The Complete Technology Platform for Co-living

WiFi Managed Converged Network - Internet Access Management - Flexible Access Control - Video Surveillance

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sofia *part of* ISEO **ULTIMATE ACCESS TECHNOLOGIES**   wifirst   ((GUGLIELMO)) TECHNOLOGY PROVIDER   EAGLE EYE NETWORKS

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The future of co-living is here, and it is **digital**, **secure**, **flexible**, and **sustainable**. The integrated platform for co-living, discussed throughout this paper, showcases how **innovation and resident-centric designs** can redefine the way we perceive communal living.

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Introduction

Welcome to this groundbreaking white paper that explores a common offering designed to elevate security and flexibility in the co-living industry. Co-living spaces, by their very nature of shared environments, communal activities, and a blend of short and long-term residents, have an immediate and **critical need for both security and flexibility**. Ensuring the safety and well-being of residents while accommodating various lifestyles is not just important—its success is essential.

Security in co-living extends far beyond simply locking doors; it encompasses a wide variety of activities. From ensuring secure access to shared amenities like gyms and lounges, to safeguarding services like free WiFi, a comprehensive security strategy is non-negotiable. As modern, cutting-edge residential solutions, co-living spaces should offer the pinnacle of security features, including advanced technologies and robust systems that protect both physical and digital spaces.

But security is just one side of the coin. Flexibility and accessibility are equally important, aligning with the core model of modern real estate products. **Co-living spaces must offer flexible lease terms**, shared amenities, customizable living arrangements, and designs that are accessible to all residents. This flexibility isn't just a nice-to-have feature; it's a necessity for adapting to the diverse needs and preferences of residents.

Financial sustainability is another critical aspect, especially for service-oriented models like co-living. The key to achieving this sustainability lies in converting fixed costs to operational expenditures (Opex), made possible through modern services and partnerships with future-proof technological providers.

Achieving the ultimate blend of top-tier security and unparalleled flexibility is only possible through **cloud-native technologies**. These technologies not only offer scalable and robust solutions but also represent the only viable pathway to achieving the highest levels of both security and flexibility.

Dive in to discover why this common offering is a game-changer in the co-living industry.

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Market Needs

In the dynamic world of modern real estate, the emphasis goes beyond just occupying spaces—it's about delivering an **unparalleled living experience** marked by quality, security, and flexibility. The co-living industry is no exception, and its nascency presents unique challenges, particularly in the realms of financing and investment. Traditionally, capital backing for operators has been largely confined to venture capital funds. However, the landscape is evolving, with institutional capital increasingly targeting operators, especially those seeking significant equity for buying and managing co-living real estate. This collaboration brings multiple benefits, mirroring the **maturation seen in other living asset classes like student housing and multifamily units**.

Effective property management processes stand at the heart of the success of co-living schemes. These processes cover a multitude of operational facets, from the operator-landlord relationship and lease structures to tech-enabled facility management. The goal is smooth, effective resident-facing operations and services, tailored to meet post-pandemic expectations around space management and resident satisfaction.

In a market characterized by uncertainties and rapid changes, antifragility becomes a core attribute. Companies not only need to withstand various stressors but also thrive amidst them. **The choice of flexible, high-quality business partners is crucial in this regard**.

The role of technology is pivotal. Advanced tech solutions, including a 'one-stop-shop' residents app, help streamline property management and tenant engagement. They also offer sustainability benefits, like reducing carbon emissions and waste. Technology platforms should measure resident satisfaction and ensure efficient, sustainable facility management. These platforms can offer invaluable insights into amenity usage and other metrics, helping operators adapt to resident needs and market dynamics.

To sum up, co-living operators face a thriving yet challenging market that demands a **focus on quality, flexibility, and financial sustainability**. The convergence of these factors, aided by strategic partnerships and technology, enables operators to navigate market uncertainties, satisfy complex resident needs, and maintain a competitive edge.

In the realm of co-living, a milestone collaboration has emerged between **Wifirst**, **Sofia part of ISEO**, **Guglielmo**, and **Eagle Eye Network**. Together, these companies have combined their expertise to create a comprehensive bundle that sets a new standard in co-living security and flexibility. This cutting-edge package spans everything from advanced connectivity solutions to state-of-the-art access control and video surveillance.

Market Needs

WiFi in co-living spaces is non-negotiable. It's not just an added amenity; it's an integral part of the all-inclusive rent model that defines co-living. With trends in content consumption and the **Internet of Things (IoT)** driving digital transformation, stable, fast, and manageable WiFi is more than an expectation—it's a requirement. Beyond basic connectivity, the advancements in IoT have ushered in a new era of **home automation**, **optimizing energy consumption**, **security**, and **comfort**.

This indispensable role of connectivity goes beyond merely providing internet access. It serves as the backbone for a myriad of essential services that contribute to the successful operation and resident experience in a co-living facility. From **digital check-ins** to smart home automation and communal space bookings, connectivity touches every aspect of co-living.

Cloud-native services have come to the forefront in this setting, leveraging reliable connectivity to offer an unprecedented range of services. These **cloud-based solutions**, including **access control** and **video surveillance**, are game-changers. They offer levels of flexibility and scalability that are impossible to achieve with traditional on-premise technologies.

The **"As a Service Model"** aligns perfectly with the co-living industry's demand for performance, scalability, and flexibility. This model enables **rapid service deployment**, minimizes upfront costs, and offers the elasticity to scale services according to fluctuating demands.

In essence, the objective of this common offering is to provide co-living spaces with an integrated, high-performance solution that fully addresses their unique needs for both security and flexibility. By combining **cutting-edge technologies** with innovative service delivery models, this collaborative offering aims to redefine the quality of life and security in co-living spaces.

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Cloud Native Technologies

In an era dominated by technological innovation, **cloud-native solutions are revolutionizing essential services** like access control and video surveillance. These cloud-based solutions offer unparalleled advantages in **security**, **scalability**, and **flexibility**. Utilizing market-leading cloud providers and open-source software components, cloud-native access control solutions offer **bank-grade security** that is continuously updated to align with the latest cybersecurity advancements. Moreover, the distributed architecture of these solutions, spread across multiple servers worldwide, ensures **high availability and reliability**. This not only enhances accessibility but also mitigates the risks associated with single points of failure, making these solutions more dependable than traditional on-premise systems.

Flexibility is another hallmark of cloud-native technologies. These solutions can **quickly adapt to new operational requirements** without requiring extensive hardware resources or maintenance. They offer the agility to evolve with market demands, making them indispensable for modern co-living spaces. **Affordability** and **sustainability** are other key benefits. Costs are significantly reduced thanks to features like wireless installations and keyless operations, which also minimize material waste. The "As a Service" model further enhances cost-effectiveness and environmental friendliness by shaping new methods, tools, and operational models.

One of the most compelling advantages of cloud-native technologies is their capacity for **integration at the software layer**. This interconnectedness creates unmatched synergies that streamline operations and enable the **development of innovative new services**. In a co-living setting, this means that various systems, such as access control and video surveillance, can work in harmony to create a seamless living experience. An integrated cloud-native system could allow for **real-time monitoring** and management of various services from a **single dashboard**. This agility enables quick, **data-driven decisions** that enhance both security and resident satisfaction. The system's flexibility also allows operators to easily **add or modify services**, adapting to evolving market needs and resident preferences. Such integration enables the **creation of brand-new services** that were previously inconceivable, further elevating the capabilities of cloud-native technologies.

In summary, cloud-native technologies are a cornerstone for the success of any co-living operation. They meet and exceed the complex and ever-evolving demands of the market by offering top-tier security, limitless scalability, unparalleled flexibility, and the added benefit of seamless integration.

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The Complete Technology Platform for Co-living

In the dynamic landscape of co-living, the need for a comprehensive technology platform is more critical than ever. **The "As a Service" model and cloud-native products merge seamlessly** to create this complete technological ecosystem. This platform is designed to address every facet of co-living, providing residents and operators alike with a fully integrated, high-quality experience.

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Wifirst | WiFi Managed Converged Network

Wifirst plays a pivotal role in this comprehensive technology ecosystem, specializing in WiFi Managed Converged Network solutions **tailor-made for the unique needs of co-living residences**. Co-living spaces are complex environments that include various areas like accommodation, bar-restaurants, coworking spaces, gyms, and other recreational areas. All of these spaces demand strong and reliable internet connectivity, especially given that the target population of co-living residences is among the most internet-consuming, engaged in activities like streaming, gaming, and social networking.
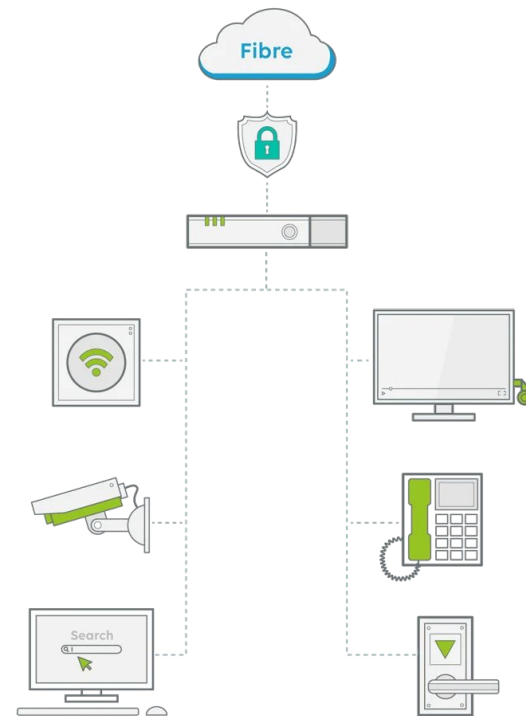
Wifirst rises to this challenge by not only delivering stable, fast, and secure connectivity but also providing a **managed WiFi solution**, often referred to as **WiFi as a Service**. This managed WiFi is at the heart of the connected co-living residence. Wifirst's expertise extends beyond providing simple internet access; they build robust, secure, and entirely tailor-made network infrastructures to support various spaces and digital services within co-living residences, including **digital signage**, **CCTV**, and **IPTV**.

When it comes to high-speed internet connectivity, Wifirst's Fibre Leased Lines are essential, especially for large co-living residences. With service guarantees of **99.9% availability and symmetrical speed**, their fibre solutions offer both performance and reliability.

This is crucial not only to meet the increasing demand for internet usage but also to eliminate any frustrations associated with inadequate connectivity. With Wifirst overseeing both your Internet access and WiFi network, you gain **additional quality assurance through a single point of contact** that controls the entire production chain.

One of the most innovative features Wifirst brings to the table is the **Room Area Network technology**, which allows residents to connect to their own private WiFi, replicating a home-like connection experience. This enables residents to easily and securely connect their myriad of devices, from smartphones and computers to smart TVs and connected watches, without the need for a captive portal.

Wifirst ensures that the critical component of connectivity is expertly managed, delivering top-notch internet solutions that form **the backbone of the co-living experience**. Their comprehensive offerings make them a cornerstone in the complete technology platform for co-living.
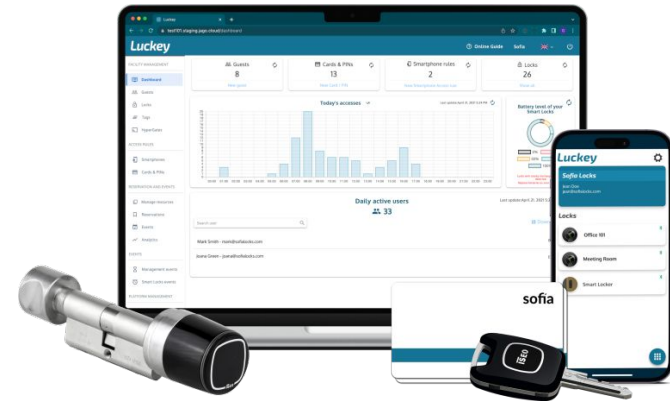
Sofia part of ISEO | Flexible Access Control

Sofia, a part of ISEO, plays a **transformative role in shaping the access control landscape** for co-living spaces, which are themselves revolutionizing the real estate sector. Co-living is not just a living arrangement but a lifestyle choice that emphasizes community and shared resources. It offers residents private living spaces along with shared amenities like gyms, coworking areas, and common lounges. This eliminates the hassles of individual ownership and upkeep, making co-living a more convenient and socially enriching option.

This dynamic living concept requires equally dynamic solutions, and that's where Sofia's **cloud-native access control solution**, Luckey, comes into play. Luckey is engineered for modern, flexible spaces and makes managing co-living environments convenient, scalable, and secure. With a **user-friendly mobile app**, Luckey eliminates the need for physical keys and offers features like **resource booking**, **multi-tenancy management**, and powerful **built-in analytic tools** for real-time decision-making.

One standout feature is Luckey's adaptability to both daily and extraordinary services. From routine cleaning to emergency maintenance, Luckey offers a variety of **programmable access tokens**—such as personal **smartphones**, **RFID cards**, **PINs**, and **mechatronic keys**—that can be set to expire after a predetermined period. This ensures that security is never compromised while maximizing convenience.

With its easy-to-use manager panel, Luckey makes it simple to handle user and personnel turnover without sacrificing security. This platform also gives you full control over data retention, allowing for **compliance with privacy regulations**. Additionally, Luckey offers seamless **integration with Building Management Systems** through APIs, enabling a smooth flow of information related to **energy savings**, **occupancy data**, and **building status**. For those managing **multiple locations**, Luckey's real-time **remote management**, **aggregated analytics**, and centralized access control make operations streamlined and efficient.

Sofia's Luckey is a comprehensive platform designed to make co-living spaces flexible, secure, and exceptionally user-friendly. From powerful mobile apps to multi-site management, Luckey enriches the co-living experience by providing cutting-edge technology and astonishing features that set a new industry standard.

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Guglielmo | WiFi Access Management

Guglielmo brings a specialized skill set in cloud management of WiFi networks through its advanced SaaS (Software as a Service) platform, Lumen. Developed to usher in a new paradigm of cloud computing applied to telecommunication networks, Lumen is **inherently compatible with devices from leading WiFi technology manufacturers**. This makes the platform not just powerful but also versatile, tailored to meet the intricate connectivity needs of co-living spaces.

One of Lumen's standout features is its integrated interfaces with major technological partners, streamlining the implementation process. This integration **removes the need for additional gateways and controllers**, thereby reducing both management and maintenance costs. Every operational, managerial, and update aspect is executed via these interfaces, simplifying the service's roll-out and reducing operational expenses.

Security and reliability are paramount for Lumen. The platform operates from two data centers located in Europe and holds multiple ISO certifications, including **ISO 27001**, **ISO 9001**, **ISO 14001**, **ISO 50001**, and **TIER3**. Configured in Disaster Recovery (DR) mode, Lumen ensures operational continuity even in the event of primary data center failures. Additionally, to maintain high-security standards, the platform undergoes regular Vulnerability Assessment and Penetration Testing (VA/PT) by external providers.

Flexibility is another strong suit of Lumen. The platform is **vendor-agnostic**, meaning it can be integrated natively with existing WiFi infrastructure from various vendors. This allows for a customized and scalable WiFi Guest service without the need for installing proprietary devices on the client's network.

What sets Lumen apart is its scalability and customization. The infrastructure can be adjusted to allocate exclusive resources to each "client network," allowing for **individualized interaction policies between various networks**. These networks can either be in roaming or completely independent, offering a high level of customization.

Guglielmo's Lumen platform provides a comprehensive and secure networking solution for co-living spaces, extending from basic connectivity to advanced analytics. Its capabilities are enhanced by its **cost-effective**, **secure**, and **highly flexible architecture**, making it an indispensable component of the complete technology platform for co-living.

Guglielmo | Smart Locker For Residencial

Smart lockers, internet-connected devices, are becoming increasingly vital, especially in shared living environments without continuous personnel presence. These lockers facilitate the **management of e-commerce deliveries** and returns, eliminating the need for the recipient to be physically present.

Receiving a Package with the Smart Locker

When an individual orders online, they provide their home delivery address and a personal PIN during checkout. Upon delivery, the courier uses a touchscreen to enter this PIN, which then displays available locker compartments. Once the package is securely stored and the locker door is closed, an automatic notification (via SMS, email, or push) is sent to the recipient. This informs them that their package is ready for collection. The recipient can then, at their convenience, approach the smart locker, verify their identity on its screen, and the locker will open the door corresponding to their delivery.

Managing Returns via the Smart Locker

To initiate a return, users generate a Return PIN either through the locker's dedicated app or its web portal. They then complete the return procedure on the respective e-commerce site, providing their home address and the Return PIN. After placing their return item inside the locker, a courier, using the provided PIN from the return address, can access the locker and retrieve the package. Once the locker door closes post-collection, a notification is dispatched to the user confirming the collection of their return.

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Eagle Eye Networks | AI Capable Video Surveillance

Eagle Eye Networks is at the forefront of offering Residential Remote Real-Time Video Monitoring & AI Analytics tailored for co-living spaces. Their advanced video solutions transcend traditional surveillance, embedding **intelligent analytics** suitable for a spectrum of applications, encompassing **security**, **people counting**, and even **energy management**.

A dependable video surveillance system from Eagle Eye Networks not only augments visibility into the daily operations of co-living properties but also significantly mitigates exposure to potential liabilities and unwarranted intrusions. This enhanced security provides existing residents with a heightened sense of tranquility and aids in drawing new residents, bolstered by the establishment's esteemed reputation for safety through the use of the **Eagle Eye Cloud VMS**.

Designed with adaptability in mind, Eagle Eye Networks' solutions are engineered to seamlessly integrate with existing technology. Whether opting for new cameras from a plethora of compatible manufacturers or retaining current analog cameras, integration is smooth. IT teams benefit from the convenience of **remote access and management**, allowing for effortless video footage capture of significant events. The system also offers the flexibility to add, modify, or remove users, granting **varying access levels**. Moreover, the user interface is designed for ease of navigation, even when dealing with **cameras dispersed across numerous co-living locations**.

With robust integrations from leading access control companies, users can view facility and perimeter activities from virtually anywhere, all within a single, intuitive interface.

Eagle Eye Networks' advanced video analytics arm co-living operators with tools to preemptively address issues such as vandalism and unauthorized access. The system's capabilities also extend to **monitoring traffic patterns** in high-traffic areas like building gates, front offices, or communal resident zones. The line-crossing analytic ensures that vulnerable areas are monitored meticulously after operational hours. Furthermore, real-time alerts notify administrators if someone enters a restricted zone or if the cameras are tampered with, ensuring constant vigilance.

Eagle Eye Networks emerges as an essential partner for co-living spaces, delivering cutting-edge video solutions that enhance security, operational efficiency, and the overall resident experience.

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In summary, the complete technology platform for co-living is a harmonious integration of various cloud-native and **"As a Service" solutions**. Together, they offer an unparalleled blend of security, flexibility, and quality, setting a new benchmark for what co-living spaces can offer to residents.
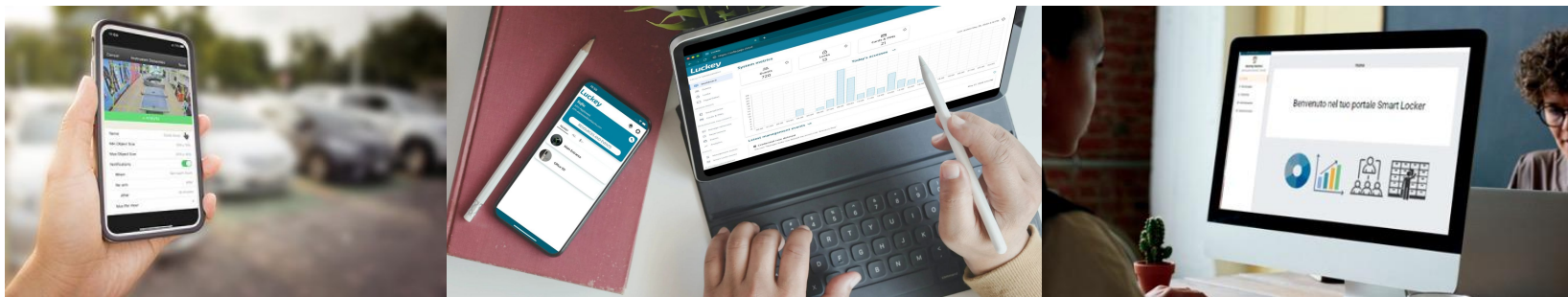
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Synergistic Benefits

Wifirst, Guglielmo, Sofia part of ISEO, and Eagle Eye Networks have established a collaborative relationship based on their 'as a service' model. This relationship is aimed not only at providing solutions but also fostering **long-term business development and partnership**.

The synergy among these companies is rooted in a shared focus on innovation. Together, they offer a platform that combines their individual strengths and expertise tailored for co-living environments. This platform provides **reliable connectivity**, **secure internet access**, **flexible access control**, and **efficient video surveillance**.

One notable feature of this combined offering is its adaptability. Built on principles of cloud technology and with a **commitment to customer support**, the platform is designed to integrate with other cloud-based systems. This ensures that the platform remains relevant and can adapt to changing technological landscapes.

In summary, the collaboration between Wifirst, Guglielmo, Sofia part of ISEO, and Eagle Eye Networks results in a cohesive technological solution for co-living spaces that balances current needs with future adaptability.

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Use Cases

In the rapidly evolving landscape of co-living spaces, it's not just about offering amenities, but ensuring they work in harmony to provide a **seamless and enriched experience for residents**. The integration of technologies offers unique capabilities that can transform the way co-living spaces operate and serve their residents. Here are some practical use cases that underscore the potential of these integrated solutions:

Integration with Client's CRM

One of the primary benefits of modern cloud-native solutions is their ability to seamlessly integrate at the software level.

Once a guest is registered in the co-living management system, a series of **automated processes** are set into motion. Access credentials for both physical spaces and WiFi are dispatched directly to the guest's smartphone, streamlining the onboarding process.

Access Control and Video Surveillance Integration

The combination of access control systems with advanced video surveillance offers more than just security. For coliving operators, this integration provides insights into **how residents utilize and interact within the building**. For instance, by analyzing footage with integrated AI capabilities, operators can discern which community spaces are most frequented and at what times.

Are there peak usage times for the gym? Which communal areas see the most interaction, and how do people engage in these spaces? Such **data-driven insights** can be invaluable for improving the current living environment and making informed design decisions for future developments. Moreover, the harmonization of these technologies ensures that the co-living space's tech infrastructure operates cohesively, optimizing the resident experience.

Event-Driven Video Surveillance

One of the standout capabilities of an integrated system is its ability to initiate actions based on specific events. With access control systems in place, any significant event – be it a door being accessed, an unauthorized entry attempt, or a system alert – can automatically trigger the video surveillance to begin recording. This ensures that there's **visual documentation** of any significant event, providing an added layer of security and clarity.

For coliving operators, this means having a dynamic system that proactively responds to events in real-time, allowing for **enhanced control over space** access and a comprehensive record of activities, all accessible remotely.

Sustainability

Cloud-native technologies provide an **efficient and eco-friendly approach** to operations, ensuring both operational efficiency and environmental responsibility.

Reduction in Material Usage

Traditional technological setups require a multitude of material components. By transitioning to cloud-native solutions, we **minimize the immediate environmental costs** linked with manufacturing and disposal, resulting in less e-waste.

Commitment to Ecological Transition

Digital technology is viewed as a significant facilitator for ecological change. Prioritizing research and development in sustainable operations leads to benefits like **a decrease in IT infrastructure costs by 80%**, simplified interface contracts, reduced carbon footprint, and enhanced network stability, ensuring resident and support team satisfaction.

Unified Network

The **unified network approach avoids redundant infrastructures** for each digital service, optimizing operational performance. Devices ranging from WiFi access points and smart TVs to cameras and smart building equipment all connect to a unified infrastructure. This setup allows coliving operators to maintain a state-of-the-art connected building, focusing on nurturing a vibrant community of residents.

Cost and Resource Efficiency

Cloud-based access control solutions offer numerous cost-saving advantages. **Virtualization and wireless solutions lead to a 75% reduction in installed hardware**. This not only accelerates system installation, but also **reduces labor costs**. Keyless operations further cut costs, especially when credentials are lost. PropTech technology allows devices to be reused, facilitating cost-effective system expansion.

Installation becomes smarter and more affordable. Smart locks are installed quicker and more effortlessly than traditional systems, reducing labor costs by up to 80%. Additionally, the absence of complex servers in cloud-native systems further cuts costs.

Energy Savings

Over a 10-year horizon, smart locks prove to be economically advantageous. Traditional locking systems, being wired, continuously use energy. In contrast, battery-operated smart locks only "wake up" when validating access, drastically cutting energy usage. Wired systems also demand specialized maintenance, while smart locks only necessitate standard battery replacements every 2-3 years. This simplicity results in an **energy cost saving of over 70%**.

Remote Operations

Maintenance and operational tasks can be performed remotely thanks to cloud-native solutions, reducing carbon emissions from travel and boosting operational efficiency. These virtual tools not only promote sustainability but also ensure uninterrupted service even in challenging conditions. By leveraging the power of the cloud, organizations can **dynamically scale resources based on demand**. Additionally, real-time data analytics aids in proactive problem-solving, further streamlining the remote operations process.

Conclusion

Modern co-living spaces stand at the intersection of community, convenience, and technology. As this white paper has detailed, there's an undeniable need for cutting-edge, secure, and flexible technological solutions to effectively cater to the unique demands of co-living environments.

We've delved deep into the transformative potential of cloud-native technologies, highlighting their security, scalability, flexibility, and the numerous benefits they bring, from cost savings to sustainability. Brands like Wifirst, Guglielmo, Sofia part of ISEO, and Eagle Eye Networks have emerged as industry leaders, offering comprehensive solutions that seamlessly integrate to ensure efficient operations and a premium resident experience.

Notably, the synergistic benefits of these technologies are hard to overstate. **From software-level integrations that auto-generate access credentials upon guest registration to the powerful convergence of access control and video surveillance, the possibilities are expansive**.

Furthermore, the focus on sustainability has been a recurrent theme. By embracing cloud-native technologies, we're not only streamlining operations and enhancing user experience but also making significant strides in reducing our environmental footprint. This aligns with the broader global narrative of adopting eco-friendly practices in every industry.

In essence, **the future of co-living is here, and it is digital, secure, flexible, and sustainable**. The integrated platform for co-living, discussed throughout this paper, showcases how innovation and resident-centric designs can redefine the way we perceive communal living.

If you're intrigued by the possibilities these technologies offer and wish to integrate them into your co-living space, or if you have any questions, **we invite you to get in touch**. Let's pave the way for a more connected, secure, and sustainable future for co-living together.

Wifirst

Founded in 2002, Wifirst is the European leader in managed WiFi for professionals. The Group is one of the pioneers of the "as a Service" connectivity model. It provides its customers a complete and tailor-made service including audit, design, deployment of high-quality WiFi networks (with full site coverage), connection of sites to the core network, supervision by AI, site maintenance and upgrades.

The digitalisation of companies has made WiFi critical for business use cases, and this scalable multiservice WiFi offer enables Wifirst to address the challenges of its customers' digital transformation: simplified management, a single point of contact, cost optimisation, increased quality of service and productivity, and an enhanced customer and employee experience.

Wifirst's offering is particularly deployed in the following markets: Hospitality, Retail, Corporate, Healthcare, Senior Living, Defence and Student Accommodation. The Group maintains long-term relationships with very loyal customers, based on multi-year contracts that provide high visibility and recurring revenues.

Wifirst is present in the United Kingdom, Spain, Italy and Germany and currently covers 29 countries with more than 200,000 WiFi terminals in operation covering 700,000 homes and 10,000 offices/points of sale, to which more than 3 million terminals connect each month.

In 2023, Wifirst joins the Next40: a program from the Ministry of Economy which identifies the most promising companies of the french tech ecosystem.

For more information: www.wifirst.it

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Sofia part of ISEO

Sofia part of ISEO is an innovative company that was founded in Milan in 2015 by a group of researchers from Politecnico di Milano. With a clear mission to revolutionize the concept of access control solutions, our goal is to provide flexible and adaptable solutions that meet the ever-evolving needs of the modern market.
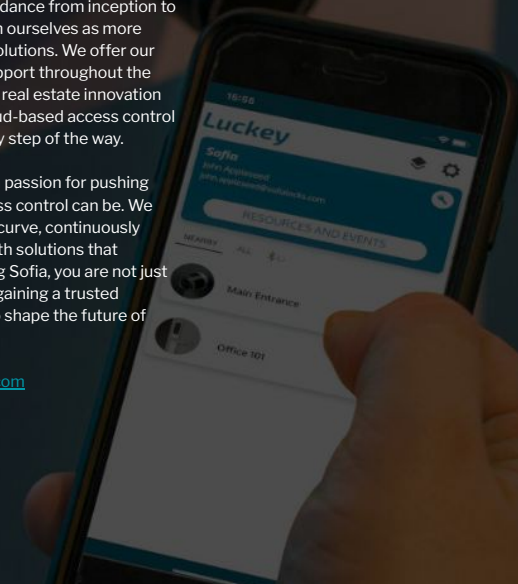
At Sofia, we believe that access control should no longer be seen as a static and rigid concept. Instead, we strive to create solutions that are dynamic, intelligent, and responsive. By leveraging the best available technology solutions, combining them with our extensive knowledge of software best practices, and continuously pushing the boundaries of innovation through our dedicated research team, we deliver access control products that are at the forefront of the industry.

Our track record speaks for itself. Sofia has already gained the trust and preference of numerous innovative organizations across Europe. We have successfully provided our cutting-edge access control solutions in countries such as France, Spain, the UK, Germany, and many more. Our commitment to delivering excellence and our ability to meet the unique requirements of each client have solidified our position as a trusted partner in the industry.

What sets us apart is not only our exceptional products but also our approach as a comprehensive partner to our clients. We understand that real estate innovation is a complex process that requires expertise and guidance from inception to implementation. That's why we position ourselves as more than just a provider of access control solutions. We offer our clients our knowledge, insights, and support throughout the entire journey. From the early stages of real estate innovation to the final provisioning of the best cloud-based access control solution as a service, we are there every step of the way.

At Sofia part of ISEO, we are driven by a passion for pushing boundaries and reimagining what access control can be. We are committed to staying ahead of the curve, continuously innovating, and providing our clients with solutions that surpass their expectations. By choosing Sofia, you are not just selecting a product or service; you are gaining a trusted partner who will collaborate with you to shape the future of access control.

For more information: www.sofialocks.com

Guglielmo

Guglielmo started its business in 2004 with the emergence of the first mobile wireless connectivity needs, dealing in particular with the management of Wi-Fi access on a geographical scale. In a short time the company acquired a leading role in Italy in the sector, and today has +30,000,000 registered users and handles millions of accesses each day. The name Guglielmo is an explicit homage of the founders to the Bolognese physicist Guglielmo Marconi, inventor of radio waves and father of telecommunications.

The company has always invested in Research and Development with a dedicated in-house team, and collaborates directly with some of Italy's leading universities. Research has generated some of the products currently on the market, patents and patent applications, as well as several academic publications of international interest in the field of new applications of wireless technology.

More recently, driven by the need to differentiate its core business, the company has become a major Technology Provider with a great capacity for organic development of new hardware and software products. In 2021 Guglielmo became an Innovative SME.

For more information: www.guglielmo.biz

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Eagle Eye Networks

Eagle Eye Networks is the global leader in cloud video surveillance, delivering cyber-secure, cloud-based video with artificial intelligence (AI) and analytics to make businesses more efficient and the world a safer place. Businesses of all sizes utilize the Eagle Eye Cloud VMS (video management system) to centralize their video surveillance and obtain better security and operations. Purpose built for the cloud and AI, the Eagle Eye Cloud VMS addresses customers' security and operational needs with unlimited scalability, simple usage-based subscription pricing, advanced analytics, integrated AI, and an open RESTful API platform delivering flexibility.

Eagle Eye sells through a global network of resellers and integrators. Founded in 2012, Eagle Eye is headquartered in Austin, Texas, with offices in Amsterdam, Bangalore, and Tokyo.

For more information: https://www.een.com

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