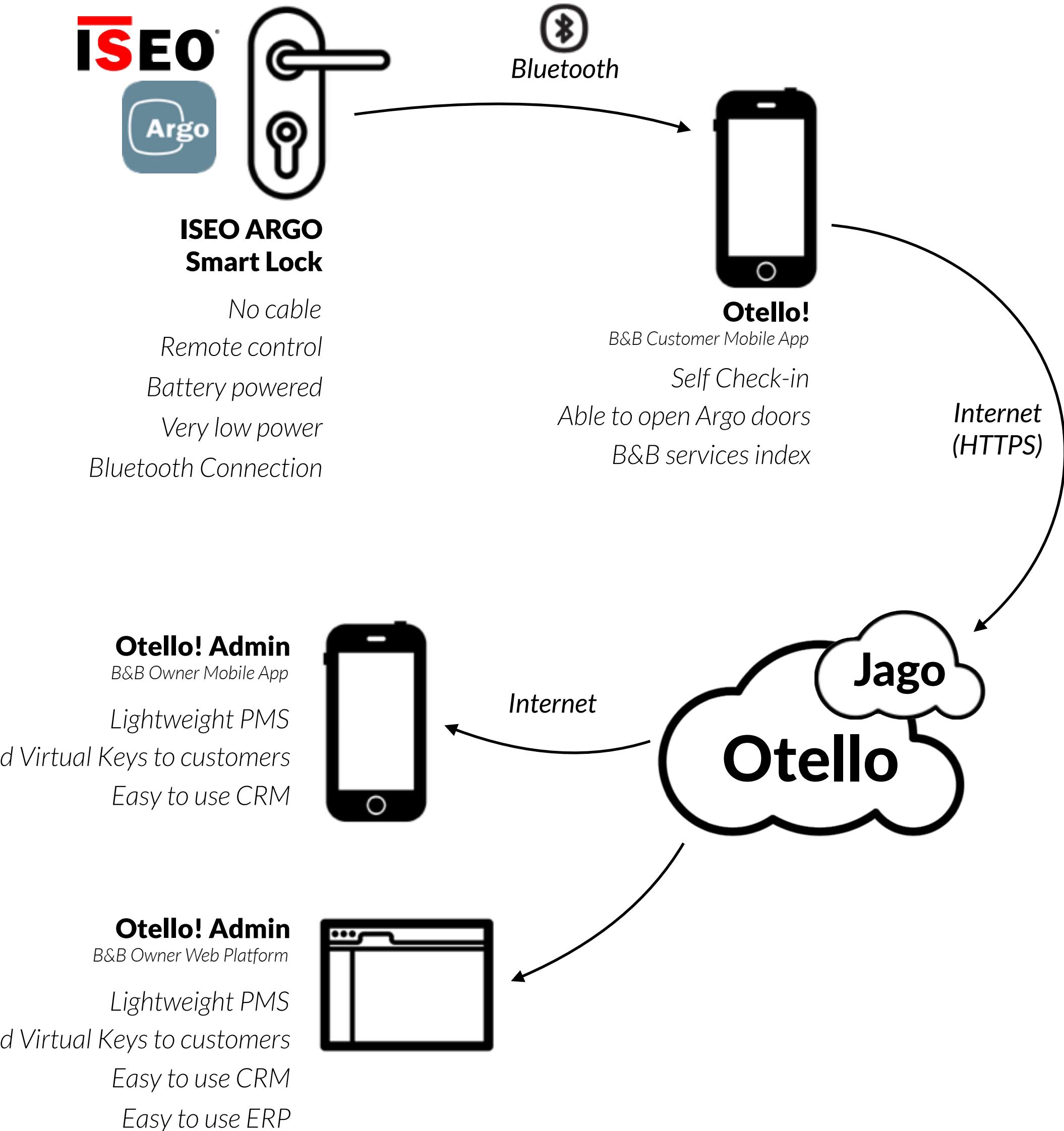
*Self check-in and check-out for
Bed&Breakfast and small hotels.*

Otello is a mobile application for the easy management of Bed&Breakfast. Thought to be used in mobility, it integrates Jago providing the self check-in and check-out feature.

General Overview

Otello is an innovative system that lets B&B and small hotels to provide a self-checkin and self-checkout features.

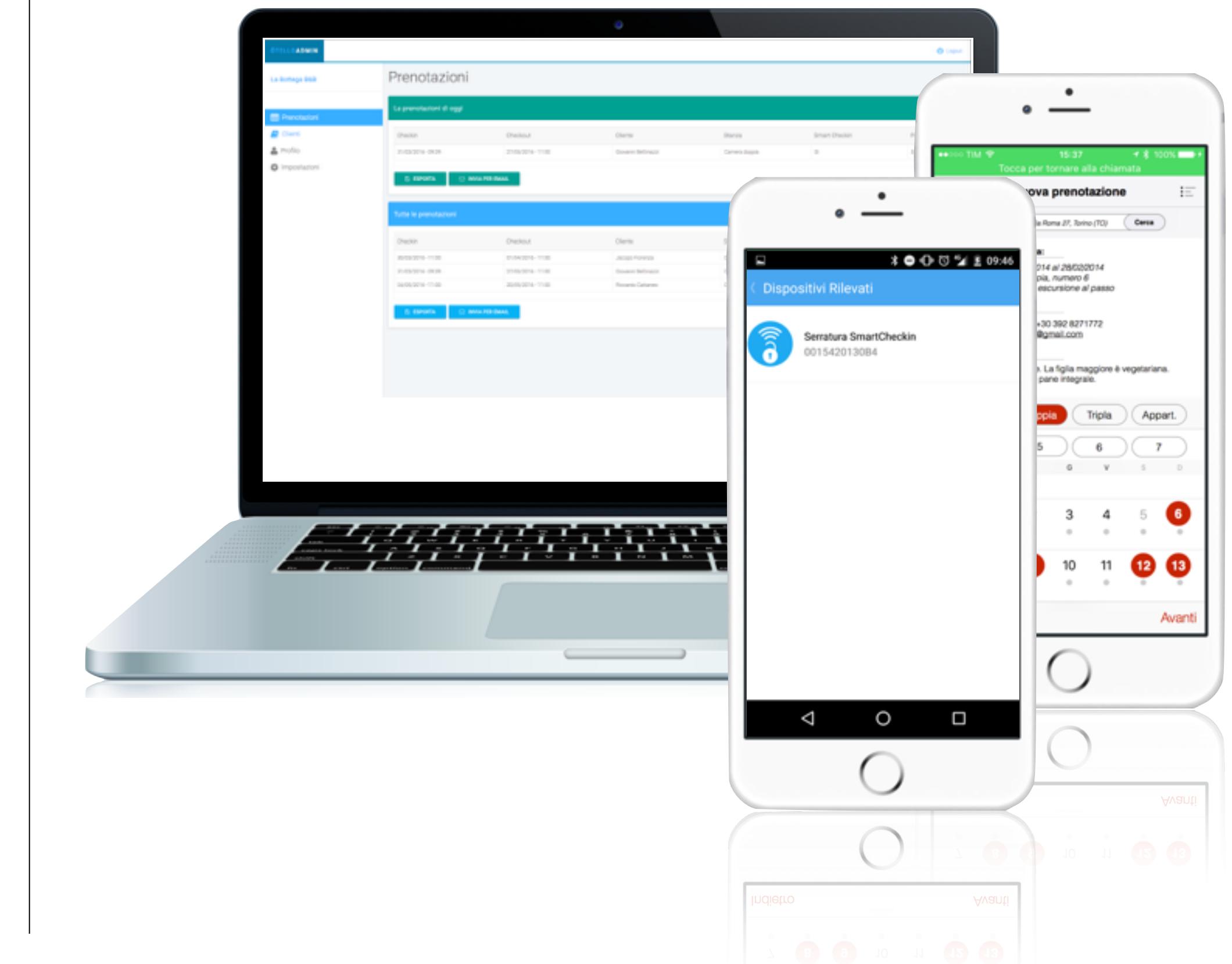
Their customer are enabled to skip the reception step and to enter the room directly with their smartphone.



Product description

Using mobile apps, Otello allows B&B owners to automate part of their management process.

Virtual Keys save B&B's owners time and money.



Technology

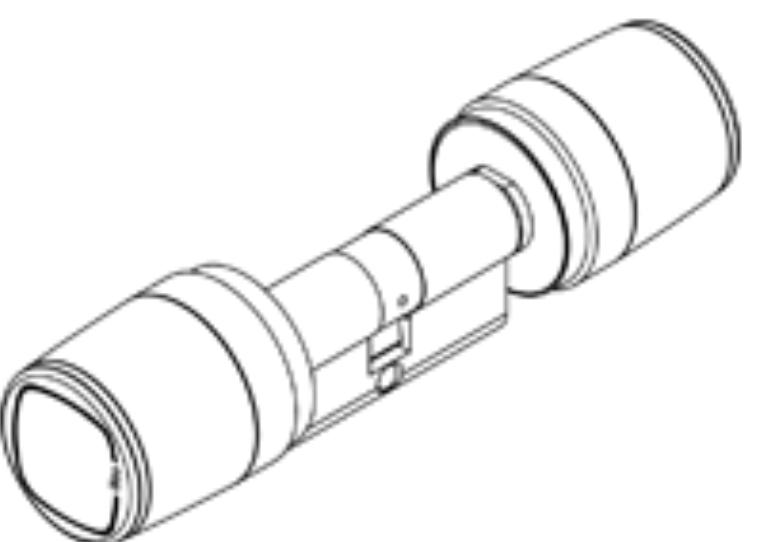
A bird's eye view of our technology

ISEO Argo Smart Lock

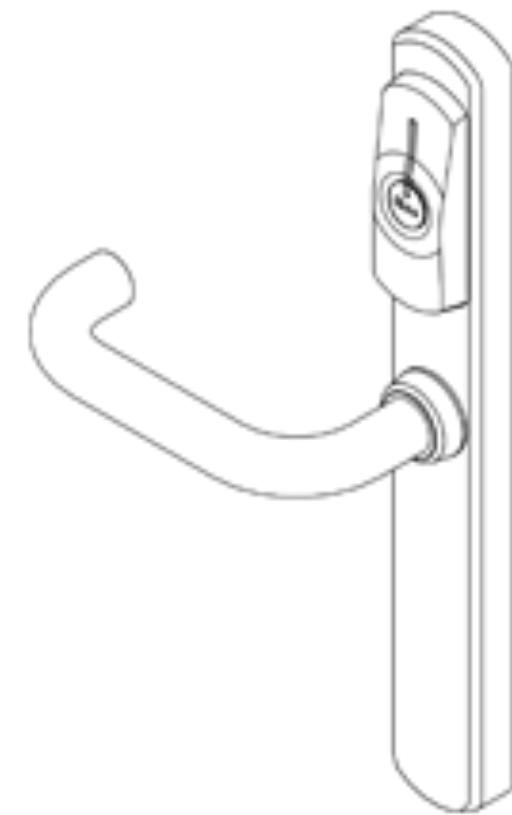
Our partner ISEO proposes Argo, a smart lock that enables the opening of any kind of door access using a common a smartphone. Physical keys or RFID cards, while compatible with Argo, are no longer required to open a door.

You can open all doors fitted with devices from the Smart series by ISEO, even from a distance, using your smartphone and the companion Apps.

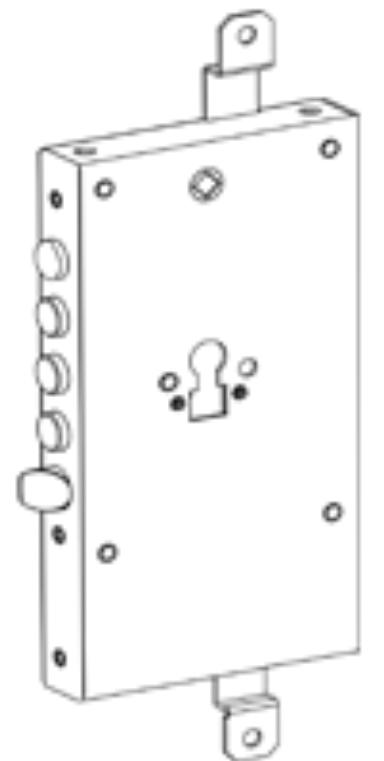
http://www.iseo.com/iseo_holding/argo/index.html



LIBRA SMART
CYLINDER



ARIES SMART
TRIM SET

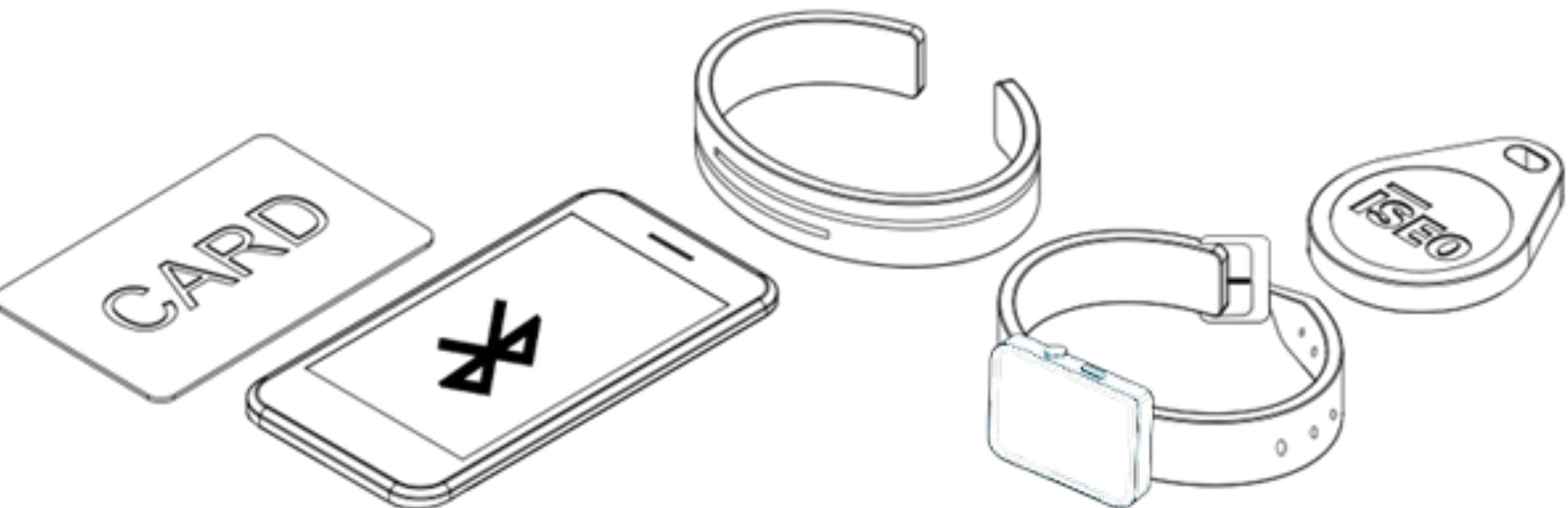


X1R
SMART LOCK

ISEO Argo Smart Lock

Let in whoever you want, wherever you want, even temporarily, with the Argo App, checking the times and dates of access. Argo records the last 1000 entries!

You can open doors with smartphones, smartwatches, cards and other accessories, thanks to the Argo App. Free to download and constantly updated with new features.



Jago Cloud Platform

The Jago Platform is accessible as a web service over a HTTPS connection.

Using a simple standard RESTful interface, your existing software can be augmented to:

- create and delete guests
- create and assign virtual keys
- control access to physical doors
- etc..

The cloud platform can be also provided on a self-hosted infrastructure (on-premise)



Jago SDK

As said, we love system integrators. The integration of our Jago Platform within your existing application/system is simplified by our JagoSDK.

Our SDK can be used within

- Microsoft Windows app
- Web apps
- iOS app
- Android app



White Labels

We provide you white label software for software systems built around our technology.

Our white labels comprise back office management dashboards/panels, mobile apps projects, and companion apps that already integrate the JagoSDK and serve as cost-effective baselines to dramatically reduce your time to market.



Use cases

*A couple of examples about
how to use our products*

Sofia Jago augments existing hotels Property Management Systems (PMS) with the Self-Checkin and Self-Checkout service.

The Self-Checkin case study

1. The hotel guest books a room
2. The reservation is inserted within the PMS
3. The PMS generates a VirtualKey using Sofia Jago
4. The VirtualKey is sent to the guest
5. The guest, using her smartphone, can enter the room directly, skipping over the hotel reception
6. The app remains installed on the smartphone even after the leave: untapped marketing opportunities arise.

Hotelling and Accommodation

With a Self-Checkin service, the hotel can offer a better service to its customers while reducing the management direct cost.

The way we work changed a lot in the last years. Also our workplaces are following this huge transformation. Sofia Jago lies lets you to innovate the way to manage your business places.

No more badges to enter restricted areas

1. John's office has ISEO Argo and Sofia Jago; all the doors are now smart without any wired plant
2. John needs to enter in a new meeting
3. John opens the building management app on his smartphone
4. He sends a VirtualKey request to the building manager
5. The building manager, from his smartphone, authorises John to enter to room Over-The-Air

Smart Working and Smart Office / 1

Smart workings means more productivity having more comfort at the same time. Your collaborators can manage their working spaces using their smartphone.

The way we work changed a lot in the last years. Also our workplaces are following this huge transformation. Sofia Jago lies lets you to innovate the way to manage your business places.

Virtual Key required to benefit from specific services

1. John's coworking space offers a cafeteria as a value added services to its premium customers
2. The doors of John's coworking feature ISEO Argo smart door locks
3. As a premium user, John can access the cafeteria, while others are required to pay the premium fee to enter it, all from the same coworking's app.

Smart Working and Smart Office / 2

Smart workings means more productivity having more comfort at the same time. Your collaborators can manage their working spaces using their smartphone.

B&B and AirB&B apartments are becoming the preferred accommodation choice. Sofia Otello and Sofia Jago can lead innovation in the management of such spaces.

Ease your AirB&B guest management

1. Mary's is a frequent traveler and often put her house on AirB&B while she's out
2. While she's out, she can send a VirtualKey to a new host Over-The-Air using the Sofia Otello app.
3. The guest receive the VirtualKey on her smartphone and can enter Mary's house without any real key
4. After the guest stay is over, Mary's ask his housekeeper to clean the house and send to him another VirtualKey using the Otello app
5. The housekeeper can enter the house directly with her smartphone

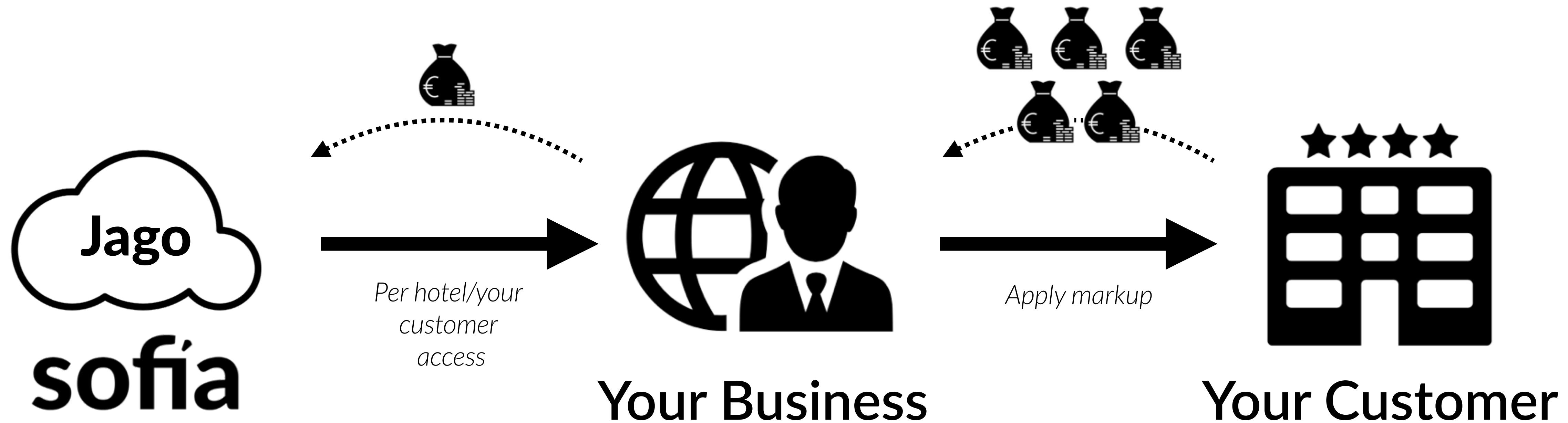
B&B and Alternative Accommodation

Private owners of accommodation facilities can ease their management process thanks to Sofia Jago and Sofia Otello: self-checkin for their guests and remote access grant and revocation for the housekeeper is now possible.

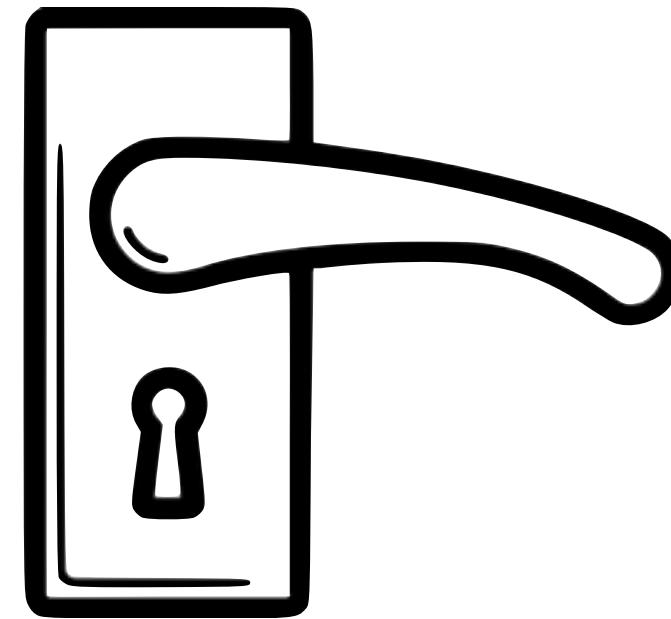
Offer and Pricing

A short description of our pricing model

Business Model



Price Drivers: Locks or Virtual Keys



Frequent Use

Flat Rate

Cheap yearly subscription
Pay for each smart door lock installed



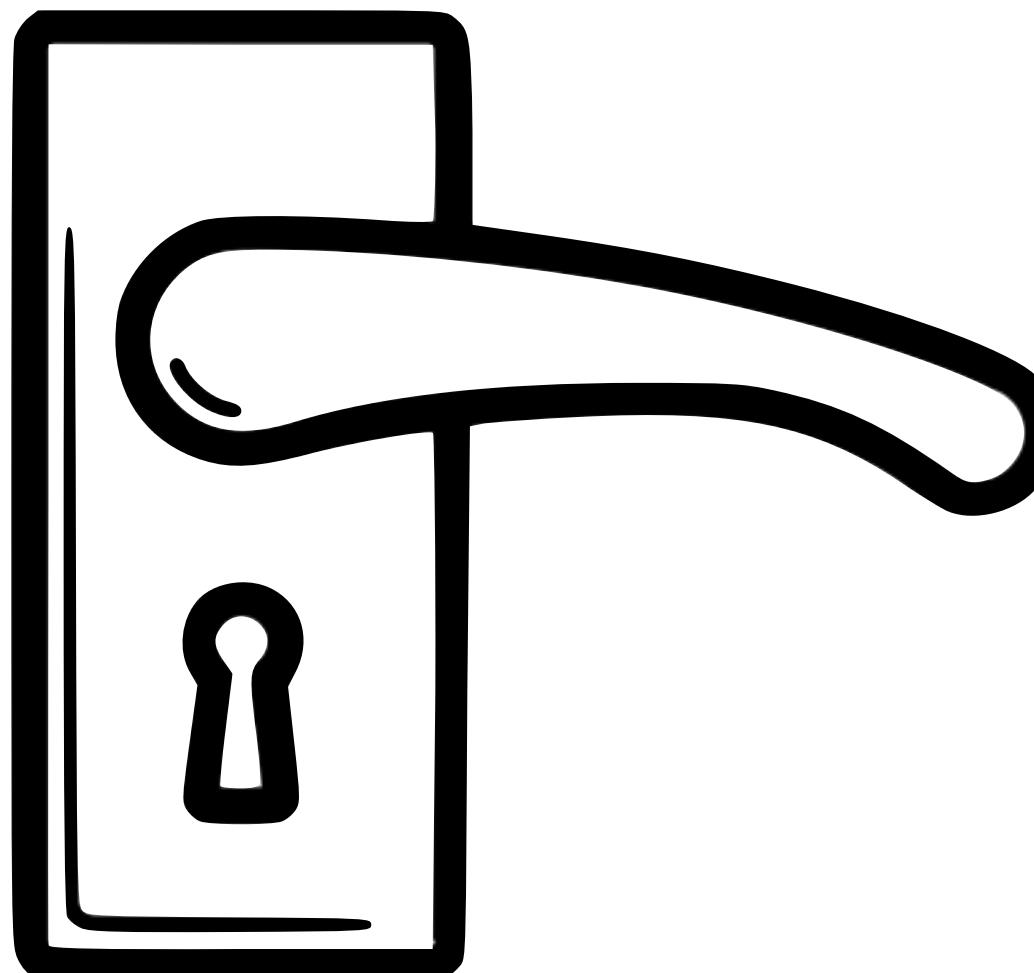
Non Frequent Use

Pay-as-you-go

Flexible virtual-keys based billing
Pay for a bundle of generated virtual keys

Flat Price for Integrators

For hotels with an high occupancy rate, we propose a cheap flat subscription rate.
You keep your end customer; you keep your markup.



Size	€ per Year per Smart-Lock
Small Hotel (<30 rooms)	30
Medium Hotels (31<rooms<100)	24
Big Hotels (101<rooms<1000)	18
Large Hotels (>1000 rooms)	12

Pay-as-you-go Price for Integrators

Consume one virtual key per stay of each guest. The bundle can be renewed on demand. The bundles area shared among all smart locks installed in the hotel.

You keep your end customer; you keep your markup.



Number of VirtualKeys*	€
100	99
1000	799
3000	2.300
5000	3.600
10000	6.900

About us

Contacts and Company Profile

About us

Sofia SRL is a subsidy of Bottega52 SRL, a company operating since 2014 in the ***Internet Of Things*** market. Turnover in 2016 will be ~ $\frac{1}{2}$ M€.

Sofia SRL is currently invested by TIM (Telecom Italia Group).

Main customers:

- Pampers/Fater Group (750M€ /year)
- Italmondo SPA (30M€ /year)
- Eltech K-Laser SRL (> 6 M€ /year)
- LoveTheSign SPA (~ 1 M€ /year)

Sofia SRL aims at innovating the Access Control Systems market, leveraging the access to high profile partners and the in-house technological competences.



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