

Mobi™ Webinar Training



Q. What is a Mobi?

A. Mobi is a patented retrofit smart key that uses the customers' existing locks and keys.

Why is using the customers' existing lock and key so important?

A. No customer utilizing hundreds if not thousands of locks and keys would ever consider changing their locks and keys; it would be a logistical nightmare.

Q. What if they wanted to just use a few smart keys in problem departments and that replacing the locks they have with smart keys made sense? Why would they want Mobi versus other smart keys on the market?

A. Several reasons-

1. Mobi is more cost effective because you don't need a smart lock to go with it; Mobi gives the existing lock and key a PhD.
2. Mobi allows the customer to keep his existing lock and key, key codes and key management system.
3. Mobi is a retrofit and no need to change out the lock.
4. Mobi is the only smart key that selectively activates a CCTV camera.
5. The Mobi system is modular; you can move it around, use it where it is needed most. It is plug 'n' play.

Q. Do I need special software to use the Mobi smart key?

A. No software is required at all.

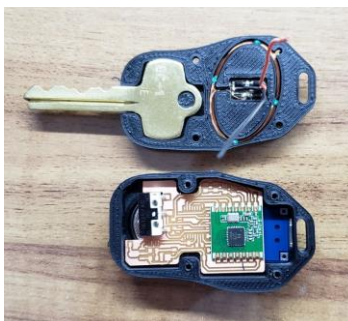
Q. What kind of data does Mobi collect?

A. Mobi collects both data and video analytics, the latter via the customers' video management system

- Q. What are the parts of the Mobi system?
- A.
 - The customer provides his key that is duplicated by Delta and inserted into the Mobi key case or housing by Delta. Halo gets key(s).
 - Halo supplies the drawer or door tags; each tag is associated with a specific lock. Example: 10 locks, 10 tags.
 - Halo supplies the receivers (RX); each receiver can be activated up to 8 cameras.
 - Delta does the installation; RX to cameras.
- Q. What do the Mobi parts look like?
- A. Mobi has an ergonomic shape as below. It is powered by a button cell re-chargeable battery that lasts for 2700 operations or more. Mobi contains AI. The customer's key is placed inside Mobi by Delta. The Mobi induction charging station is an optional accessory as many venues charge their devices every night.



Mobi battery compartment



Mobi key insert and AI



Charging Station

The Tag contains a non-rechargeable button cell battery; good for 2-3 years of operation. It mounts to the inside of a drawer face or door.



The receiver (RX) is the other component that is to be placed in the ceiling. Its exact position is determined by our installers and is relative to the locations of the cameras to be activated.



Receiver (RX)

Q. How does Mobi work?

A. The tags are affixed to the inside faces of drawers or doors close to the locks. Tags are always “asleep” so draw no power from their batteries.

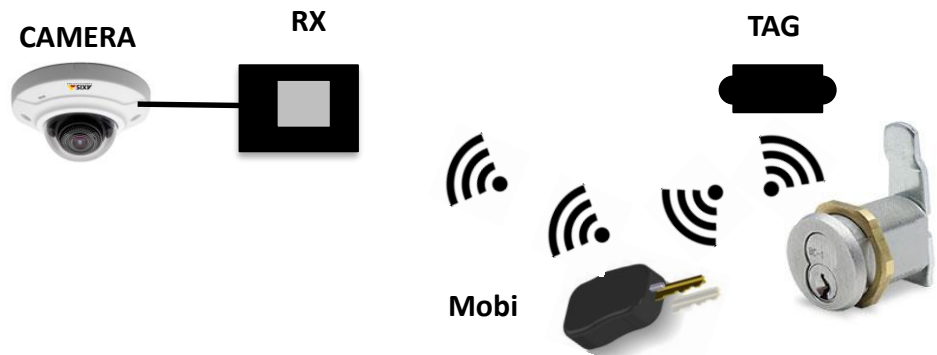
When Mobi is inserted into the lock, it wakes up the tag. The tag sends its I.D. to Mobi (this identifies the particular lock). Mobi then sends its own I.D. and that of the tag to the receiver. Mobi also sends the battery status of the tag and its own as well. The insertion of Mobi into the lock, initiating this sequence is considered an “event”, the lock opening and this is recorded by the receiver. When Mobi is withdrawn from the keyway, the next “event” is recorded as locked being locked.

Q. How does Mobi activate a CCTV camera?

A. The RX contains electronics that associate each tag with a particular output. A particular output is connected to a particular camera and causes a “screen pop” at the store’s monitoring screen to call attention to the event. Mobi works with any existing camera system, analog or digital and any VMS (video management system). Mobi lives outside the network so there are no I.T. concerns.



LP MONITORING



- Q. What does the “screen pop” show?
- A. The “screen pop” calls the attention to the LP person monitoring the bank of screens. It also shows the time and date stamp of the event(s) open and locked.
- Q. What about the other data?
- A. All the other data (not the time/date stamp) remains in the RX. Access to that data can be achieved via Bluetooth, Wi-Fi, Serial connection to the RX or via an app currently under development which would go to a mobile device. The video analytics come via the VMS which includes heat mapping, line queuing and people counting, etc.
- Q. Are other forms of notification possible besides screen pops?
- A. Via the customers’ network, they could get e-mails or text messages if they allow such showing the data.
- Q. If very many locks and tags are used in a department, won’t all the events popping the screens make the person monitoring go crazy?
- A. Mobi can be selective and activate only certain cameras in sensitive areas.
- Q. Can Mobi be a restricted key such that if someone loses Mobi and another unauthorized person finds it, security cannot be breached?
- A. Biometric Mobi, available 6/19, will register fingerprints of authorized users and will not allow key to enter a lock if not authorized.

4 CAMERA VIEW OF MOBI. UPPER RIGHT SCREEN POP WITH TIME?DATE STAMP IN RED.



- Q. Where has Mobi been tested?
- A. Walgreens since 4/18. May this year in Bloomindales and Saks (HBC). Later this year in TJX, Best Buy and Walmart. Bio Mobi to be launched at GlobalShop, June 25-27.
- Q. How is Mobi to be priced?
- A. Halo was given distributor pricing on components. Installation is simple but requires a site survey then labor charged based upon time spent, complexity of environment, etc.
- Q. What if someone loses Mobi or steals it, then breaks open the case and removes the key?
- A. Rhetorical question. Working on a solution whereby Mobi self destructs along with the thief.
- Q. Why is Mobi a “game changer?”
- A. All LP/AP research by organizations like RILA, NRF and LPRC i indicate that of all the devices out there (EAS, Padlock Tags, Spider Wraps, etc.) the most effective deterrent is CCTV. That is why Delta has focused on CCTV activation for ALL its AI devices.