kontakt.io

Press Kit

Technology That Simply Works. Within Your Reach.

Kontakt.io Inc. is the industry leader in indoor location services and BLE beacons. Our mission is to help businesses tap into the value of indoor location and sensor data. We better connect people, locations, and things to increase customer satisfaction, save costs, and improve productivity and safety.We empower vertical business applications, with open standard APIs and AI-driven event streams to help enterprises accelerate through digital transformation. To our location-aware technology partners, we offer fleet management software, location and condition services, beacons, and gateways to help them focus on core innovation, reducing time to market and costs.Today, we serve over 2,000 customers across diverse sizes and industries, from transportation and logistics to manufacturing, healthcare, airports, governments, and public spaces. We strive to delight people and make a real difference in the world wherever possible by providing an enterprise-tailored software solution scaled to the internet.

Contents

Intro to Location Technology, Beacons & IoT

Internet of Things

The Internet of Things (IoT) is the global network of physical devices connected digitally. Wearables, windmills, nearly anything you can think of can be added to this network. Location services are an increasingly crucial part of the IoT as they add an extra dimension (physical proximity). This data can allow the IoT and smart technologies to be more context-aware and gather better data.

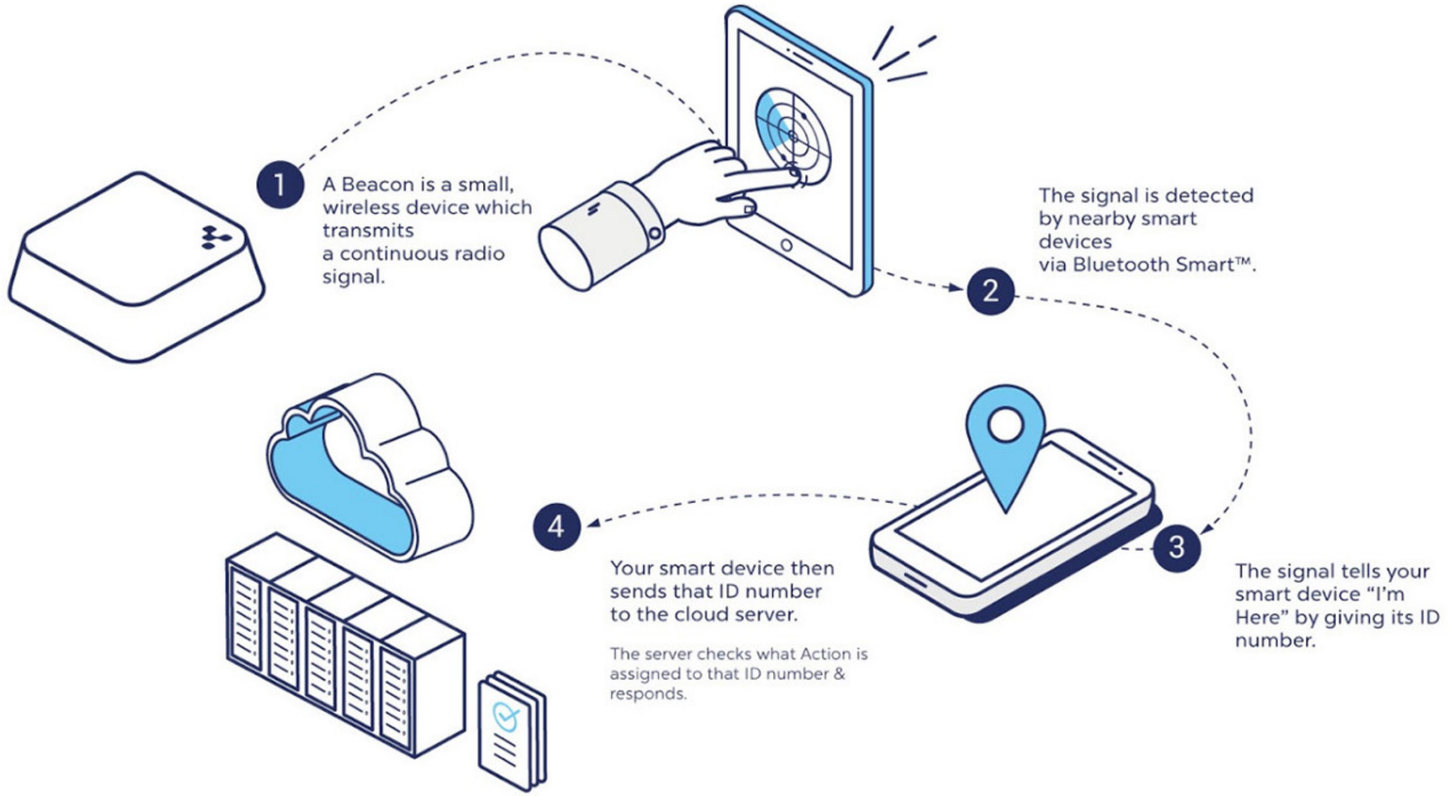
Tags

A Bluetooth Low Energy (BLE) tag is a special type of a beacon that is designed to be on the move and usually has built-in sensors. When its signal is picked up by a receiving device — such as a BLE gateway or a smartphone — it provides information about its location, performance, and environmental conditions. Attached to objects or carried by people, tags enable a whole range of people safety, asset tracking, and condition monitoring use cases for supply chain, healthcare, and public spaces.

Beacons

A Bluetooth beacon is a small wireless device that works based on Bluetooth Low Energy. It's kind of like a lighthouse: it repeatedly transmits a constant signal that other devices can see. Instead of emitting visible light, though, it broadcasts a radio signal that is made up of a combination of letters and numbers transmitted on short, regular intervals. A Bluetooth-equipped device like a smartphone, gateway, or access point can "see" a beacon once its in range, much like sailors looking for a lighthouse to know where they are.

How it works?


1
A Beacon is a small, wireless device which transmits a continuous radio signal.
2
The signal is detected by nearby smart devices via Bluetooth Smart™.
3
The signal tells your smart device “I’m Here” by giving its ID number.
4
Your smart device then sends that ID number to the cloud server.
The server checks what Action is assigned to that ID number & responds.

Our mission is to better connect people, locations and things to increase customer satisfaction, save costs, and improve productivity and safety.

Beacons, Tags, Gateways

Stationary Beacons

Portal Beam

Packed with 8-core CPU with a Neural Network architected silicon, BLE, IR, and nine different sensors, Portal Beam is the most advanced IoT device we've ever built. It helps you understand how people occupy building, rooms, spaces without infringing on privacy. Portal Beam makes sure everything is running smoothly 24/7 (for more than 4 years running on batteries), monitoring temperature, humidity, carbon dioxide, light, motion, and air quality to provide safer and healthier workplace, reduce the building carbon footprint, and improve employee experience.

Anchor Beacon 2

The BLE beacon leader for wayfinding and indoor navigation use cases. Anchor Beacon 2 helps to optimize campus and school spaces, improve visitor experience, and enhance safety. With the new Nordic Semiconductor nRF52832 chip, it can provide over 8 years of battery life (on the interval Tx power: 3; interval: 1 second). Anchor Beacon 2 comes with a battery separator so that you can activate it when deploying your infrastructure.

Beacons, Tags, Gateways

Asset and People Tracking Tags

Nano Tag

The world's smallest BLE beacon, and the first disposable wearable tag - to solve for worker safety, patient and visitor experience use cases for the healthcare, hospitality and events industries. This amazingly small and waterproof (IP67) device measures just 0.9 in (23 mm) x 0.7 in x 0.3 in (5.3mm) and only weighs 0.07 oz (2g). The Nano Tag is powered by a Silver Oxide, non-toxic battery which provides up to three months of battery life transmitting once every second (1Hz), extendable to a full operating year at a slower location update rate.

Smart Badge

Smart Badge turns andy standard ISO ID cards into powerful one by simply sliding your card inside the badge. Equipped with an IR receiver signal that doesn't penetrate the walls allowing for room-level granular accuracy. Thanks to two programmable call buttons, red and blue, Smart Badge is an effective response to staff duress situations possible.

Asset Tag 2

Track assets with room-level accuracy. Asset Tag 2 is equipped with LEDs and two programmable buttons that let you trigger various events based on the press of the button. It helps you to quickly locate any tracked asset so that you can understand its flow and movement. It can last up to 8 years (Tx power 3; interval: 1 second; IR disabled).

Beacons, Tags, Gateways

Gateways

Portal Light

Bluetooth beacons aren’t just about the tags. They’re about infrastructure. Portal Light is the device you need to turn a handful of beacons into an automated machine. Its constant scanning is your connection

3rd Party Gateway Integrations

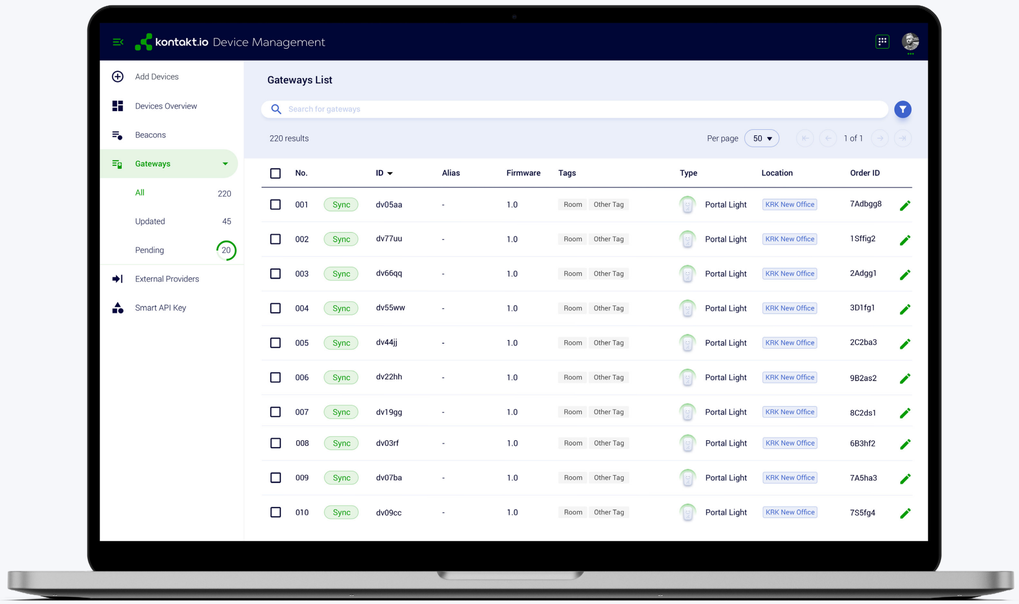
Kontakt.io has also integrated with market-leading access point providers. The depth of integration varies partner by partner, but all integrations are able to power asset and people tracking end-to-end solution modules. Being able to leverage existing APinfrastructure removes the need of installing parallel Gateway infrastructure, thus greatly reducing the total cost of ownership (TCO) and simpifying go-to-market (G2) for Simon Analytics Platform.

Kio Cloud

IoT Device Management

Onboarding | Provisioning | Managing | Security

The Kontakt.io IoT Device Management cloud helps reduce time to market, providing enterprises with a comprehensive toolbox for IoT network management and monitoring.



Learn more

Minimize time, complexity, and cost spent managing thousands of Bluetooth devices

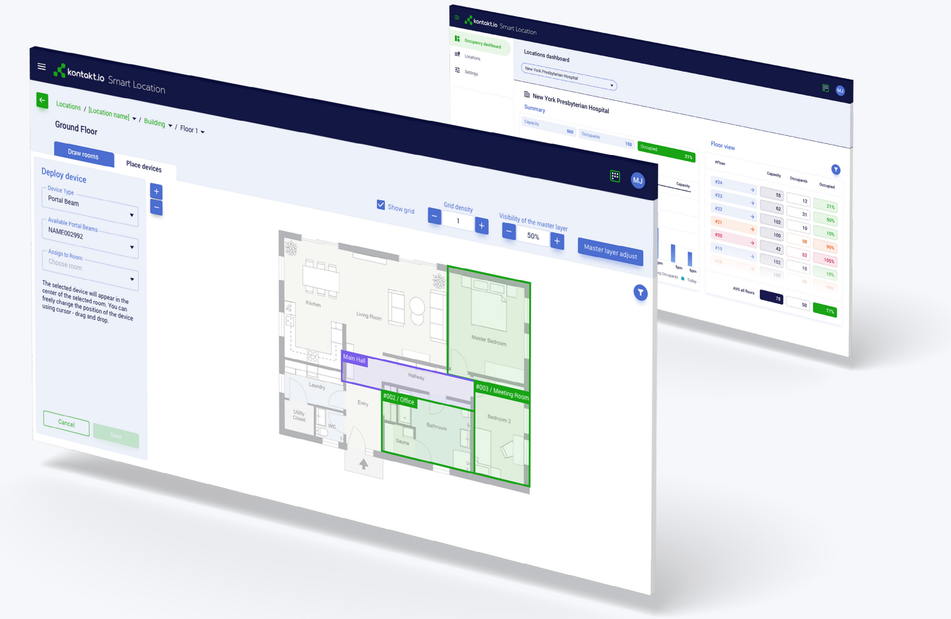
Create rules to notify you about deployment issues that require your attention

Prevent successful attacks on devices, data, and applications

Create virtual representations of your beacons on a map for easier maintenance.

Kio Cloud

Location & Occupancy Services



Powered by machine learning, Kio Cloud is evaluating billions of building signals in near real time to help apps deliver business outcomes.

Interpolating multi-sourced IoT signals, Kio Cloud computes and persists spaces and tagged objects, recording room metadata such as in-room tagged entities, locations, occupancy changes and environmental telemetry. Rather than outputting raw coordinates, Kio Cloud provides users with event streams which provide only relevant and useful information for applications that can benefit from subscribing to such streams.

Learn more

Virtualizing buildings as a grid system of rooms and pathways, Kio Cloud APIs deliver room and workspace resolution without resorting two coordinates

Using information from access points, wayfinding beacons, occupancy sensors and more, Kio location services are designed for accuracy without requiring additional investment in network devices

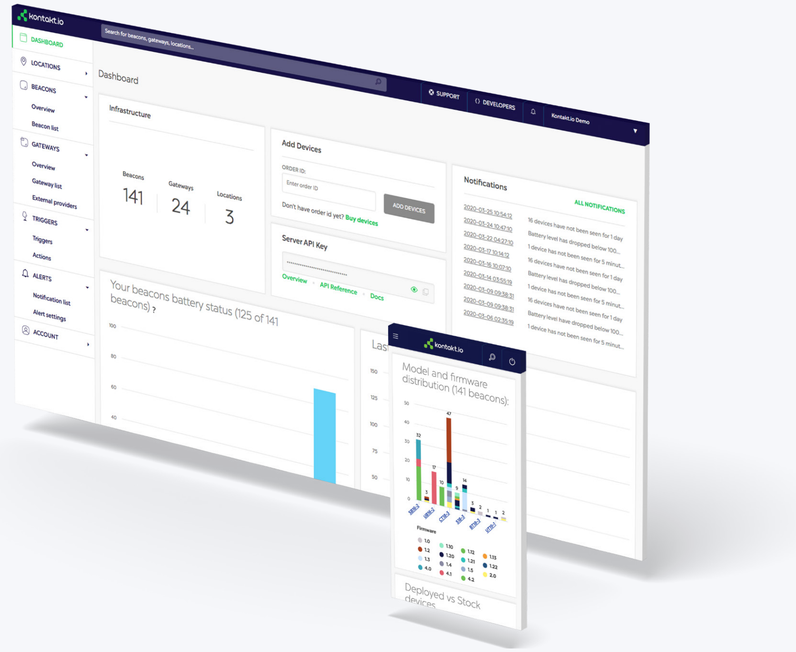
Powerful policy foundry analyzes location and telemetry data on-the-stream, to output only those events that applications care about

Kio Cloud

Connectivity & Firmware SDK

For other IoT makers and for users that want more control: BLE device firmware, connectivity libraries and mobile SDKs under license

Create and onboard third-party devices to the Kontakt.io Kio Cloud Platform facilitating countless new business cases at lower cost. Once the firmware is integrated into the 3rd-party device, a unified device-to-API management and location and sensor stream layer provides seamless communication between the device and the Kontakt.io KIO Cloud Platform.



Learn more

Accelerate time to market and reduce R&D costs & Convert your business to benefit from IoT network

Seamlessly connect your device to 3rd Party Gateway and Access Points providers

Customer Success Stories

PostNL

250,000 BLE roll-cage tags improve the efficiency of postal services

Every weekday, PostNL delivers 1.1 million parcels and 8.1 million letters throughout the Benelux nations, utilizing more than 250,000 ULDs in its internal supply chain operation. Driving a multi-vendor IoT architecture, the PostNL project team was able to design the seamless flow of information from a beacon attached to a ULD in the field, through various mobile, access points and other gateways, to the cloud where it is processed and analyzed.

Kontakt.io and PostNL worked together to design an optimal tagging solution, providing previously unmatched service-free field life and connectivity performance. By attaching a motion-sensitive beaconing device to each ULD, PostNL is now able to track the location of the load unit, since it is associated with the truck or facility where it was delivered. Roll-cage journeys between customers and depots can now be planned more efficiently. Turnover speeds can also be increased due to faster identification of where the roll containers can best be used. On top of greater cost efficiency, there are environmental gains thanks to less empty space during transport.

“We went through a vendor selection process, identifying the leading companies and products that met our project settings. But when we started work, we knew we had to optimize the solution to our unique operating needs,” said Sander Heije, Product Owner of IoT. “The Kontakt.io team in Europe responded quickly and through a process of iteration and testing, we were able to start tagging our fleet of ULDs on schedule and move from a vision to a working solution we can use in our everyday operation,”

Sander Heije
Product Owner of IoT

Customer Success Stories

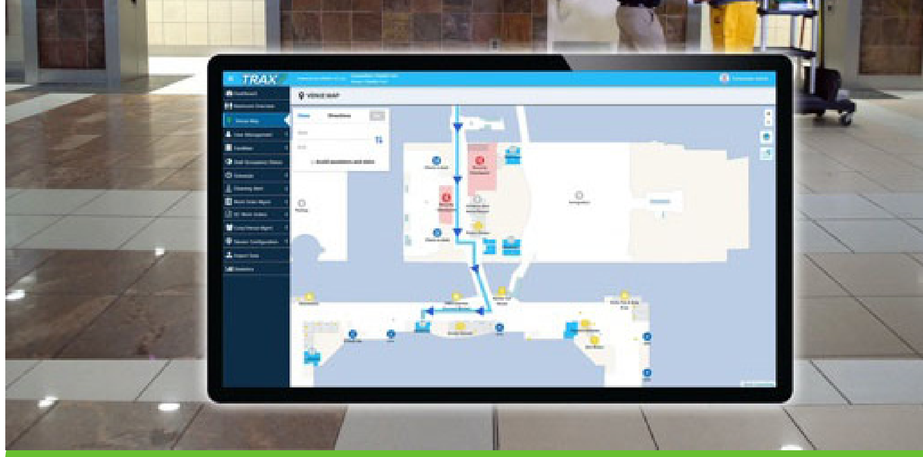
TRAX Analytics
Restroom Maintenance in Major American Airports

The degree of cleanliness in restrooms in large public spaces may not be the first use case that comes to mind when considering how to leverage location data, but that's exactly what created the opportunity for TRAX. They recognized that, while restroom cleanliness is consistently ranked highly among the factors that patrons consider when evaluating their visit, tools for applying business intelligence to this aspect of facility management were lacking.

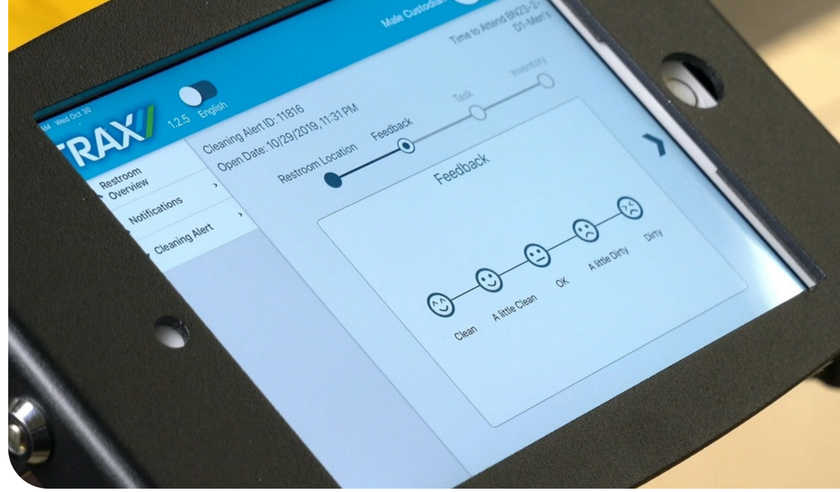
Enhancing the customer experience is more than a buzzphrase, it's a real challenge for, to pick an example, airports that want to use their small window of opportunity to impress visitors. Realizing that restrooms were a pivotal point in that window of opportunity, TRAX created their Smart Restroom platform to make it easier for management to remotely track the status of these areas spread throughout very large buildings.

When creating the platform, the goal was to use location data to provide real-time visibility into the status of restrooms and general custodial operations along with historical data to inform deeper analyses of patterns, needs and resource allocation. The data tracking visitor traffic would be gathered through the use of smart hand-washing dispensers, throughput monitoring, staff location and more.

To complete their vision of Smart Restroom, TRAX turned to Kontakt.io for their Smart Beacons and Card Tags (new Smart Badges). Together, they created digital twins of tracked assets and used access to a Device Management subscription to be able to securely and efficiently manage the entire beacon infrastructure that is the backbone of the TRAX solution.



"Just like Kontakt.io, TRAX Analytics is committed to providing quality products," said Pat Trevino, director of business development for TRAX Analytics. "Our use of Kontakt.io beacons, badges and Infrastructure Management allows our clients to monitor staff activity and performance while using real-time information to make better, data-driven decisions."



How The Solution Works

Kontakt.io beacons track staff locations through the venue and are installed in various configurations in restrooms, depending on the size and layout.

The beacons register when custodial staff are in or near a restroom and that data is collected and accessible in a single interface. Alerts can be sent to supervisory staff when the cleaning process has begun and, depending on the dwell time registered, completed and uncompleted servicing of restrooms also catalogued.

With Smart Restroom, facility management can respond to cleaning requests immediately and assign the nearest staff, all remotely. Scheduled cleanings can be verified and supplemented as needed with on-demand assignments.
TRAX has found an enthusiastic reception for their Smart Restroom platform across a number of venue types. The Houston Airport System, which includes George Bush Intercontinental Airport (IAH) and its 30m+ yearly passengers, was an early adopter. Now, a combined seventy-eight restroom facilities are better maintained and staff is more easily utilized and adapted to heavy traffic times.

It didn't take long for the news of the success of the implementation of Smart Restroom to circulate among those in the industry. Projects are already in various stages of completion at airports in Dallas (DFW) and in the busiest airport in terms of passenger traffic in the world, Hartsfield Jackson Atlanta International Airport (ATL) in TRAX's backyard of Atlanta, Georgia.

Customer Success Stories

SBB

In 2018, SBB FreeSurf was developed as an alternative to WiFi due to high costs and a long time to market in order to meet customer demand for free internet on trains. With this project, SBB is building on the tried-and-tested mobile network strategy to offer a solution that is highly stable and free of charge, in contrast to services offered by railways elsewhere.

The solution is based on BLE (Bluetooth Low Energy) beacon technology and a mobile app. About 2,500 long-distance vehicles are equipped with Beacon Pros from Kontakt.io to support it.

Thanks to the two to five beacons installed in each coach, passenger mobile phones can be localized. The duration of time that the customer surfs the internet is recorded by means of an app that communicates with the Beacon Pro via Bluetooth. SBB will then bear the costs of the data volume for this time period. Customers from five Swiss mobile network providers can benefit from the solution, which provides coverage for over 90% of the mobile network market in Switzerland. Given its novelty, SBB has initiated a patent application for the project.

Thanks to beacon technology, additional customer services can be launched, providing added value for passengers and enabling SBB to optimise quality on several levels.

Customer Success Stories

Linde Willenbrock

Linde Willenbock, a specialized subsidiary of Linde, handles or sells about 2,700 custom forklifts a year. The customization takes the form of the addition of various attachments and enhancements that can better suit the forklifts to operate in a variety of industrial and warehousing workplaces. This process, together with other considerations related to safety and ergonomic issues, has helped to establish Linde Willenbrock as a key partner in improving overall efficiency among its clients.

However, the very nature of producing individually customized forklifts presents its own logistical and organizational challenges. Every order has its own unique specifications, with different parts, staff and processes involved. Furthermore, coordinating this production on the scale of Linde Willenbock's operations—fifty fully-assembled forklifts a week—magnified any inefficiencies in the journey from start to finish.

Willenbrock began to encounter issues related to operating under a paper-based system, where the entire order process was documented manually. Search times for parts and a lack of transparency into production and supply chains became an issue. Operational efficiency began to suffer and gains in throughput proved to be more difficult to achieve. Add to this the fact that Linde Willenbock's work is spread over two facilities, in Hannover and Bremen, and the need to digitize workflows became transparen

That's when Linde Willenbrock turned to Kontakt.io. With Kontakt.io application, insights into order statuses and item locations helped to transform Linde Willenbrock's operations. Their initial estimates show that they're now saving significant amounts of time when searching for items and parts but the real impact has been in the way that orders are processed.

Previously, the order processing team received the order and then informed the logistics team about the components that would be needed to fulfill it. Then, once the components arrived, the assembly process started with a worker going to find the forklift to be customized, which could take up to half an hour without real-time location capabilities. Instead, each forklift had to be checked and compared to the order form—maybe it was the first one checked, maybe the last. When the right forklift was found, it was time to repeat the process, only this time with the components needed for customization.

Now, with Kontakt.io solutions, everything is monitored and tracked in real time. Everyone involved is notified of new orders, and the search & find application directs workers straight to the forklift they need and the parts that will be added to it. No more searching through the entire inventory, looking for a particular piece, no more wasted time and no unnecessary delays in getting orders started.

Using Kontakt.io, Willenbrock can track the status of a particular order, see what stage it's in and what's left to do and use the analytics to better understand workflows and identify issues before they have the potential to delay production. Want to learn more about how Kontakt.io application can improve your decision making and transform your industry?

"Kontakt.io's asset tracking application has tremendous potential to change our business operations. It's having a direct impact on our costs and, even more importantly, it allows us to deliver the best possible customer service."

Ulrike Meyer
CIDO, Linde Willenbrock

Kontakt.io Executive Team

Philipp von Gilsa

CEO

Philipp von Gilsa is the CEO of Kontakt.io. He believes the Internet-of-Things (IoT) is not about technology but about people and aspired business outcomes. He strives to reduce complexities and simplify technology so that everybody can benefit from it, ultimately making the world a better place. Achieving this, he builds people-driven organizations and systems that last.

Philipp was a Country Manager for Rocket Internet in Paris, held analyst positions at J.P.Morgan, and holds two Master's degrees in Public Administration and History from the London School of Economics and Beijing University that can benefit from subscribing to such streams.

Kontakt.io Executive Team

Łukasz Szelejewski

CTO

Lukasz has over 10 years of experience in the field of hardware. Prior to joining Kontakt.io Lukasz worked at Motorola as a Software Engr. where he gained his R&D expertise. Looking for a more independent and challenging environment, he decided to abandon the corporate world and join K.io. Starting as Senior Embedded Engineer Lukasz soon became Head of Hardware and responsible for R&D projects. Under his supervision K.io released i.a. Tough Beacon, Beacon, Card Beacon and Beacon Pro.

Rom Eizenberg

Chief Revenue Officer

Rom Eizenberg is the Chief Revenue Officer of Kontakt.io and an industry veteran with over 18 years of experience gained in fields from industrial IoT to smart healthcare. Prior to joining Kontakt.io he led go-to-market and growth strategies in major global IoT industries. He is now guiding the rapid market expansion of Kontakt.io while shaping / leading their solution portfolio to help their customers deliver an immediate positive impact on workplace safety and efficiency

Kontakt.io Executive Team

Szymon Niemczura

Co-founder, Board Member

Szymon Niemczura is the co-founder and CEO of Kontakt.io. A believer in the transformative power of technology, he hopes not only to digitalize the physical world with Bluetooth beacons but to establish strong relationships with inspired thinkers in the IoT space. He is a graduate of Business & Financial Management from National Louis University and co-founded CodeWise.

Dr Max Niederhofer

Board Member

Max is a partner at Sunstone Capital, focusing on internet and mobile investments. He joined Sunstone from Accel Partners where he was a Vice President in the firm's London office. Previously, Max started and sold Qwerly, a data marketing business, and was a Principal at Atlas Venture, where he worked with companies such as DailyMotion, Seatwave and Moo. His personal investments include Last.fm (sold to CBS), OneFineStay, Skimlinks, Boticca, Fliptop and Sofar Sounds. Max holds a PhD in management science from WHU in Germany.

Kontakt.io Executive Team

Ewout Mante

Strategy Advisor

Ewout has 20 years of experience in AI, machine learning, and connected devices. Currently, he works as an independent consultant for startups, investors, and large corporations. His career started at McKinsey. Subsequently, he acquired operating skills during his 15 years in Silicon Valley. He has a multi- functional background that includes product management, strategy, finance, operations, business development, and M&A. He was trained at Imperial College, Harvard, & MIT.

Jan Habermann

Board Member

Jan is an investor and a partner of Czech Credo Ventures. Before his engagement in venture capital he co-founded and operated several companies. In 2003 a software development company he started and managed, Acron Communications, was acquired by a strategic investor and Jan became fascinated by M&A transactions and private equity investments. Since then he has completed several M&A projects as an advisor representing both buyers and sellers. He has also completed several venture capital investments working as an Investment Director at MCI Management. Jan graduated from the University of Economics in Prague where he specialized in financial management, accounting and business combinations

Check our whitepapers

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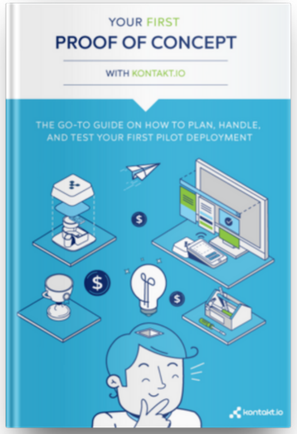

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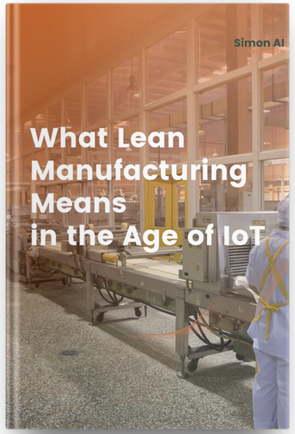

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Let’ s talk about the future of IoT!
Contact us at **pr@kontakt.io**

Read what our customer are saying

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