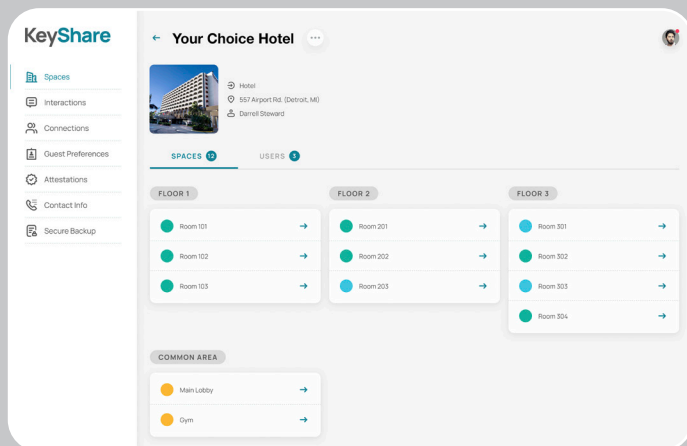# KeyShare

KeyShare saves up to **2,500 hours** of front desk labor yearly, automates guests journey with **no lobby wait time, provides enhanced cybersecurity** with automatic compliance to new privacy laws, and deploys within **6 weeks with no implementation costs to hotels**.
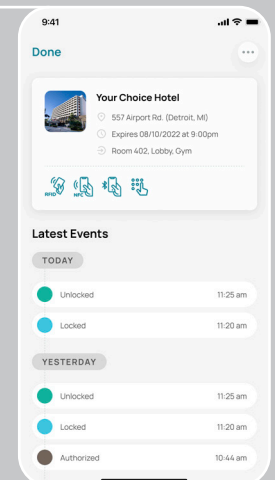

Saves Money

Reduces front desk labor cost by automating identity verification, check-in, check-out, room key issuance, guest service requests, and collecting of payment methods, guest preferences, and accessibility requirements. Pay per use access control service to eliminate upfront and upkeep costs. Helps to eliminate the risks associated with regulatory compliance costs and fines (Up to 10% of annual revenue under new privacy laws).
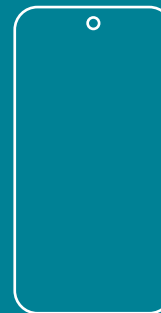
Improves Guest Satisfaction

Enables the ideal guest journey whereby guests remotely complete the check-in process to avoid lobby wait times, are greeted by their name and provided with directions to their room upon arrival, can unlock their room right away, and can get basic requests (eg. wifi password) answered automatically.
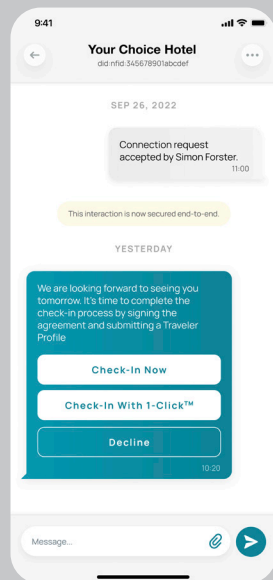

Offers Free Lock Upgrades

Provides hotel lock upgrades and ongoing replacements at no cost to hotels to enable automation of room key issuance. Works with existing hotel locks from integrated vendors and after a simple software update. Supports traditional key cards to meet the needs of all guest types.
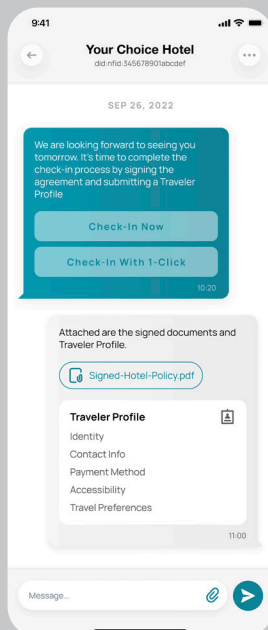
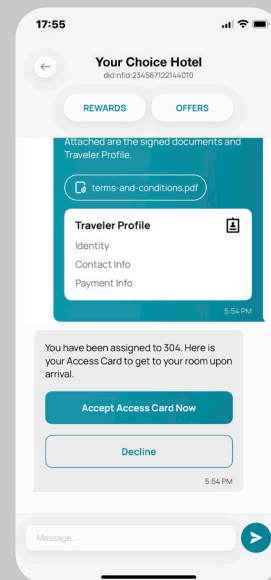# Guests Use KeyShare as Part of Their Automated Experience
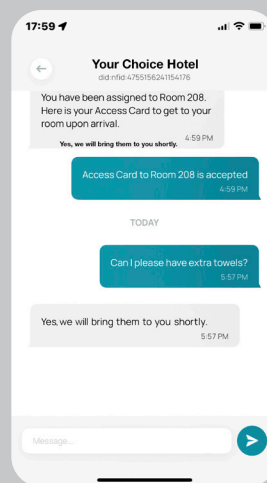
STEPS :

1 Connect with Hotel

2 Agree to Hotel Policies and Complete Remote Check-In

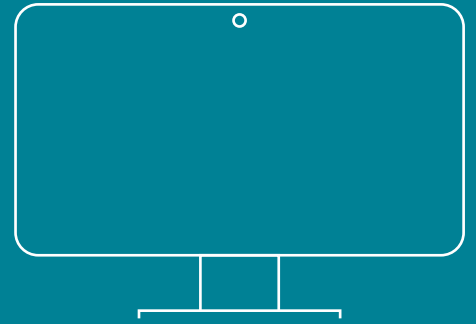**3** Receive Mobile Key

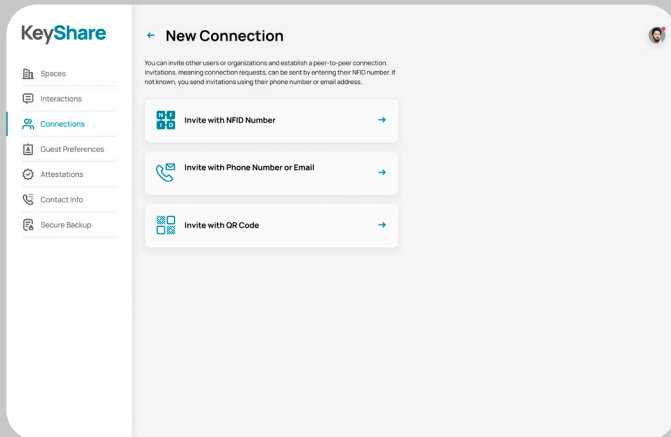**4** Access Hotel Room Using Mobile Key
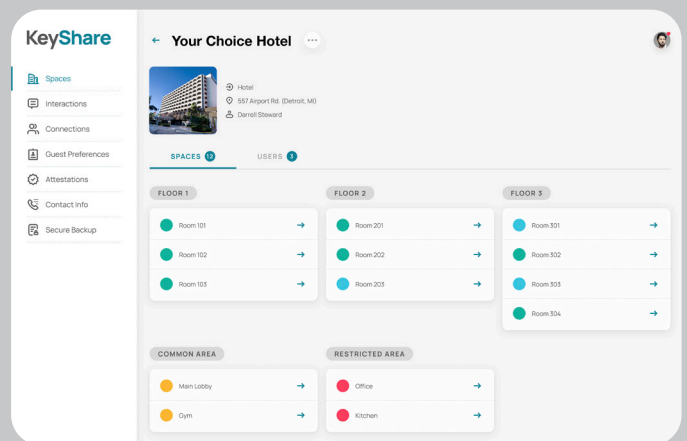

5 Send Service Requests

Use KeyShare to Easily Share Room Access
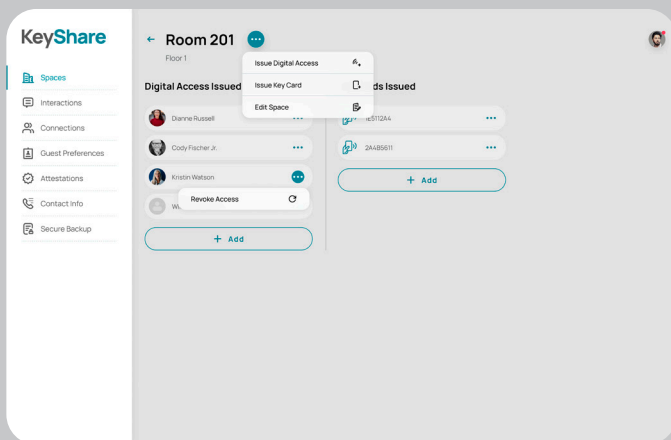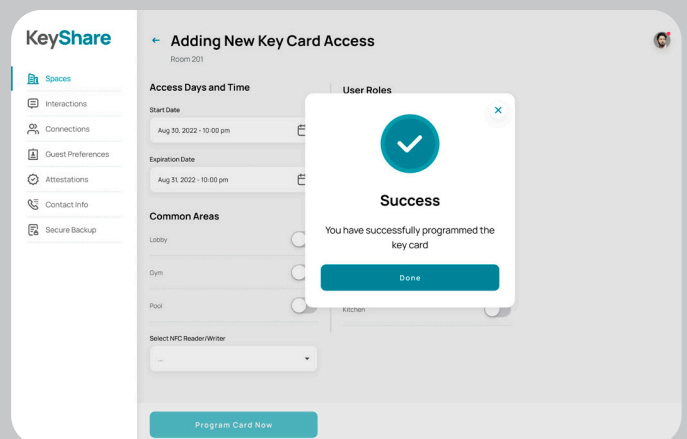
STEPS :

1 Initiate Connection and Communicate with Guests

2 Select and Assign Room for Guest

3 Select Key Type
(keycard, mobile key, or both)

4 Set Duration of Stay

PassiveBolt

Sample Hotel Property
Return on Investment (ROI) Estimation

Room Count 100	Avg Nightly Rate $150	Occupancy 60%
Front Desk Rate/Hr $15	Renovation (Yrs) 7	Fee/Occupied Night $2

Features	First Year		Total Over 7 Years	
	KeyShare	Alternative	KeyShare	Alternative
AUTOMATED GUEST JOURNEY		"Labor Cost (7mins / guest)"		"Labor Cost (7mins / guest)"
Identity Verification	Included	$5,475	Included	$38,325
Collect Payment Method	Included	$5,475	Included	$38,325
Collect Guest Preferences	Included	$2,738	Included	$19,163
Collect Accessibility Requirements	Included	$2,738	Included	$19,163
Check-in / Check-out	Included	$10,950	Included	$76,650
Room Key Issuance	Included	$10,950	Included	$76,650
Guest Service Requests	Included	$27,375	Included	$191,625
ACCESS CONTROL		Hard Costs		Hard Costs
Hotel Room Locks	Included	$50,000	Included	$50,000
Ongoing Lock Replacements	Included	$1,500	Included	$10,500
Ongoing Maintenance Support	Included	$1,200	Included	$8,400
Upgrading Door Locks (after 7 years)	Included	-	Included	$50,000
RFID Key Cards [1]	Included	$9,636	Included	$67,452
Mobile Key License/Fees	Included	$12,000	Included	$84,000
GUEST RELATIONS				
Messaging	Included	$4,200	Included	$29,400
Rewards / Loyalty Programs	Included	$1,200	Included	$8,400
Marketing / Offers	Included	$1,200	Included	$8,400
LEGAL & REGULATORY				
GDPR & CCPA Compliance Cost [4]	Included	$1,200	Included	$8,400
PII Storage Cyber Insurance [5]	Included	$225	Included	$1,575
Total Cost of Ownership	$43,800	$148,061	$306,600	$786,427
Exposure to Regulatory Fines from PII	**None**	**$328,500**	**None**	**$2,299,500**