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Unlocking Excellence: Access Automation in Rental Operations



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Founder and CEO of HostGPO,
representing over 300k properties

HostGPO is a group purchasing organization with exclusive access to the best deals and partnerships in the vacation rental industry.

Streamline your procurement with HostGPO



**Easy to shop
platform**



**Premium
member
support**



**Experienced
hosts**

FREE 3-MONTH TRIAL



5-star reviews require **excellence** at
each stage of the guest journey



Booking



Pre-Arrival



Check-in



In-Stay



Check-out



Service



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Agenda

1. Smart lock benefits
2. Choosing an access partner
3. Going beyond smart locks
4. Access automation for guests and staff
5. Evaluating smart lock options
6. Top selling smart locks
7. Network requirements for smart locks
8. How to source and finance smart locks
9. Connect with experts



Operto enables the full spectrum of modern hospitality



Tech-Enabled

Technology augments the guest experience within a traditional hospitality setting.



Tech-First

A seamless blend of digital experience and traditional hospitality that empowers each guest to choose.



Autonomous

Guests are directed through a digital experience as the sole means of engaging with the hotel.

Benefits to replacing your hardware

- Enhanced security features over traditional locks.
- Reduced risk of lost or copied keys.
- Better reviews compared to keys and lock boxes.
- Streamlined check-in/check-out processes.
- Real-time access management.
- Long-term savings on locksmith services.
- Increased property value and appeal.
- Greater insight into operations.



1

Access Automation – Is it worth it?

- Why do you want to implement smart locks to your properties?
- What problem are you trying to solve?



2

Your Partner Decision-Making Matrix

Your smart locks are mission-critical to deliver a 5-star guest experience. You deserve a partner you can trust.



Flexible compatibility

Consider the hardware options and property management systems the company integrates with.



Access expertise

Years of access expertise matters.



Solutions for all scenarios

Everything from apartment intercoms to full building access control.



Support at every step

Ensure 24/7 support.

3

Access for All Scenarios

- Intercom access
- Elevator access
- Gate access
- Garage door access
- Additional access methods

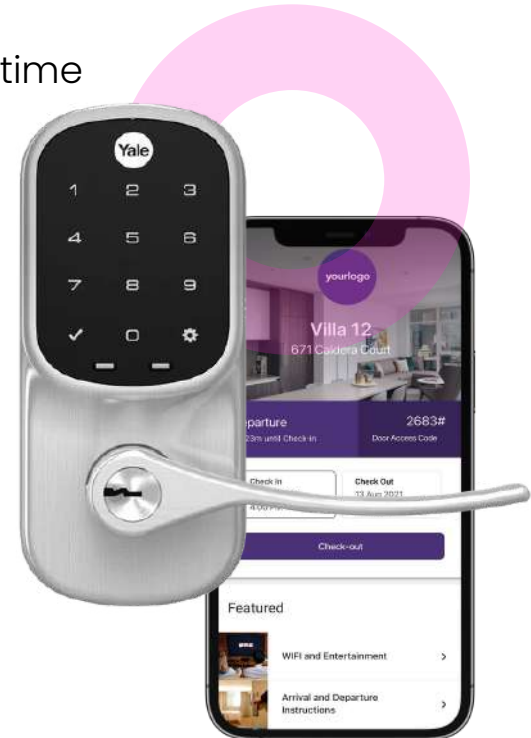


4 Guest Access Automation Benefits

- Unique, time-bound codes for every reservation ensure a secure arrival.
- Codes can be auto released when conditions like check-in time and verification are met
- Auto updates to codes and code timing in response to booking changes and cancellations
- Ability to instantly cancel codes for problem guests

Depending on your PMS:

- ✓ Codes may be pushed back to your Property Management System messaging platform and auto shared with guests.
- ✓ First code use may send back a “checked in” status



5

Staff Access Automation Benefits

- Dedicated entry and exit codes for each staff member
- Ability to create one-off codes for contractors
- Auto notifications of work by employees (e.g. cleaning completed, maintenance started)
- Targeted email and text notifications by team member
- Access logs for security and guest disputes
- Convenient back-up entry options

6

Evaluating Smart Lock Models

Key Factors to Consider:

- Current lock type
- Durability and weather resistance
- Keyed vs. non-keyed
- Touchscreen vs. push button
- Local regulations
- Connectivity options

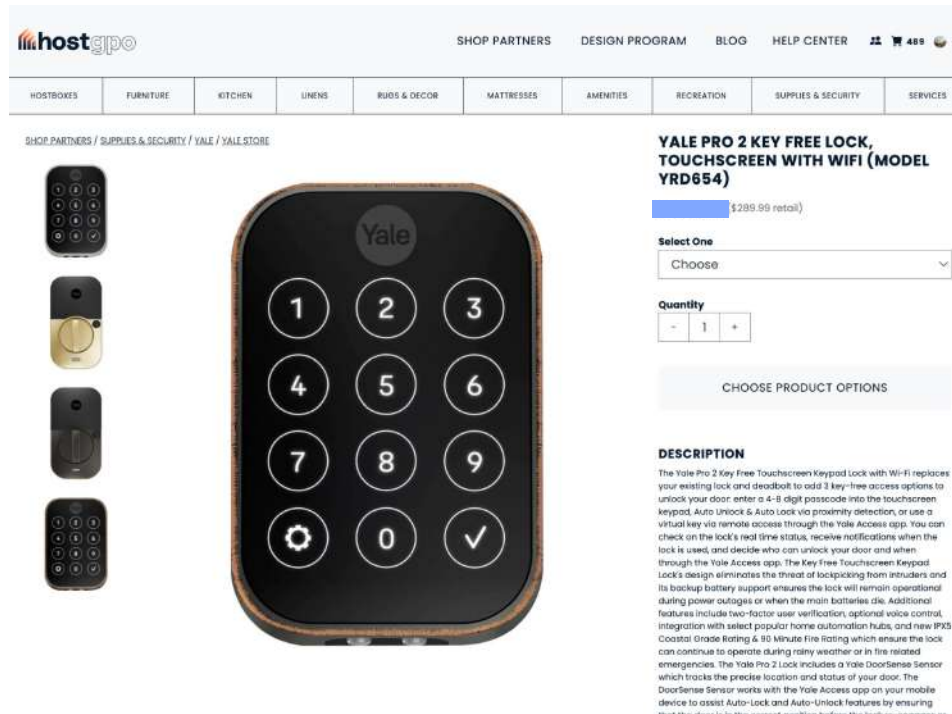


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Top selling locks

Yale Pro 2

- Enhanced durability
- Weatherproof construction
- Smart home integration
- Remote access



The screenshot displays the Hostgpo website's product page for the Yale Pro 2 Key Free Lock. The page features a navigation bar with links to SHOP PARTNERS, DESIGN PROGRAM, BLOG, and HELP CENTER. Below this is a category menu with options like HOSTBOXES, FURNITURE, KITCHEN, LINENS, and more. The main content area shows the Yale Pro 2 Key Free Lock (Model YRD654) with a large image of the lock and a vertical strip of four smaller images showing different views. The product is priced at \$289.99 (retail). A dropdown menu for 'Select One' is set to 'Choose'. A 'Quantity' selector shows '1'. A button labeled 'CHOOSE PRODUCT OPTIONS' is visible. The 'DESCRIPTION' section provides detailed information about the lock's features, including its weatherproof construction, smart home integration, and remote access capabilities.

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SHOP PARTNERS DESIGN PROGRAM BLOG HELP CENTER

HOSTBOXES FURNITURE KITCHEN LINENS RUQS & DECOR MATTRESSES AMENITIES RECREATION SUPPLIES & SECURITY SERVICES

SHOP PARTNERS / SUPPLIES & SECURITY / YALE / YALE STORE

YALE PRO 2 KEY FREE LOCK, TOUCHSCREEN WITH WIFI (MODEL YRD654)

\$289.99 (retail)

Select One
Choose

Quantity
- 1 +

CHOOSE PRODUCT OPTIONS

DESCRIPTION

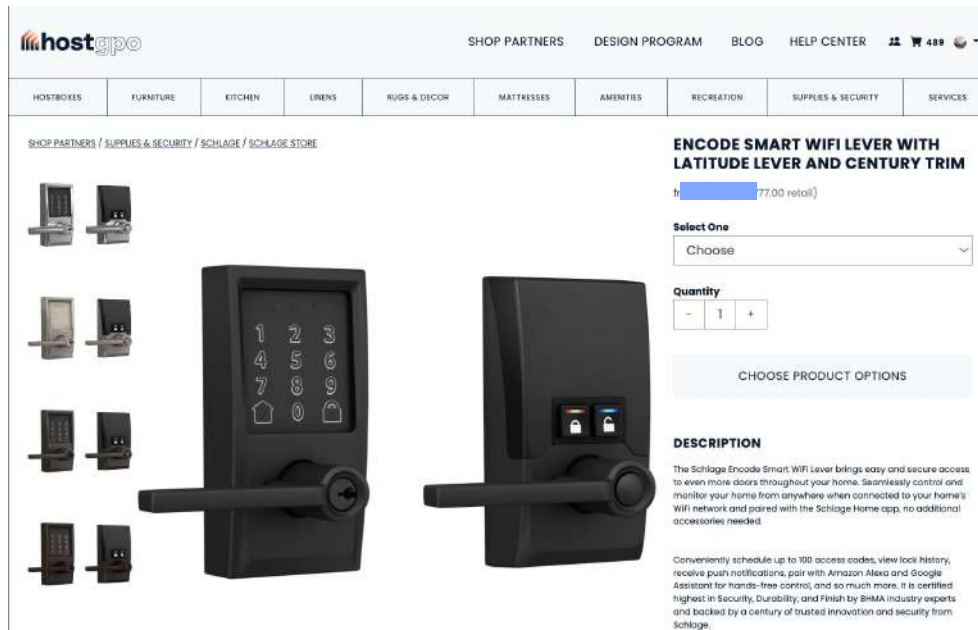
The Yale Pro 2 Key Free Touchscreen Keypad Lock with Wi-Fi replaces your existing lock and deadbolt to add 3 key-free access options to unlock your door: enter a 4-8 digit passcode into the touchscreen keypad, Auto Unlock & Auto Lock via proximity detection, or use a virtual key via remote access through the Yale Access app. You can check on the lock's real time status, receive notifications when the lock is used, and decide who can unlock your door and when through the Yale Access app. The Key Free Touchscreen Keypad Lock's design eliminates the threat of lockpicking from intruders and its backup battery support ensures the lock will remain operational during power outages or when the main batteries die. Additional features include two-factor user verification, optional voice control integration with select popular home automation hubs, and new IPX5 Coastal Grade Rating & 30 Minute Fire Rating which ensure the lock can continue to operate during rainy weather or in fire related emergencies. The Yale Pro 2 Lock includes a Yale DoorSense Sensor which tracks the precise location and status of your door. The DoorSense Sensor works with the Yale Access app on your mobile device to assist Auto-Lock and Auto-Unlock features by ensuring

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Top selling locks

Schlage Encode

- Built-in wifi (no hub needed)
- Up to 100 access codes
- Smart home integration
- Remote access



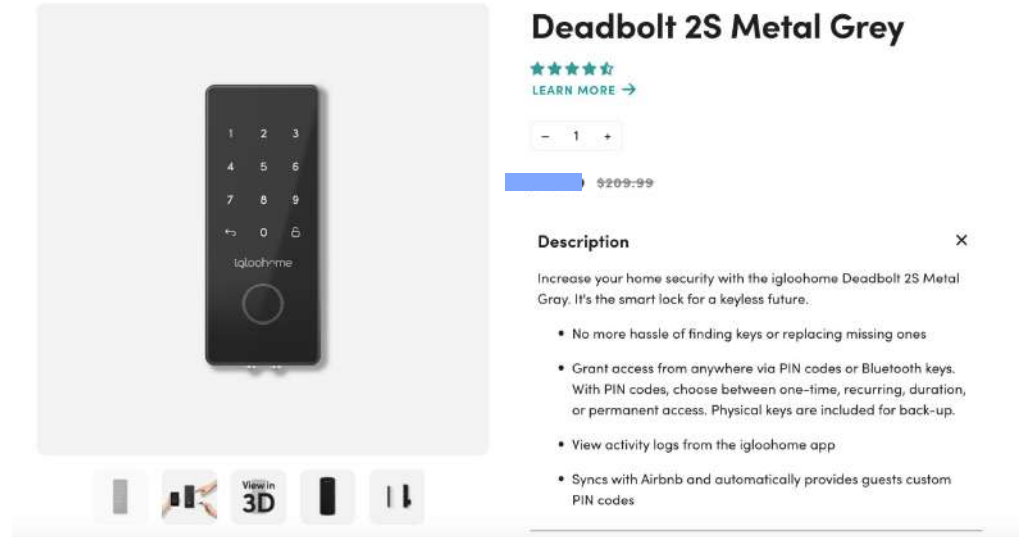
The screenshot displays the Hostgpo website's product page for the Schlage Encode Smart WiFi Lever. The page features a navigation bar with links to SHOP PARTNERS, DESIGN PROGRAM, BLOG, and HELP CENTER, along with a shopping cart icon showing 489 items. Below the navigation bar is a category menu with options like HOSTBOXES, FURNITURE, KITCHEN, LINENS, RUGS & DECOR, MATTRESSES, AMENITIES, RECREATION, SUPPLIES & SECURITY, and SERVICES. The main content area is titled "SHOP PARTNERS / SUPPLIES & SECURITY / SCHLAGE / SCHLAGE STORE". The product is displayed with multiple images showing different views and finishes. The product name is "ENCODE SMART WIFI LEVER WITH LATITUDE LEVER AND CENTURY TRIM". The price is listed as \$77.00 (retail). There is a "Select One" dropdown menu for choosing options, a "Quantity" selector set to 1, and a "CHOOSE PRODUCT OPTIONS" button. A "DESCRIPTION" section provides details about the lock's features, including built-in wifi, up to 100 access codes, smart home integration, and remote access. It also mentions that the lock is certified highest in Security, Durability, and Finish by BHMA industry experts and is backed by a century of trusted innovation and security from Schlage.

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Top selling locks

Igloo Deadbolt 2S

- Bluetooth enabled with PIN codes that don't require WiFi
- Auto generate time sensitive PIN codes and bluetooth keys
- Smart home integration
- Remote access



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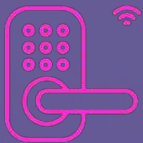
Setting up your network

- Consider wifi extenders/repeaters to extend the range of the existing network
- Confirm that you have good internet signal at each of your doors using a speed test
 - A network with **25-30 Mbps per unit** should be sufficient to run IoT devices and other guest needs
- Be mindful of any wifi network issues reported to guests
- Enable the 2.4Ghz network for your smart locks when connecting to your wifi
- If possible, set up a separate network (SSID) for IoT devices that can't be accessed by guests

Financing your hardware

1. **Option 1** – Have your owners purchase locks on their own
2. **Option 2** – Have the owners purchase locks through you for preferred rates and greater control
3. **Option 3** – Purchase the locks and include them for active clients as part of your service (for a small fee or for free)
4. **Option 4** – Rent locks from a company like Operto (and build fee into your service fees for owners)

Key Takeaways



Smart locks on their own have benefits



Think wisely on who you choose for your access partner and their flexibility and reliability



Access automation goes beyond just smart locks



Staff, guests and owners can all benefit from access automation

Key Takeaways



For locks to work effectively, a strong network connection is key



Have some go-to locks but also consider each property's go to need



Maximize capital efficiencies and partner expertise when investing in smart locks

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Thank you.

Q&A



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HostGPO?