Trusted Protect Procurement

UniScore Report

Q4 2022

ACCESS CONTROL

Trusted Protect Procurement

unissu®

Trusted Protect Procurement

Keep an eye on the companies and people making a splash in Access Control on unissu.com

And when you are ready to buy a solution, our market-leading procurement service will reach out to all of these companies - and hundreds of other Access Control solution providers.

Join us today - for FREE!

Sign Up

Used By

Allianz (ⅲ)   CBRE   PGIM   Legal & General
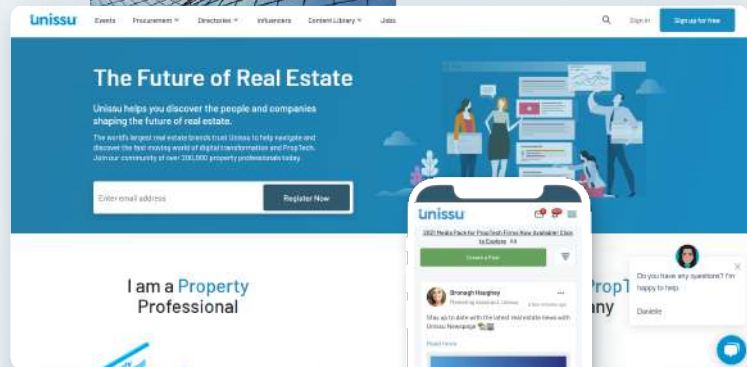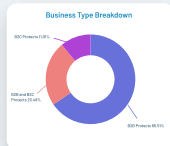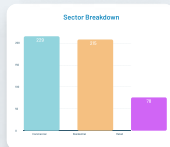
Eddie Holmes
CEO, Unissu

Our Uniscore Reports apply Unissu's unique data about Protect vendors and how our users interact with them to help you identify and select the right solutions for your business.

This edition is our Q4 2022 report covering Access Control. To help you understand these companies and the wider market for Access Control solutions, we've added a range of new data points and insights.

By appraising yourself of these companies, you'll have a good idea of the key players, their features and use cases, and be in a stronger position to make smart purchasing decisions.

Funding

The top 20 firms in our Access Control ranking have raised almost $476m between them. This doesn't include the funds raised by Lane and OfficeApp pre-acquisition.

Methodology

We apply our unique algorithm to the proprietary insights derived from how our Unissu users engage with Protect companies, people and topics, to produce weight adjusted rankings of matching vendors. In addition to analysing how the market is interacting with itself, we also layer a range of data points about vendors including their age, funding history, team size and many others to generate a holistic understanding of each firm.

WINNER

SmartRent

SmartRent is bringing smart home automation to property managers and renters. Whether you develop, own or manage multifamily communities, our platform enables you to control all the smart devices in your properties. Property managers can monitor all vacant unit activity and remotely control door locks, thermostats, cameras, lights and hundreds of other smart devices. When a unit is filled, the residents can seamlessly control their smart devices through our app, giving them an unparalleled resident experience.

Our smart home products and solutions were conceptualised, innovated and built by former multifamily operators to maximise efficiency, increase convenience, oversee asset protection and more, all from one dashboard. From self-guided tours to parking management and access control, SmartRent's integrations, partnerships and purpose-built solutions provide endless options for owners and developers to create a customised automation platform that works for them. Our cloud-based access control system provides hands-free access solutions to address communities current needs while ensuring scalability for the future.

Alloy Access is a frictionless platform that can be utilised to protect communities and assets through the use of control panels, smart access locks and intercoms, with integrations to property management software and customer relationship platforms to keep data in one place. Combining Alloy Access with our other smart home products provides customers the ability to create a truly connected community.

Number Of Products:	2
Company Size:	501–1,000
Last Funding:	Post-IPO Equity
Operating Markets:	United States

Company Profile →

The Team

CJ Edmonds
Chief Revenue Officer

Muir Baxter
Sales Director

#	Company	Country	Year Founded	Amount Raised	Position Change
1	SmartRent	United States	2017	$256.5M	▶ 0
2	proxyclick	Belgium	2009	$18.5M	▶ 0
3	brivo.	United States	1999	–	▶ 0
4	ButterflyMX	United States	2015	–	New Entry
5	DOORDECK	United Kingdom	2015	–	▼ -1
6	Homebase	United States	2016	$500k	▼ -1
7	sofia	Italy	2015	–	▲ +1
8	COSINE LABS	India	2016	–	▼ -2
9	SALTO	Spain	2001	–	▼ -2
10	UNIKEY	United States	2010	$17.9M	▼ -1
11	INVIXIUM	Canada	2012	$13.1M	▶ 0
12	Standard Access	Ireland	2014	–	▶ 0
13	telcred	Sweden	2009	$516k	▶ 0
14	10Tacie	Singapore	2019	–	▲ +2
15	AMIDO	Sweden	2008	–	▶ 0
16	DIGITAL KEYS	Australia	2015	$104.8k	▲ +1
17	kisi	United States	2014	$1.5M	▲ +2
18	TLJ access control	United Kingdom	2009	–	New Entry
19	2N	Czech Republic	1991	–	▶ 0
20	BEKEY	Denmark	2008	–	New Entry

Buy Protect with Unissu

- Trusted by global real estate firms to identify and select technology providers
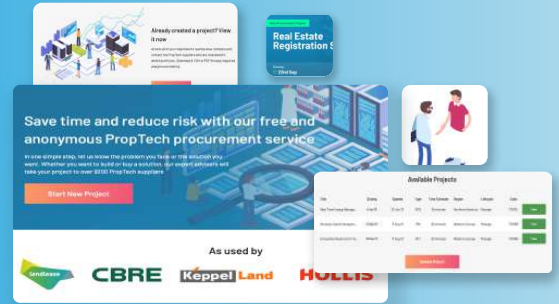
2ND PLACE

Operating Markets:
Belgium

Proxyclick is trusted by top companies like L'Oreal, Airbnb, and Audi to create a visitor management experience that matches their enterprise needs.
Proxyclick allows you to manage visitors globally, while retaining the flexibility to act locally. We're pleased to be the premier dedicated visitor management system on the market, covering over 30 languages. We're here to help you scale, so provide the largest set of integrations of any VMS - access control systems, Wi-Fi providers, meeting room management platforms, and communication tools.

Number Of Products:	1
Company Size:	51-200
Last Funding:	Series B

Company Profile →

Ioana Petricean
Marketing Communications Manager

Christina Tubb
Regional Manager

3RD PLACE

Operating Market:
USA +54 More

Brivo is the global leader in mobile, cloud-based access control for commercial real estate, multifamily residential, and large distributed enterprises. Our comprehensive product ecosystem and open API provide businesses with powerful digital tools to increase security automation, elevate employee and tenant experience, and improve the safety of all people and assets in the built environment.

Number Of Products:	6
Company Size:	51-100
Last Funding:	—

Company Profile →

Steve Van Till
Chief Executive Officer

4TH PLACE

Operating Market:
USA

ButterflyMX is your complete property access solution, providing a secure, convenient, and affordable way to manage and grant access on the go. Empower your tenants and building staff to open doors, gates, and elevators with a smartphone and ensure they never miss a visitor or delivery. Enjoy easy installation and cut costs by eliminating building wiring and in-unit hardware, and save time by integrating with popular access control and property management systems.

Number Of Products:	1
Company Size:	51-200
Last Funding:	Series D

Company Profile →

Aaron Rudenstine
Chief Executive Officer

5TH PLACE

DOORDECK

Operating Markets:
United Kingdom +3 More

Doordeck lets you unlock your office from your phone — but does it in a way that's unlike anything else on the market. Instead of 'smart locks', which are costly, hardware-dependent and intensive to install, Doordeck can roll out smartphone access to an entire building in under 15 minutes by leveraging a building's *existing* access control infrastructure, rather than ripping it all out to replace it anew.

Number Of Products: 1
Company Size: 2-10
Last Funding: Angel

Michael Barnwell
Chief Technology Officer

Company Profile →

6TH PLACE

Homebase

Operating Market:
USA +3 More

Welcome to the #FutureOfLiving. Homebase works with multifamily property owners and managers in future-proofing their building network for the Internet of Things creating the ultimate, smart living experience for residents.Homebase smart building operating system enables building-wide Wi-Fi connectivity, smart access control, and other smart building systems as a 24/7/365 managed service.

Number Of Products: 1
Company Size: 51-200
Last Funding: Seed

Blake Miller
Founder

Company Profile →

7TH PLACE

sofia Smart access. Digital control.

Operating Market:
Italy +7 More

Sofia Locks provides Protect access control solutions that support security and collaboration. We help market leaders in digitisation and new business designing. We already serve key players in the flexible spaces sector (co-working, co-living, retail), and companies of several industries. What makes us a preferred partner is our offering mix of security and business know-how.

Number Of Products: 1
Company Size: 11-50
Last Funding: —

Alessandro Nacci
Chief Executive Officer

Company Profile →

8TH PLACE

COSINE LABS

Operating Markets:
India

We have studied the Hospitality and Coliving sector and identified some key Operational hassles that we our solution solves such as managing keys, access management, onboarding new tenants and unfair energy billing to tenants. We provide the tech to transform existing/new buildings into IoT enabled assets to optimise operations and communications.

Number Of Products: 1
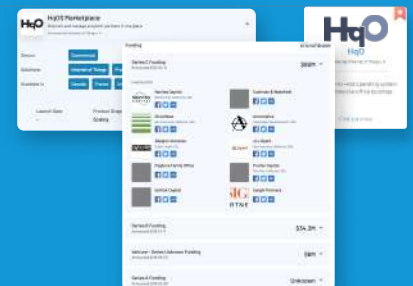Company Size: 2-10
Last Funding: —

Siddharth Banerjee
Chief Executive Officer

Company Profile →

Explore the investors behind these companies with Data Explorer

£149 + VAT per annum

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✉ info@unissu.com

9TH PLACE

Operating Market:
Spain

Guided by insights into customer needs SALTO delivers industry-leading, next-generation electronic locking solutions without wires and without mechanical keys. Since 2001, SALTO has been redefining the access control world by continually being first to anticipate market needs in a rapidly evolving marketplace - setting new standards in security, manageability and scalability.

Number Of Products:	1
Company Size:	501-1,00
Last Funding:	Private Equity

Company Profile →

Colin DePree
Head Of Strategy

10TH PLACE

Operating Markets:
USA

UniKey Technologies (UniKey) is a mobile applications and security services company that has developed a hands free Passive Keyless Entry system that can be easily integrated into any access control system to replace keys, codes, and passwords. The company partners with Wkikswet & Weiser to offer a touch-to-open technology

Number Of Products:	1
Company Size:	11-50
Last Funding:	Convertible Note

Company Profile →

Phil Dumas
Unikey Technologies

11TH PLACE

Operating Market:
Canada

Invixium Access is a biometric solutions manufacturer focused on providing next generation, exquisitely designed and high-quality products for the industrial/enterprise access control, time & attendance and smart home markets. Invixium biometrics products are Made in Canada.

Number Of Products:	1
Company Size:	51-200
Last Funding:	Series C

Company Profile →

Shiraz Kapadia
CEO & President

12TH PLACE
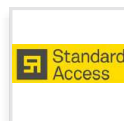
Operating Market:
Ireland +1 More

Standard Access developed the Digital Spine operating system for smart buildings, which secures the data being generated through IoT devices. The company also provides solutions for contactless building access, along with a suite of Artificial Intelligence (AI) -enabled solutions for building owners/operators, including real-time capacity capture and building analytics.

Number Of Products:	5
Company Size:	2-10
Last Funding:	Venture

Company Profile →

Damien Browne
Founder

13TH PLACE

Operating Market:
Sweden

Telcred delivers a modern access control system as a cloud service, Telcred Access Manager, and drives the development towards open, IT-based and integration-friendly systems that can be adapted to the customer's operations over time. The system is suitable for various applications, including for commercial properties, apartment buildings, infrastructure and retail.

Number Of Products: 1
Company Size: 2-10
Last Funding: Venture

Company Profile →

Johan Weckström
Chief Commercial Officer

14TH PLACE

Operating Markets:
Singapore

10Tacle unifies both pedestrian and vehicle access controls, allowing a seamless, secure and safe experience for the users via their smartphones. Total Security – our platform converges physical and internet security to greatly reduce systemic vulnerabilities in current access control systems.

Number Of Products: 1
Company Size: 2-10
Last Funding: —

Company Profile →

Gabriel Zhou
Chief Executive Officer

15TH PLACE

Operating Market:
Sweden

Our main service Alliera enables users to administer access control systems independent of the manufacturer. Our goal is to build the most easy-to-use experience for the user no matter if you want to control one or many hardware based systems.Today about one million electronic keys are controlled by our software for our customers.

Number Of Products: 3
Company Size: 11-50
Last Funding: —

Company Profile →

Johnny Berlic
Director

16TH PLACE

Operating Markets:
Australia +2 More

Digital Keys 5G IoT smartlocks are the first smartlocks built from the ground up to be a better smartlock solution for every application. By rethinking core engineering and systems design for electronic locks, we created innovative smartlocks that deliver security and performance for all applications.

Number Of Products: 3
Company Size: 11-50
Last Funding: Grant

Company Profile →

Steve Dunn
Chief Executive Officer

Buy Protect through Unissu

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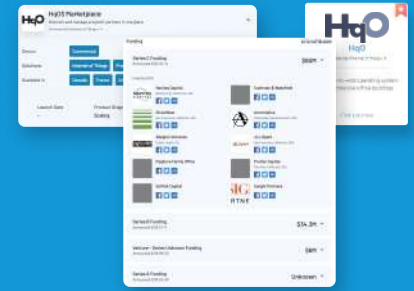
17TH PLACE

kISI

Operating Markets:
USA

The system uses a simple relay board which can act as a stand alone or supplementary access control system. Designed for businesses, commercial offices and residential buildings, KISI integrates with existing infrastructure to add a whole new level of speed, convenience and functionality to traditional access control systems. The system consists of a one-device-fits-all gateway, an easy-to-use online management system and the KISI Smartphone App.

Number Of Products: 1
Company Size: 51-200
Last Funding: Seed

Company Profile →

Bernhard Mehl
Co-Founder

18TH PLACE

TLJ access control

Operating Market:
United Kingdom

TLJ Security Systems is a leading provider of Access Control solutions to the UK hotel and student accommodation industry. Our bespoke software platform is entirely configurable to our clients' premises, allowing complete management of all access permissions and a detailed audit trail of all lock activity.

Number Of Products: 1
Company Size: 11-50
Last Funding: -

Company Profile →

Joe Martin
Chief Operations Officer

19TH PLACE

2N

Operating Markets:
Czech Republic

We are a leading European company engaged in the development and manufacture of products in the field of IP intercoms and Access control. We offer our customers customised products with added value, at just the right time with regard to the latest trends and current requirements. This means that we can satisfy even the highest demands, thereby strengthening our position as a leader and innovator in our field.

Number Of Products: 1
Company Size: 201-500
Last Funding: —

Company Profile →

20TH PLACE

BEKEY

Operating Market:
Denmark

We are a leading European company engaged in the development and manufacture of products in the field of IP intercoms and Access control. We offer our customers customised products with added value, at just the right time with regard to the latest trends and current requirements. This means that we can satisfy even the highest demands, thereby strengthening our position as a leader and innovator in our field.

Number Of Products: 1
Company Size: 11-50
Last Funding: —

Company Profile →

Jannik Christensen
Chief Executive Officer

FAQ

Q How are the rankings calculated?

A Our Unicode rankings are based on the behaviour we can observe inside the Unissu marketplace.

We utilise a range of datasets to do so. In addition to information about the vendors such as their age and funding, we also analyse how the vendors interact with the marketplace and how the marketplace interacts with the vendors.

Is a vendor appearing in search results more often than others? Do users spend more time looking at a vendor's profile? Are the vendors' team engaging in thought leadership?

All of this and more influences where a vendor ranks in a Unicode report.

Q What areas of Protect do Unicode reports cover?

A Uniscore reports cover the entire global Protect industry. We publish a range of regular reports covering some common areas but our analysis is available for any sub sector in any location. Ask us for more information on your specific requirements.

Q Are the rankings a recommendation?

A No, our Unicode reports are not a recommendation. Every buyer will have specific requirements around use cases or feature sets unique to them. Our reports are here to support initial discovery and analysis of the vendors that should be considered in the early stages of this process.

We recommend that buyers employ suitably qualified experts or speak to our partner when it comes to choosing the best solution for their particular needs.

Q Is inclusion or position in the rankings paid for by Protect companies?

A No, the rankings are not paid for by Protect companies. The rankings are determined by how Protect vendors utilise our platform and how others interact with the vendors. Almost all of these interactions take place with no commercial involvement by Unissu.

Protect companies may purchase services from Unissu that can influence certain data points. For example, search positioning (like Google Adwords) can ensure that they appear in more search queries. However, many data points (like procurement hit rate) cannot be influenced by Unissu.

Vendors may pay to place advertising in our Unicode reports but this does not count towards their ranking.

Q I don't see the area I'm interested in. Can you still help?

A Yes absolutely! Protect is such a wide field that we can't possibly hope to publish reports covering them all. However, we can produce bespoke reports for any subsector, technology or geography quickly and efficiently, at a flat cost of £2,500 + VAT

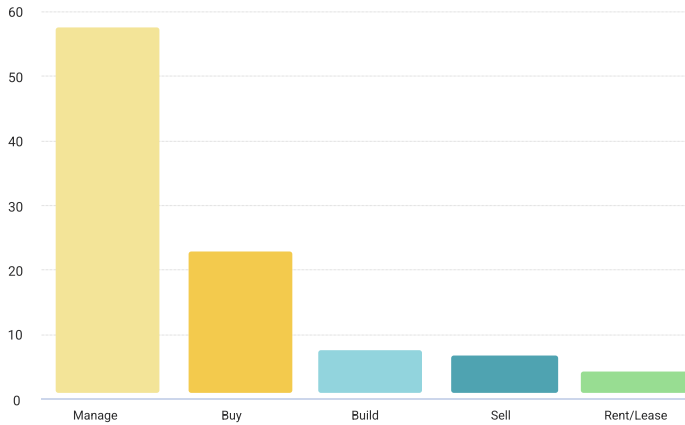**Q** How else can Unissu help me find the right solution?

A Unicode reports are here to help you move beyond a simple understanding of any particular market and into a deeper dive, exploring the companies, their features and benefits that you may like to adopt in your business.

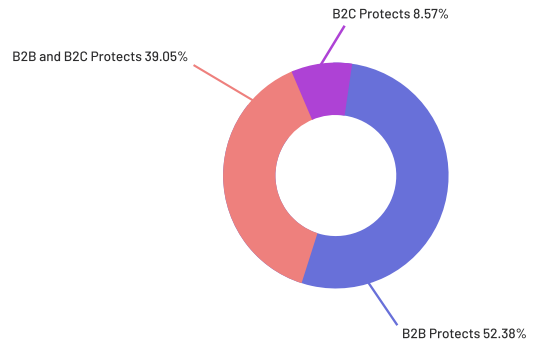When you're ready to buy, it's essential to conduct a full market scan.

Buy Protect through Unissu

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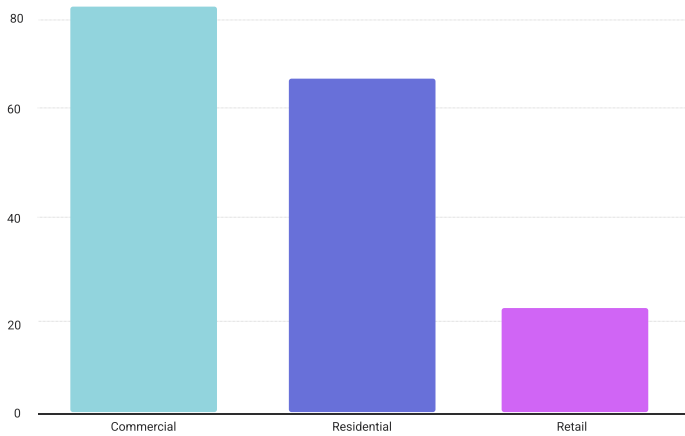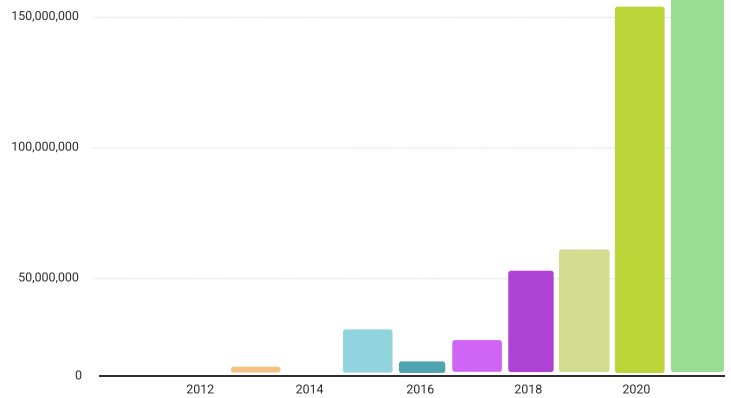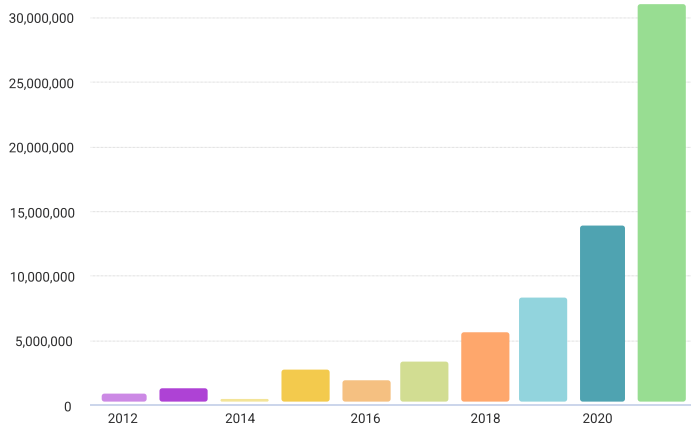
Property Lifecycle Stages Breakdown

Bar chart with categories: Manage (~57), Buy (~23), Build (~7), Sell (~6), Rent/Lease (~4)

Business Type Breakdown

Donut chart:
- B2C Protects 8.57%
- B2B and B2C Protects 39.05%
- B2B Protects 52.38%

Sector Breakdown

Bar chart: Commercial (~82), Residential (~66), Retail (~22)

Total Funding ($)

Bar chart by year (2012–2021) with funding values increasing to ~150,000,000+

Average Funding ($)

Bar chart by year (2012–2021) with values increasing to ~30,000,000

Number of Funding Events

Bar chart by year with values ranging up to ~15
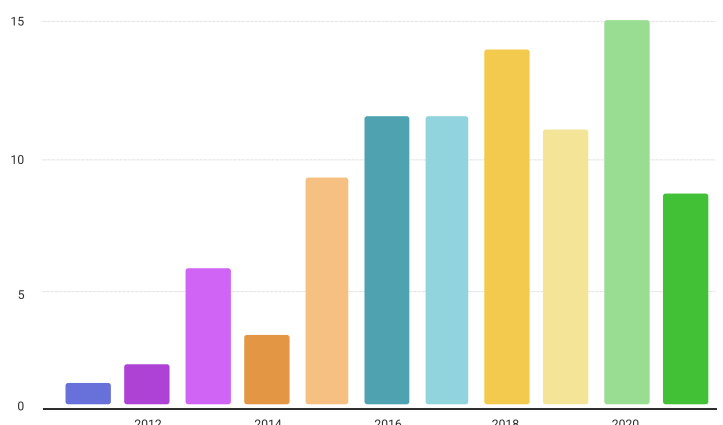
UniScore – Access Control

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