Accurate Intercom & Mailbox



open for delivery

Add convenient, authorized entry to your apartment lobby or package room.

Security | Accurate Delivery | Cost Savings



Increase Building Security

- Improperly delivered packages are at risk for theft.
- Drafting of residents through gates and doors cannot be tracked and leaves residents feeling unsafe.

Increase Delivery Accuracy

- With step-by-step delivery instructions, packages are placed in the location that works best for management and residents.
- Meet on-time delivery expectations.

Save Money & Add a Significant Amenity.

- No need to maintain staffing to match Amazon's 7 day a week, 15 hour a day delivery window.
- Per the Wall Street Journal, it costs a property manager 10 minutes of productivity each time they handle a package delivery.
- <u>A National Apartment Association panel</u> discovered that, "30-60% of residents indicated that package management effectiveness has a positive impact on their decision to renew."

Key for Business - Building Access Controller



Cloud Connected Building Access Controller for Delivery Drivers

- 'Virtual' fob utilizing Amazon's smartphone delivery app and the "Building Access Controller" powered by AWS Cloud
 - Eliminates the need for Building Managers to hand out physical fobs, access codes, or staff resources to let in drivers
- Works in parallel with existing access systems: No disruption to resident's access at any time

Amazon's Smartphone Delivery App

- A building access button is integrated into Amazon's smartphone delivery app
- All drivers are thoroughly vetted, who receive multi-state, comprehensive background checks and motor vehicle records reviews

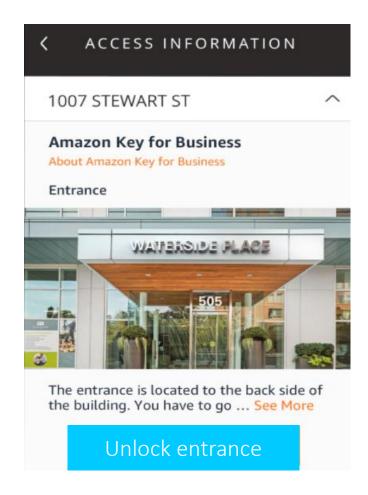
Building Staff Retain Access Control via Fob Management System

- View delivery access records via your existing access control management software
- Building management is able to set delivery time windows during the installation
- Delivery drivers only see the access button on Amazon delivery app. No access code is displayed

7/11/2019 Amazon Confidential Page 3 of 11

Hardware Device and Delivery Driver App



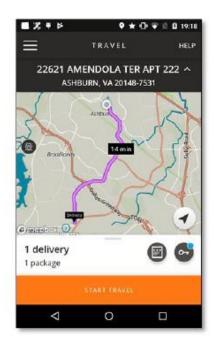


7/11/2019 Amazon Confidential Page 4 of 11

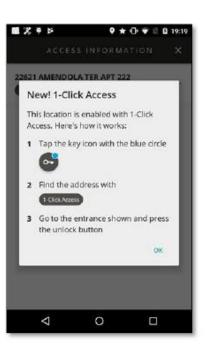
1-Click Real-Time Verified Access

- Drivers use 1-Click access to unlock designated gates, lobbies, package rooms, and elevators via delivery app.
- During installation, property managers provide step-by-step delivery instructions with location images for upload to the app. All delivery drivers will receive the same set of instructions upon arrival.
- AWS Cloud authenticates access based on geolocation, delivery window, and pending package verification.





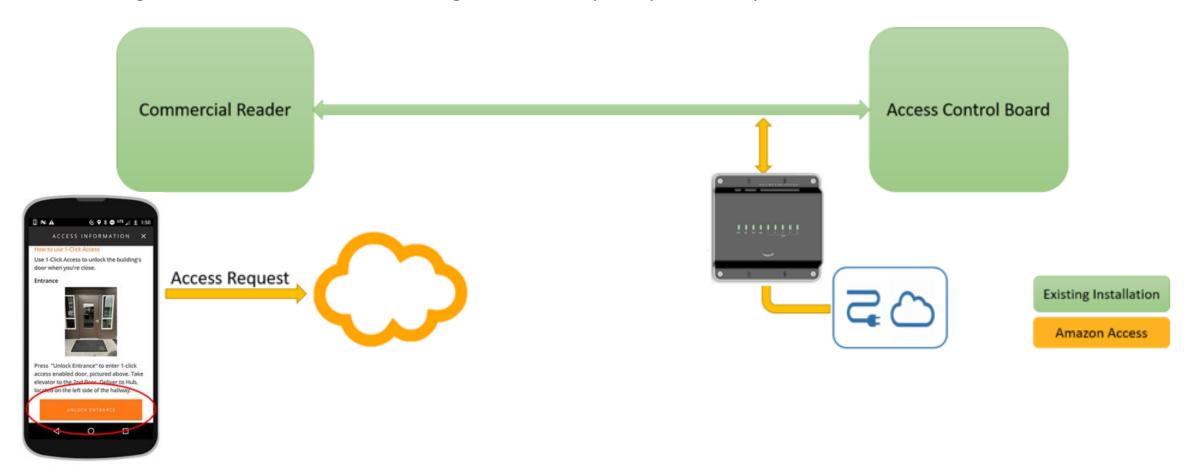




7/11/2019 Amazon Confidential Page 5 of 11

How it Works

- Access requests from drivers are verified in real time in the AWS Cloud.
- Authenticated requests trigger KfB via wired internet connection to ping the existing access system.
- Existing access controls unlock the designated access point per the request.



Key Benefits



Building Management

- Eliminate Staff Support for Deliveries
 - No need to manage fobs, access codes, or check in/out drivers or manually open doors
 - Improved visibility into delivery access adding a layer of accountability
- No Cost to Install and Maintain

Residents

- Improved Resident Experience (fulfilling the *Prime* promise)
- Building Security: Multi-factor Authentication, Time-Bound, and Geo-Fenced
- Competitive Amenity

Service Providers

- Delivery drivers can have unhindered access to complete their deliveries
- Additional accountability and field quality metrics

7/11/2019 Amazon Confidential Page 7 of 11

On-Site Installation: Info, Survey & Install

- 1. Property Management interested in "Building Access Controller" provides a list of buildings, addresses, point of contact, email, and phone number to Amazon Key for Business team.
- 2. Amazon logistics validates building list, including if in Amazon logistics delivery area, complete address, and current delivery volumes.
 - Revert to Property Management with confirmed list and any additional delivery questions
- Amazon Key for Business team contacts building POC to schedule the survey, installation and emails "Guide to Installation."
 - Survey generally requires 1 hour
 - Installation requires 2-3 hours



7/11/2019 Amazon Confidential Page 8 of 11

What Happens Next: Behind the Scenes Validation and Rollout

- After Installation: "Building Access Controller" typically goes live within 2-4 weeks of installation.
- Integration Into Software and Amazon Delivery App
 - Properties are integrated into Amazon's backend systems and the "Building Access Controller" user experience (UX) is enabled in Amazon's smartphone delivery app.
- Enabling Live Deliveries
 - Amazon Logistics delivery station management and Delivery Service Partners (DSPs) are trained on Amazon Key for Business deliveries and performance expectations.



Page 9 of 11

Building Access Controller FAQs – Security and Control



• Security:

- Can the driver return to get access into a building?
 No, the access provided by the Amazon delivery app is time-bounded and associated with the specific status of a package. The app locates the driver and confirms the driver has a package for your building to be delivered at a particular time. Access will be denied if the driver does not have a package or the delivery window expires.
- Can the driver see the fob code for the building?
 No, the Amazon delivery app only shows a button to click for access. Access codes are never visible to the driver and is encrypted.
- What background checks does Amazon carry out for its drivers?
 - All drivers are thoroughly vetted. They receive multi-state, comprehensive background checks and motor vehicle records reviews.
- How secure is installing another access control device in my building? Can it be physically hacked and allow intruders into my apartment building?
 - Installing "Building Access Controller" to any control system you have is completely secure. The device is designed to prevent physical hacking.

Control:

- What control does the building management have over the installed "Building Access Controller"?
 - The on-site property manager maintains control over Amazon's access to the building at all times. It can be turned on/off, and delivery hours can be adjusted.

Page 10 of 11 7/11/2019 Amazon Confidential

Building Access Controller FAQs - Technical



- What are the hardware requirements, besides compatibility, that our buildings need to meet for the installation?
 - Simple! We just need an AC outlet and wired internet connection (i.e. Ethernet) in the room where your current access control panel or callbox is located. Also, in cases where it will not be possible for you to provide wired internet connection, we can still accommodate an installation in your building with the addition of a cellular modem.
- Will I have to replace my existing callbox, key-fob reader, gate controller, etc. to install "Building Access Controller" in my apartment building?
 - No, you do not have to change any of your existing access control infrastructure in your building. "Building Access Controller" works in parallel with existing access control system in your building and does not affect the building access experience for your residents, nor does it affect the access management experience of your building staff.
- How do I know if my existing access control system is compatible with the "Building Access Controller"?
 - Easy! Just request a free consultation appointment by contacting us at amazon.com/keyforbusiness and we will send out one of our professional installers to verify compatibility.
- Will my building maintenance engineer need to install or maintain the "Building Access Controller"?
 - No, we will provide the installation and lifetime maintenance support for the product. Contact us using the information located on the device if any issues arise after the installation.

7/11/2019 Amazon Confidential Page 11 of 11

Key for business

Thank You