



AllGateKeeper

Smart parking & Smart access management
cloud service



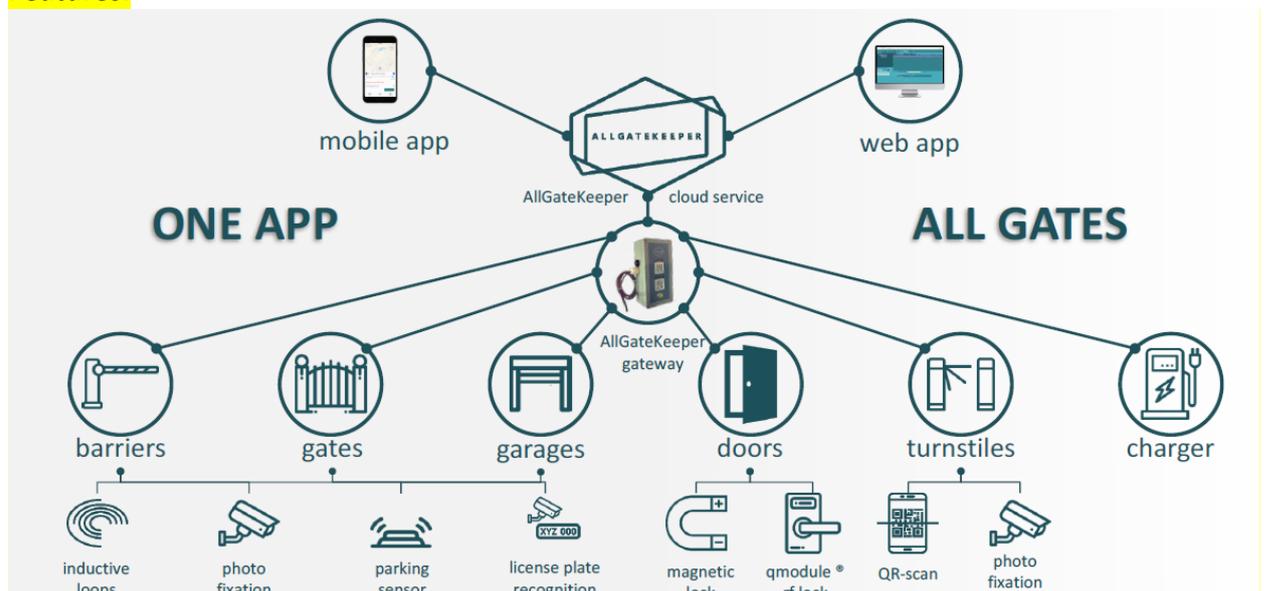
About the product:

<https://www.allgatekeeper.com/>

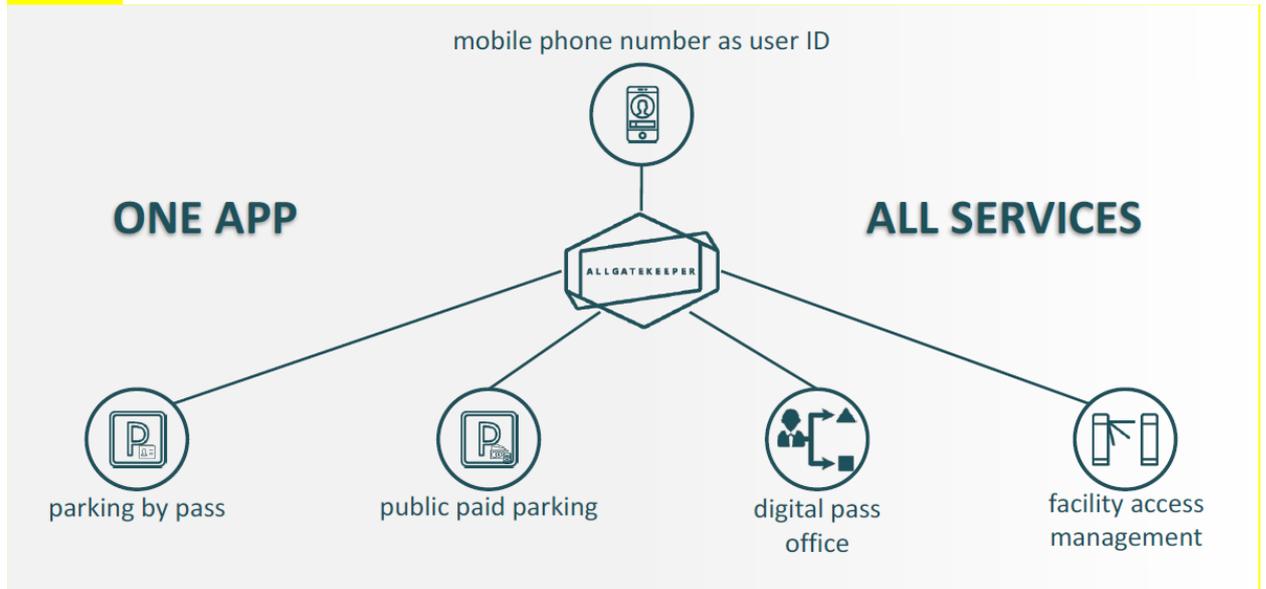
AllGateKeeper is technology and set of services that change the way how people operate various gates in restricted vehicle access areas.

By utilizing Internet of Things technology AllGateKeeper provides new comfort, convenience and process simplification for regular or temporarily access to restricted parking areas which most of us use in everyday life in both home and work. In a very near future AllGateKeeper will also provide a new way for paid parking payments/authorization, parking sharing for commercial property inhabitants and local community drivers and additional services for property management companies.

Features:



Services:

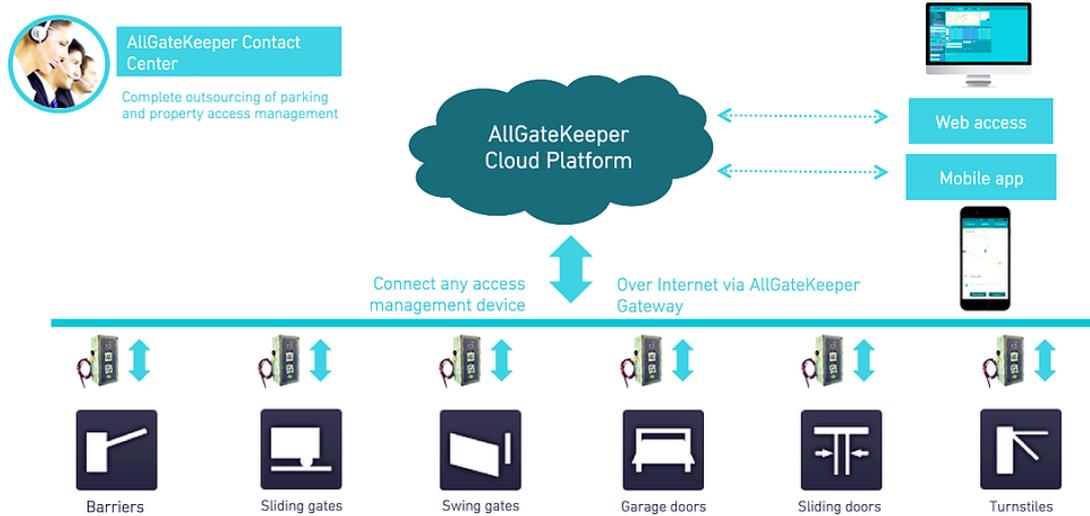


Details:

- No need to reach out of the car window
- Remote controls not needed. No forgery, no losses
- No cash. No expenses for collection
- No tickets. No ticket losses. OPEX reduce
- No parking machine
- HID cards not needed. No forgery, no losses
- Digital access sharing (for apartments rent services)
- Direct route to the entrance
- Easy public events access
- Easy invitations with custom request form
- Car presence detection with inductive loops
- Digital pass office
- Passage photo fixation with cameras
- Passage with automatic license plates recognition
- Parking slot occupancy sensors
- Parking/facility areas maps
- Passage with QR code scanning
- Pay with a credit card, Apple Pay or Android Pay
- Chatbot-assisted passage
- Advertisement push notifications upon entering
- Built-in billing with flexible tariff rules

How it works:

How does AllGateKeeper work?



In order to connect to AllGateKeeper special AllGateKeeper Gateway is installed into any automatic barrier or gate opener. Installation takes less than 30 minutes and can be done as DIY or by an entry level electrician.

Gateway enables remote control and management of the gate via AllGateKeeper cloud platform via Internet using any smart phone, tablet or computer. No more radio transmitters or RF ID cards are required!

AllGateKeeper application areas

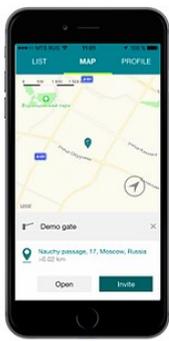
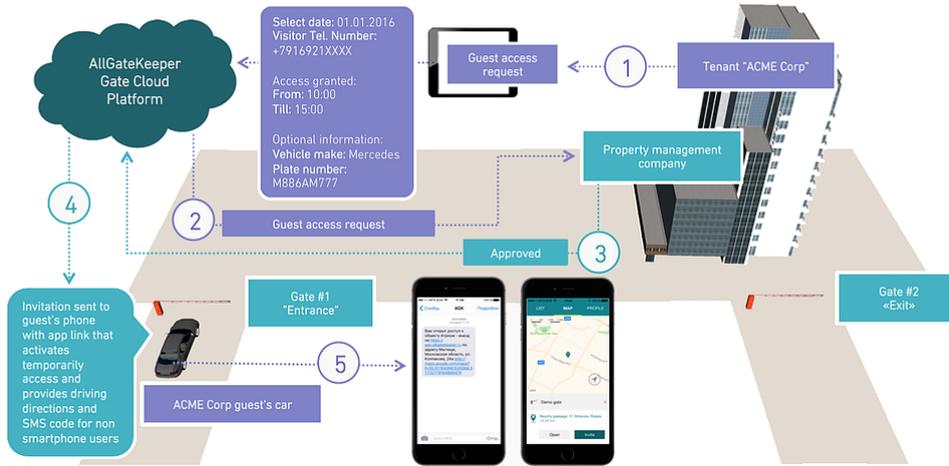


- | | | |
|--|---|---|
| Comfort and convenience | Cost reduction | Security |
| <ul style="list-style-type: none"> •No need to use RF ID cards or radio transmitters •Single application for all types of access •Navigation to exact entrance/exit •Invitation of guests with few clicks in the app | <ul style="list-style-type: none"> •Reduction of number of guards •Reduction of administrative staff •No need for expensive access control equipment and its maintenance | <ul style="list-style-type: none"> •100% enforcement of security procedures •No human factor •Full transparency and online control |

AllGatekeeper depending on application areas and usage scenario provides several services - allows in real time to administer users with permanent or temporarily access, send electronic invitations to guests for temporarily access with exact geo location of the gate, so user can then use defined navigation app to get directions to it. AllGatekeeper also automates pass office business processes allowing implementation of any complex logic for guest access request/approval and providing tracking of guests at the commercial property.

AllGateKeeper services replace guards at the entrance that check if vehicle has the right to access or not, significantly lowers manual paperwork of employees at the pass office. This personnel can contribute up to 60% of operations expenses of property management company.

Electronic pass office service



1

User with the right to invite guests can make an invite from mobile app by selecting respective gate



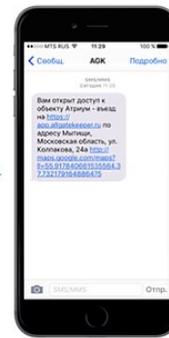
2

Temporary guest access request form



3

Guest pass request approval by an authorized property manager



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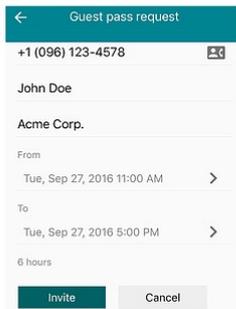
Guest receives SMS notification with information about access, link for navi app to exact gate location, in his AGK mobile app gate is added so once arrived it can be opened from the app



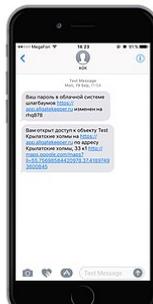
Interface for permanent guest access rights management



Interface for permanent guest access rights management

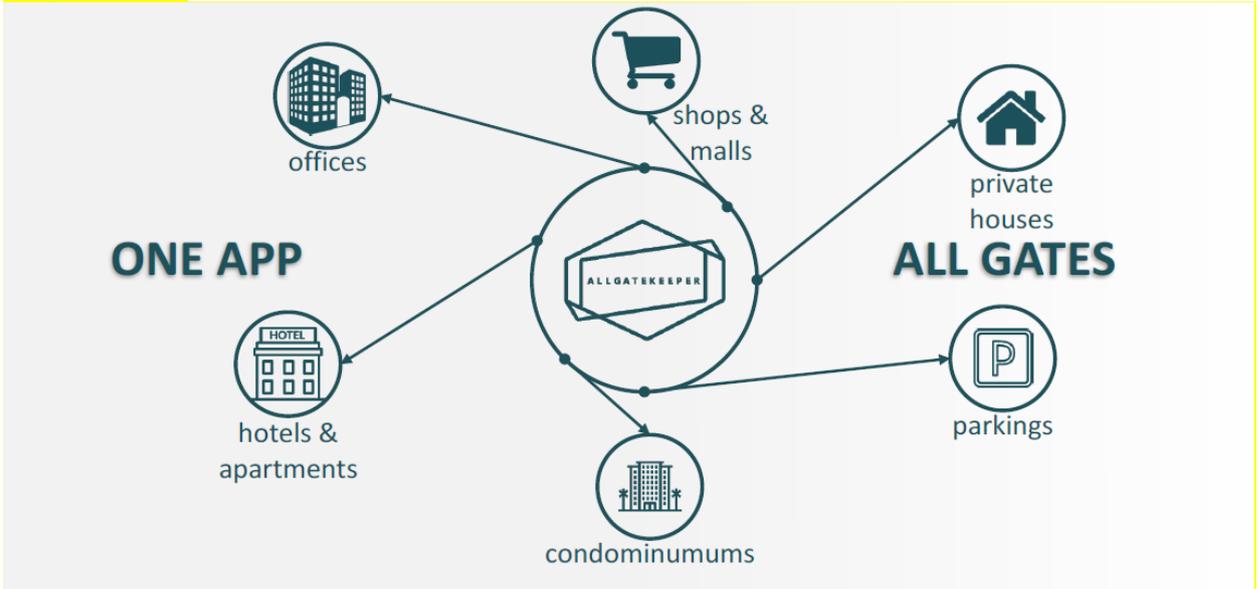


Guest access request form



Guest invitation

Target clients:



For Offices:

- ✓ Parking access with a permanent in-app pass
- ✓ Parking for guests
- ✓ Paid or free parking for tenants
- ✓ Space sharing for paid public parking
- ✓ No expenses for traditional parking equipment
- ✓ Reduced OPEX on tickets & collection
- ✓ Integrated parking & access management
- ✓ Access limitation for debtors
- ✓ Built-in billing with flexible tariff plans
- ✓ Built-in parking & access statistics
- ✓ Digital pass office with custom request forms
- ✓ Easy guests invitations
- ✓ Easy mass access to public events
- ✓ Direct route to the entrance
- ✓ Simple in-app payments

For Hotels and Condominiums

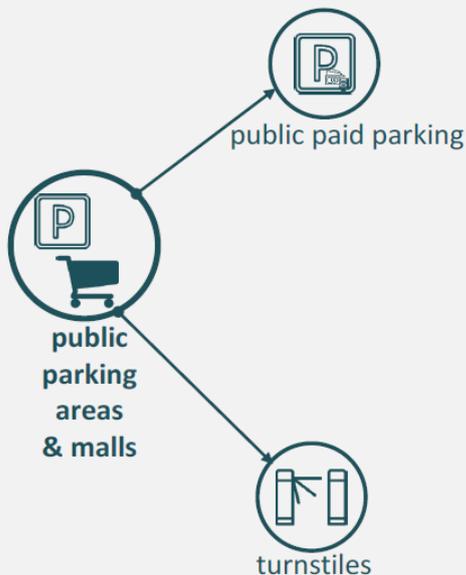
- ✓ Parking for guests
- ✓ Paid or free parking for guests
- ✓ Space sharing for paid public parking
- ✓ Integrated parking & access management
- ✓ Built-in billing with flexible tariff plans
- ✓ Built-in parking & access statistics
- ✓ Digital pass office with custom request forms
- ✓ In-app digital key sharing
- ✓ No keys or cards losses
- ✓ No need to meet guests for physical key exchange
- ✓ Easy mass access to public events
- ✓ Guest access limited in time, zones, rooms
- ✓ Direct route to the entrance
- ✓ Simple in-app payments

For Private Houses



- ✓ Easy guest invitation
- ✓ Easy access for service & delivery staff
- ✓ Direct route to the entrance
- ✓ No cards / remote controls
- ✓ Guest entrance notifications
- ✓ Optional license plates recognition for hands free entrance

For Parking Areas and Malls



- ✓ Paid public parking
- ✓ No expenses for traditional parking equipment
- ✓ Reduced OPEX on tickets & collection
- ✓ Integrated parking & access to parking management
- ✓ Built-in billing with flexible tariff plans
- ✓ Built-in parking & access statistics
- ✓ Easy mass access to public events
- ✓ Direct route to the entrance
- ✓ Simple in-app payments
- ✓ Advertisement push notifications upon entering
- ✓ Publication of parking area in the map in the system
- ✓ Car detection with inductive loops
- ✓ Fast passage with auto license plate recognition
- ✓ Photo fixation of the passage

Sales model:

The price of set of equipment is 20.000 rubles and service fee is 150-500 rubles per one parking lot per day.

Research questions to student teams

1. Estimate market potential of this service in EU (chose 1-2 countries for analysis);
2. Identify the most attractive segments of the market to enter;
3. Identify the main competitors and provide their analysis;
4. Identify all possible distribution channels and marketing strategies for them.
5. Do we need to localize equipment production in Europe OR concentrate on export of equipment from Russia? Today equipment is produced in Russia based on foreign components.
- 6 Based on current sales model provide alternative models for company (e.g. to provide equipment without payment and to charge service fees).