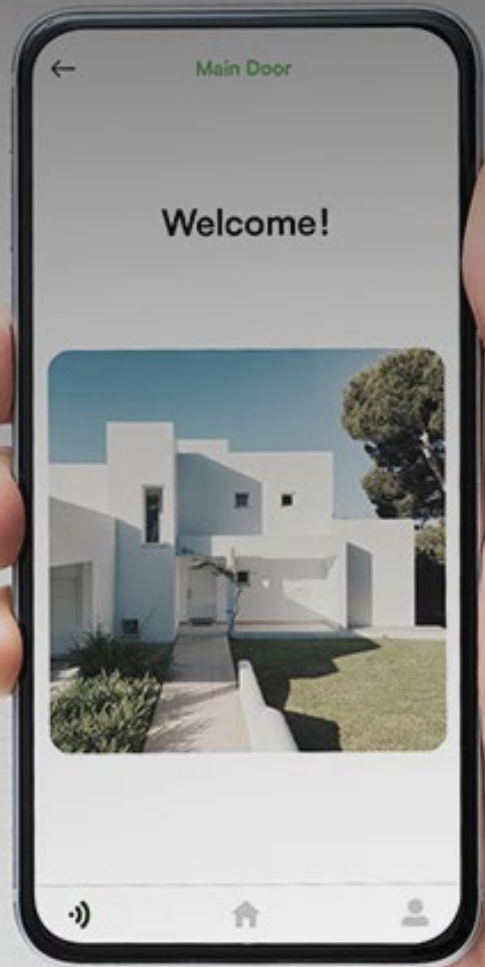


Kindoo Reseller Partner Program

Access the Future



Become a Kindoo Reseller

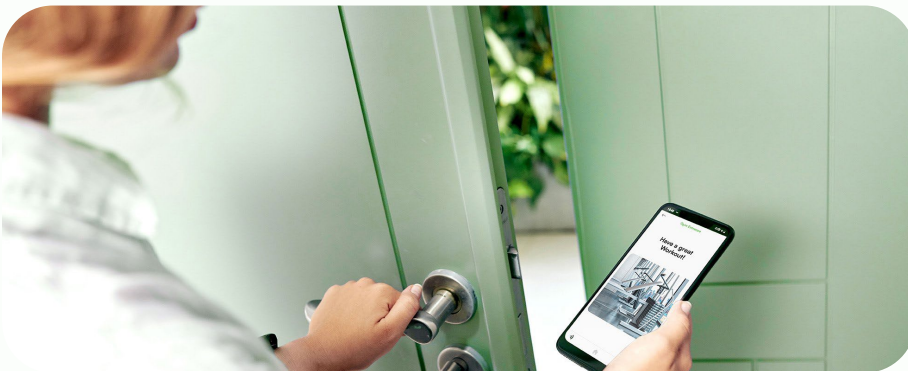
Set a New Course for Future Growth

Kindoo makes access control easy, more efficient, and highly affordable — removing longstanding barriers of entry to modern access control. This presents an extremely attractive value proposition for a select network of security systems integrators and installing dealers who are looking to increase revenues with existing and new customers.



A Stronger, Better Value Proposition to Cultivate New Business

Kindoo puts modern access control at your customers' fingertips without the cost and complexity of traditional access control platforms. Kindoo combines the latest in smartphone credentialing and Cloud-based access management, eliminating the need for expensive physical credentials and on-site network IT expertise. More so, Kindoo is compatible with ANY electronic lock, gate, turnstile, or security entrance, making it easier than ever to implement cost-efficient, advanced access control.



Unique Kindoo Sales Model for Sustained Profitability

Our unique sales model delivers three distinct avenues for sustained growth and profitability.

1. You'll earn strong margins on every piece of Kindoo hardware you sell and install, as well as commission on every Kindoo user seat purchased for use at the sites you installed.
2. Your customers can purchase monthly or permanent licenses for the user seats you installed at prices you set. Profits from the purchase of user seats are automatically credited to your Kindoo partner account which can be managed and monitored through the Kindoo partner portal.
3. Kindoo sites can infinitely scale with additional doors and users. As your customers expand their system, you will earn passive, recurring revenue from user seat purchases. Profits from Kindoo user seats purchased within a site will always go to the partner who initially installed the site. This represents a great opportunity for long-term sales and profit generation.

Expand Business with New and Existing Customers

Facilities and residential property owners forego the proven protections of electronic access control for numerous reasons. Costs related to exorbitant licensing fees, physical credentials and their ongoing management requirements, plus the cost for access control panels, locking devices and their installation are longstanding reasons. Yet the desire to improve security remains a high priority.

Kindoo makes modern access control easy and affordable for a broader range of potential customers, providing resellers with greater opportunities to increase sales and profits. Existing access control customers will also welcome the ability to easily scale and enhance their existing access system with smartphone credentialing and the ability to easily and economically add an infinite number of doors to their system at any location — without the need to add any new wiring.

How it Compares to Traditional Access Control Systems

Feature	kindoo®	Card	Fob	Biometric
Ease of Installation	●●●	●●○	●●○	●○○
Cost of Operation	●●●	●○○	○○○	●●○
Scalability	●●●	●●○	●●○	●○○
Setup Cost	●●●	●●○	●○○	●●○
Fraud Prevention	●●●	○○○	●○○	●●●
Remote Management	●●●	●●○	●●○	●○○
Onboarding Speed	●●●	●●○	●●○	●○○

Installations Made Fast and Easy

The secret is simplicity.

Kindoo offers a full access control ecosystem of products and innovative devices, including:

For use with existing electronic locks

Elevators
Turnstiles
Gates
Doors

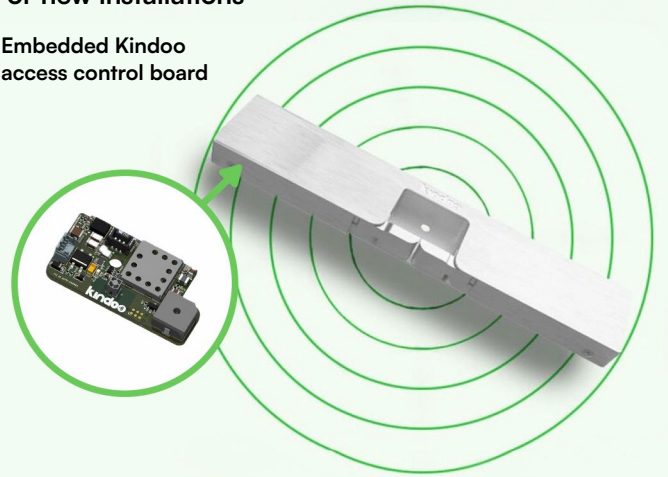


Kindoo Actuator

- Compact Bluetooth enabled device that easily interfaces with ANY existing electronic locking device
- Utilizes power from the host locking device
- Eliminates the need for a local power supply
- No internet connection required

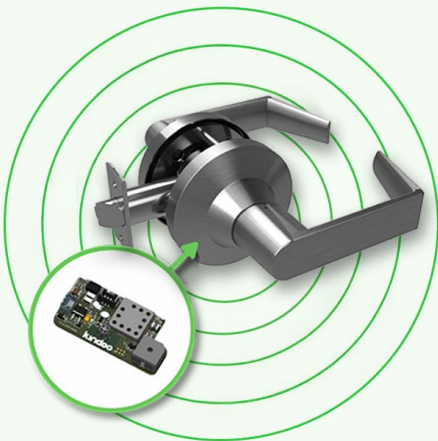
For new installations

Embedded Kindoo
access control board



Kindoo Surface Mounted Strikes (battery operated or wired)

- Designed for access sites with crash bars
- Easily installs on conventional door frames, making setup fast and seamless
- Preconfigured with embedded Kindoo access control boards
- Available in battery operated and wired configurations



Kindoo Handle

- Drops into existing handle preps with no rewiring or new holes
- Works with standard ANSI 161 door prep with 4 7/8" strike (designed to meet ANSI Grade 1 and UL 10C standards)
- 2 × CR123 commercially available batteries support 10 years of battery life based on 10 unlocks a day
- Vandalism-resistant durability: Full stainless steel construction with no exposed electronics—built for high-traffic, long-term reliability



Kindoo Smartphone App

- Used to set-up customer sites, hardware, and define entry points
- Allows system administrator(s) and site managers to remotely manage users, access permissions, set schedules, review logs and analytics
- Provides system administrators/users with the ability to purchase Kindoo licenses according to their needs
- Used by end users to securely unlock entry points according to their access permissions



At The Access Point



Kindoo Surface Mounted Strikes
Battery operated or wired configurations

or



Kindoo Actuator
For existing electronic locking devices

or



Kindoo Handle
Battery powered with integrated access control

Setup. Control. Manage.



Kindoo App



No Access Control Panel
Not required

Leveraging the Cloud

Kindoo access control products leverage the Cloud to deliver modern access control features and capabilities typically reserved for large enterprise-level systems. Our highly cost-effective Software as a Service (SaaS) Cloud platform further contributes to the overall efficiency of the Kindoo solution.

Kindoo Cloud advantages include:

- Advanced access rules, permissions, and custom schedules
- Detailed reports and audit logs for forensics and compliance
- Remote access and management for all onboarding and offboarding functions
- Infinite scalability over multiple locations
- Open platform integration with existing access and related systems
- Reduced overall hosting and IT management expenses
- And so much more



It All Adds Up to a Better Bottom Line

A highly effective and affordable mobile access solution for both small and medium-sized businesses (SMBs) and enterprise customers. The Kindoo partner portal allows you to:

- Set your own pricing for Kindoo user seats
- Purchase Kindoo products and licenses at discounted prices
- Access all Kindoo documentation and sales materials
- Receive real-time monitoring of user seat revenues
- Request a cash out for your user seat revenues



And We'll Help Make You Successful!

We fully understand the true meaning of the word “partner” and we’ll provide real support to help ensure our partnership is mutually successful, including:

- Demo kits
- Training videos and materials
- Sales playbook
- Product sheets and brochures
- User testimonials and vertical/application use cases
- Reseller protection/project registration
- Special partner pricing

Let's Get the Conversation Started

If you're a forward-looking physical security installing dealer, send us some info to see if we're the right fit for one another in your sales coverage area. This ensures we are working towards the same equitable goals without competition from within.

To get the process started, visit our **Reseller Partner Page** at www.kindoo.tech

