VECOS

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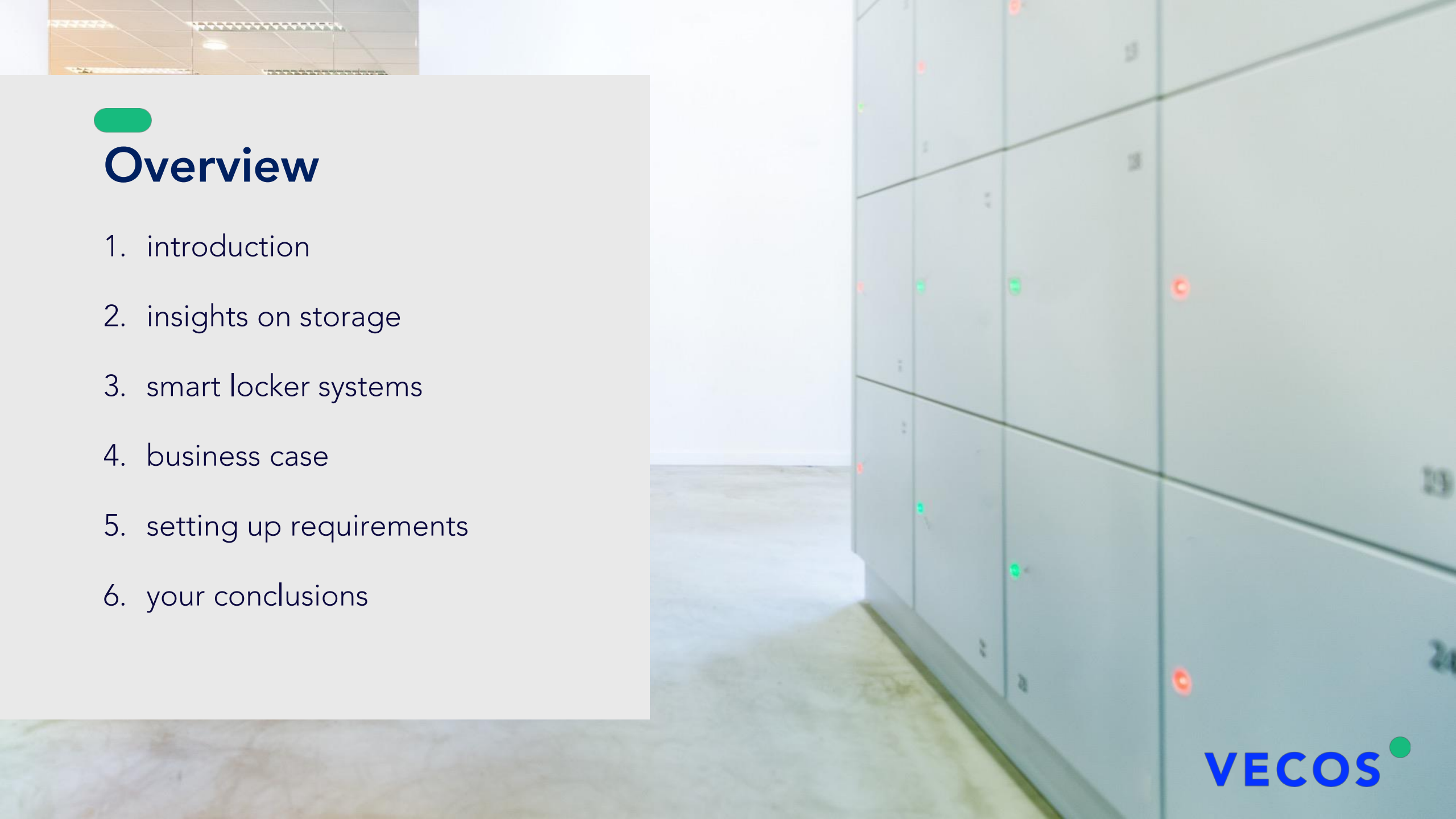
Goodbye traditional office
Welcome smart locker systems

Overview

1. introduction
2. insights on storage
3. smart locker systems
4. business case
5. setting up requirements
6. your conclusions



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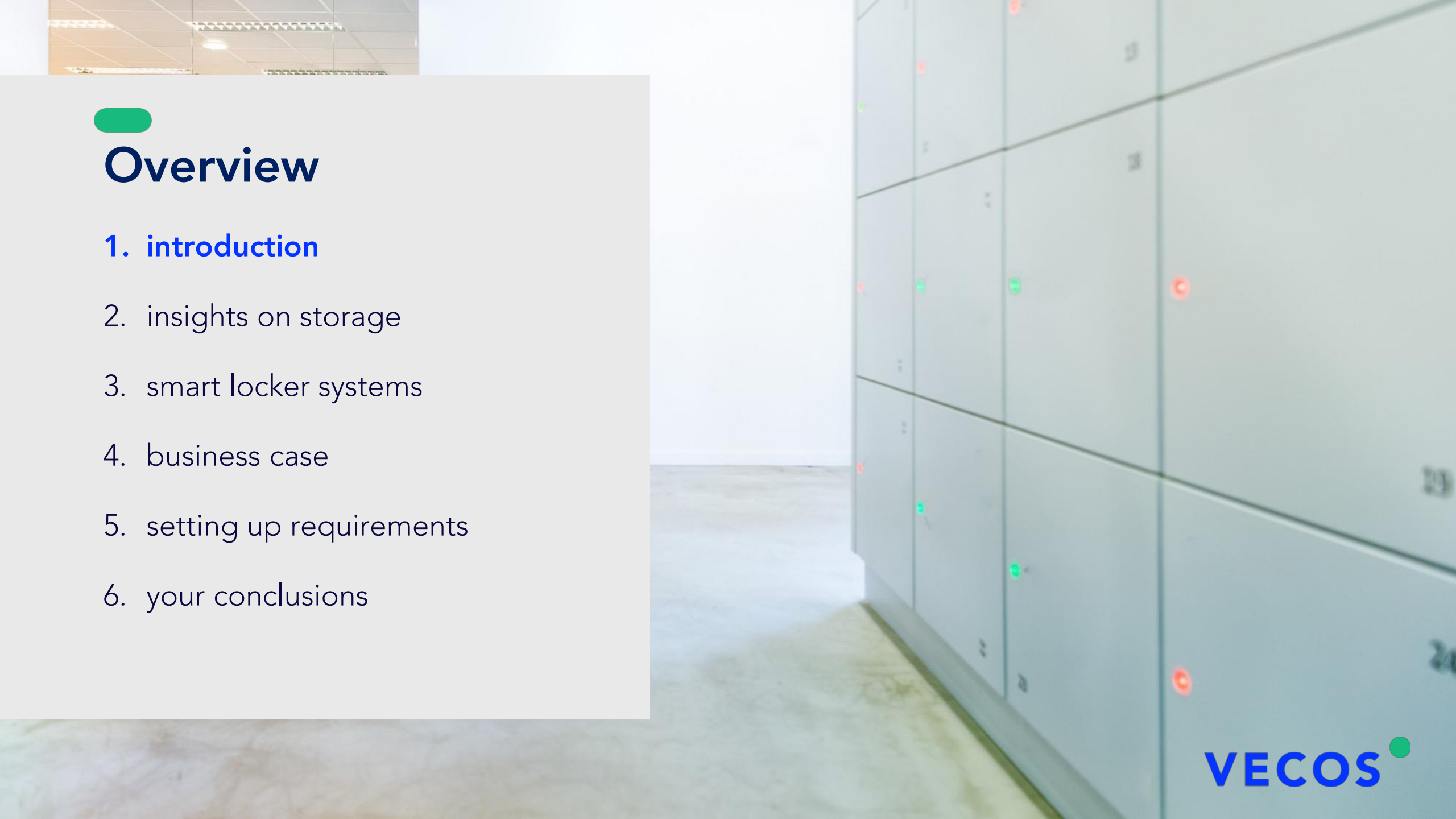

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Vecos is a world leading tech company

1996
founding year

- Multi-solution engineering company
- Inventor locker management systems

2010
pure player

- Focus on locker management systems
- Created for workplaces
- Partnering with furniture specialists

2016
going smart

- Smart locker system
- SaaS/cloud & app
- Next level locker functionalities

2020
global coverage

- 40+ countries, >1.700 projects
- 700.000 lockers online & >1.4 million (daily) users
- Consistent Y-o-Y growth +30%

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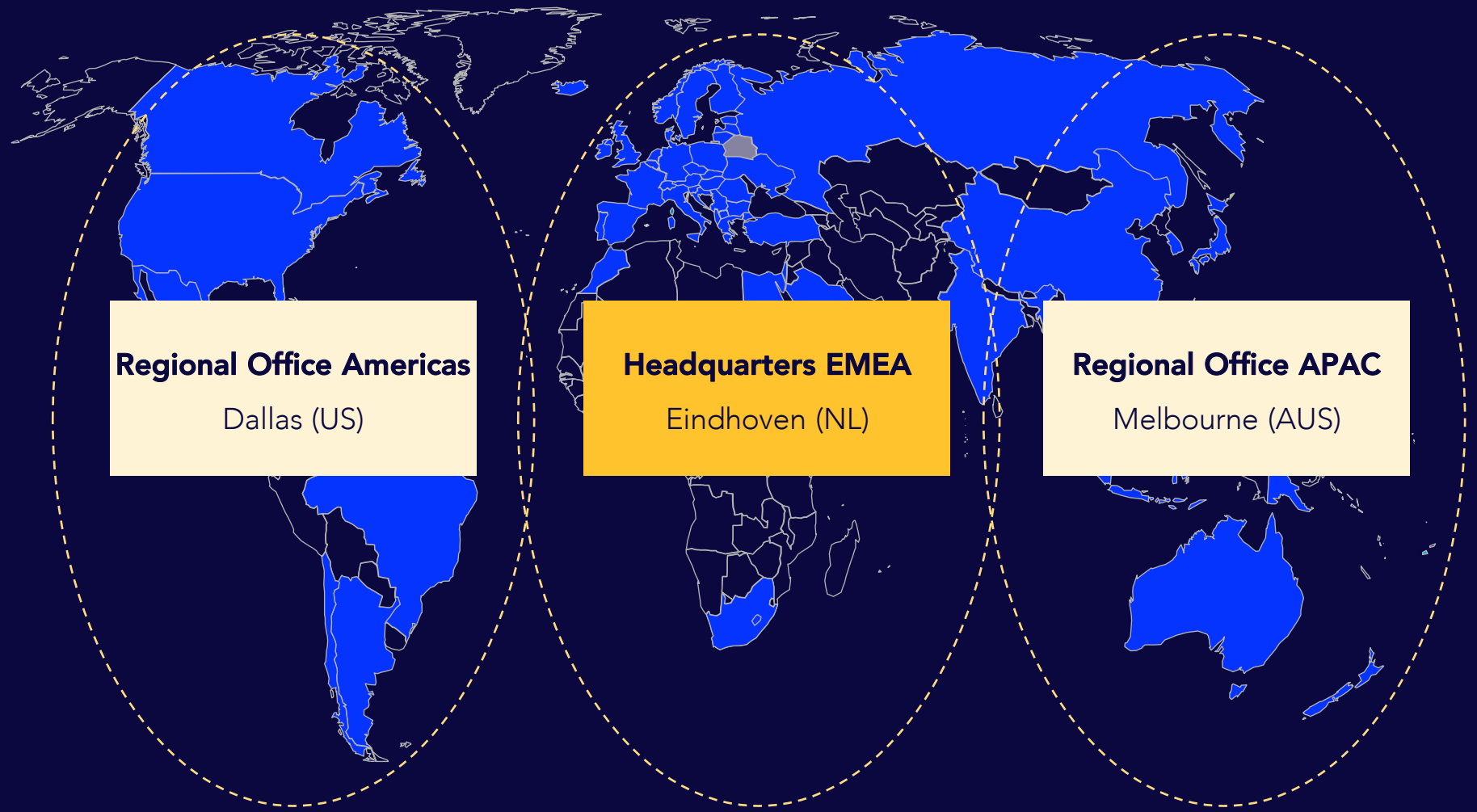
Vecos Global

- Vecos offices in 3 global regions
- 24/7 Follow-The-Sun
- Established global partner network with >150 partners



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Experts in workplace, powering front-runners

EY
Nestlé
gsk
zalando
Qualcomm
Ford
NIKE
Microsoft
LEGO
Deloitte.
Capgemini
accenture
pwc
vodafone
citibank

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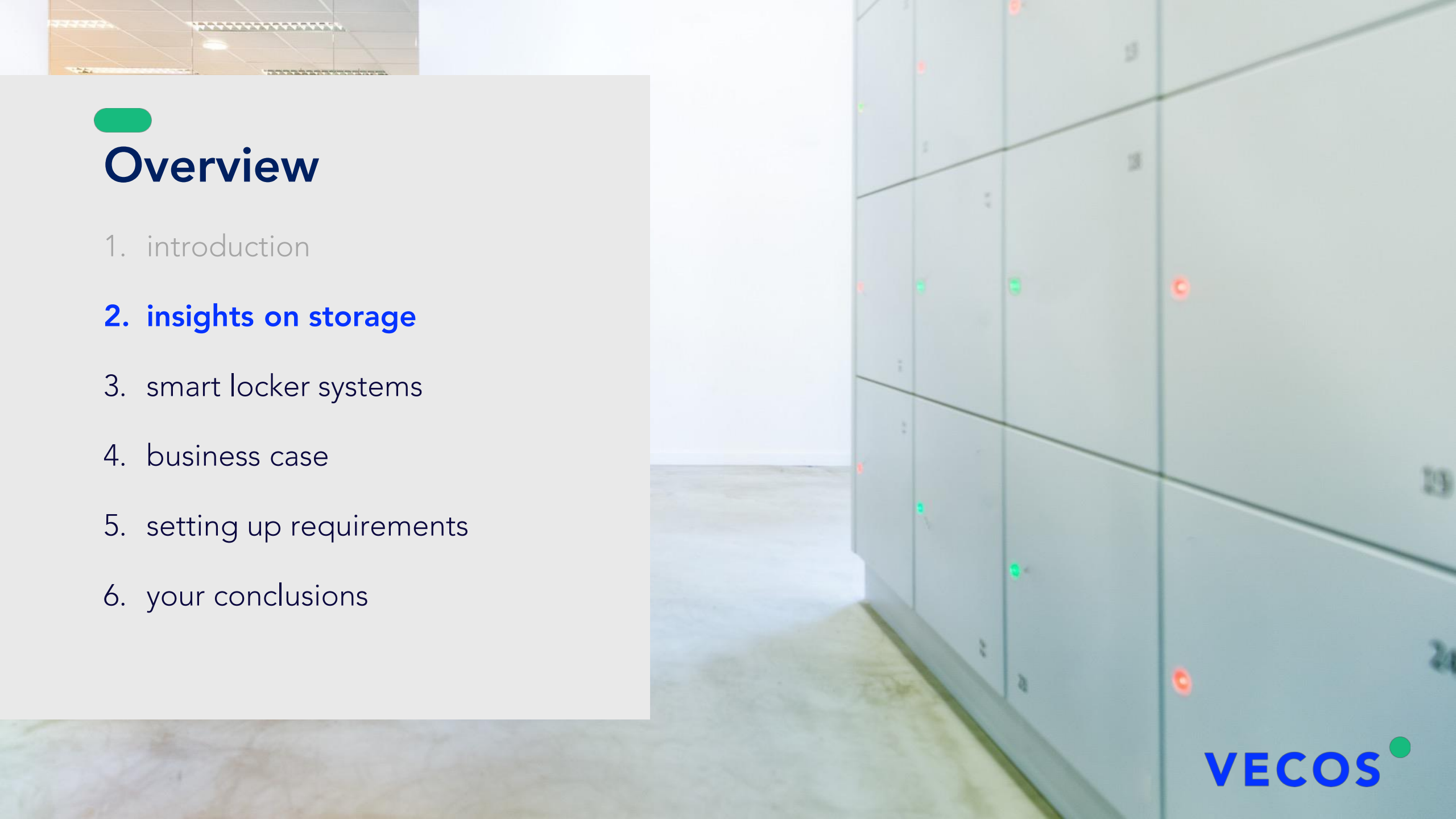

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How far do you look ahead?
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Our way of working is evolving

Time

Traditional

Hybrid & dynamic in zones

Hybrid & fully dynamic

Drivers for change

Way of living, Technology, Real estate cost, Covid-19

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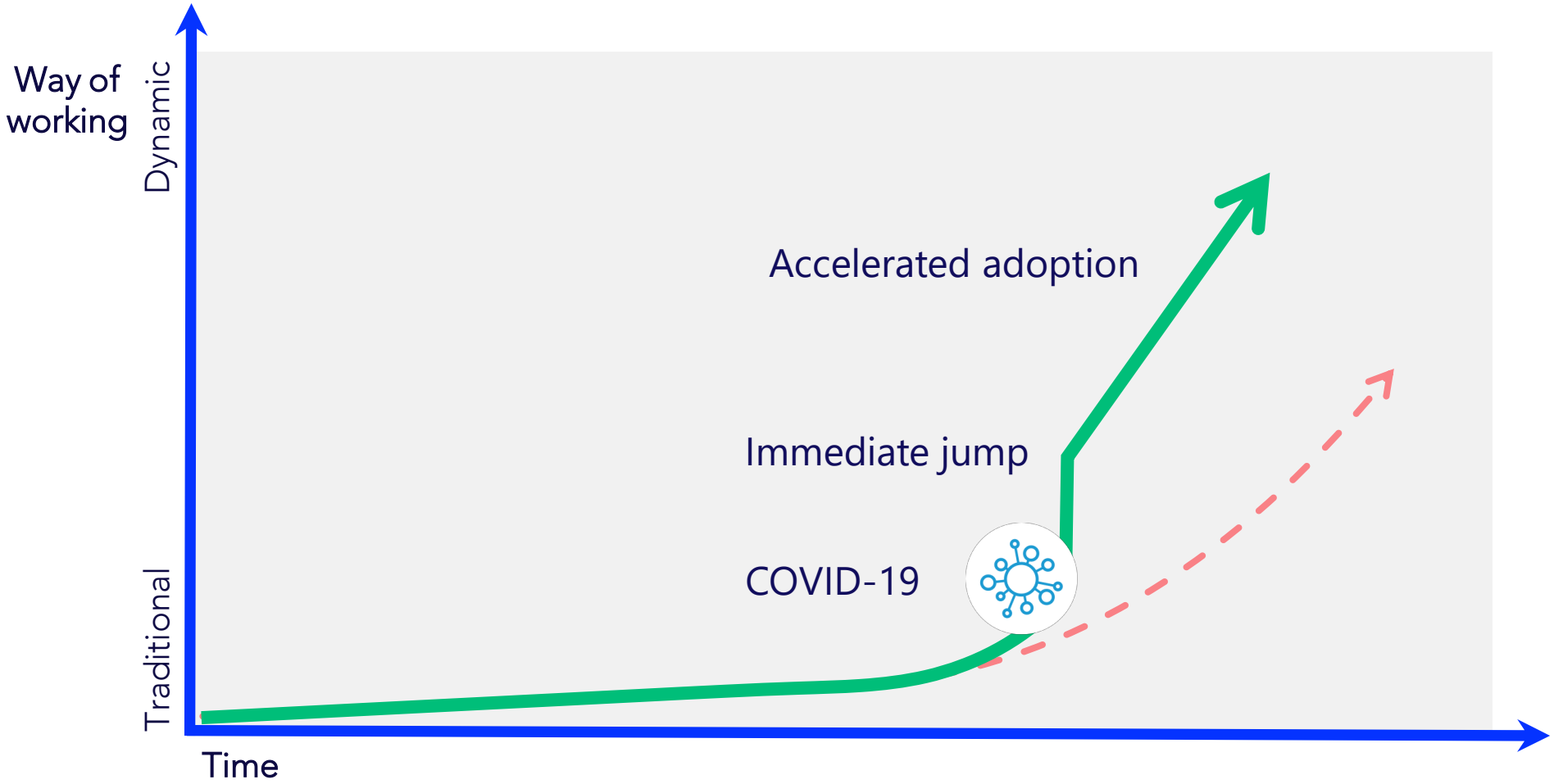
COVID-19 impact on adoption



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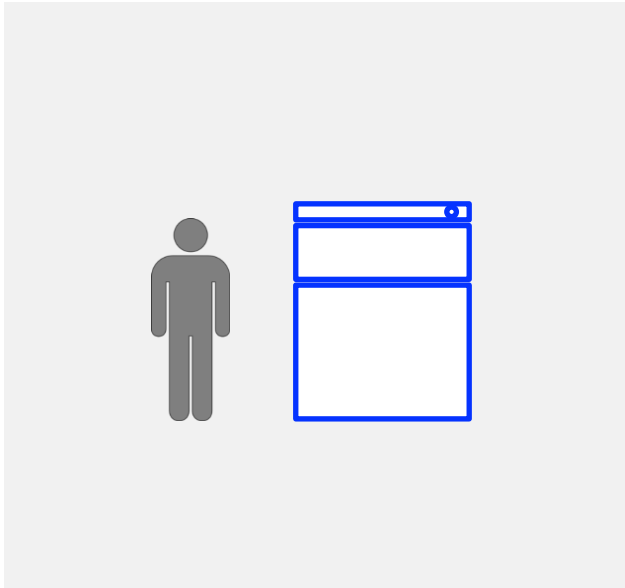
Dynamic working evolution results in storage evolution

Traditional

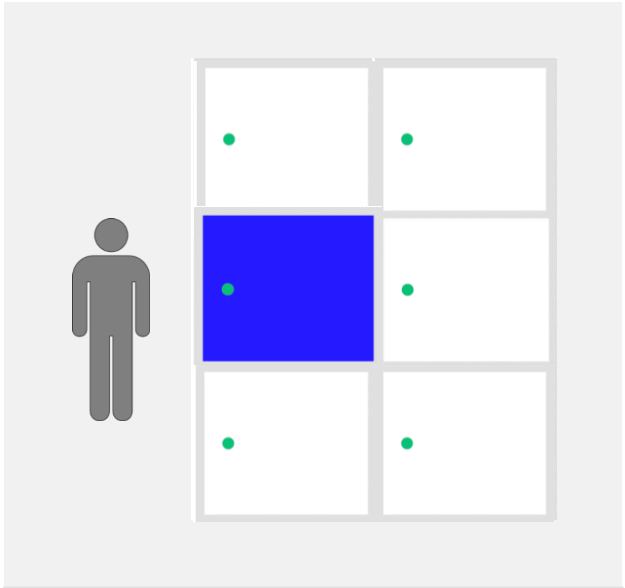
Hybrid & dynamic in zones

Hybrid & fully dynamic

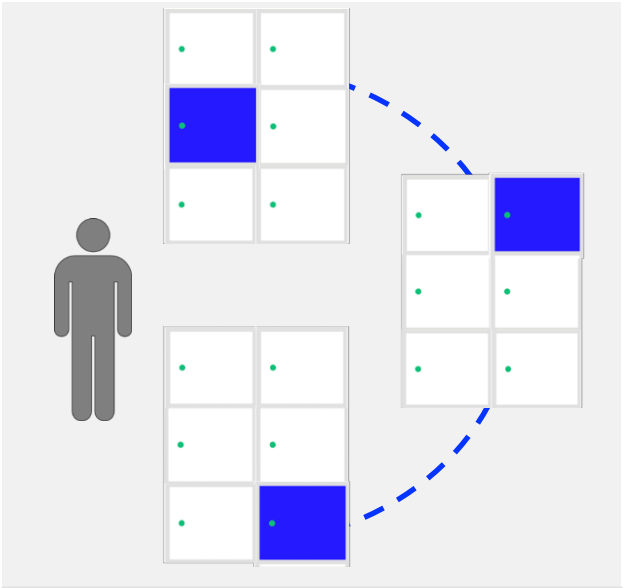
Time



PERSONAL PEDESTALS



PERSONAL FIXED LOCKERS



DYNAMIC STORAGE

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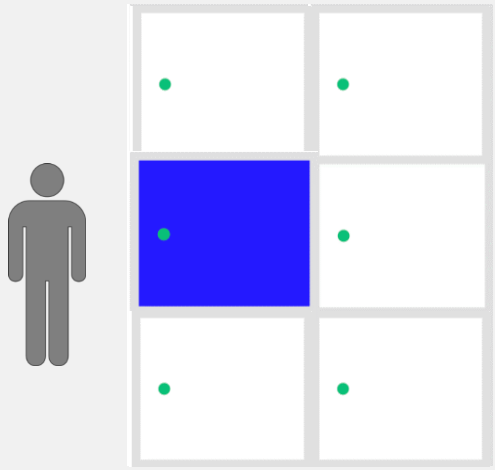
Impact on facility management

Traditional | **Hybrid & dynamic in zones** | Hybrid & fully dynamic

Time



PERSONAL FIXED LOCKERS

Consequences

- **Introduction locker management**
- **Joiners, leavers, movers – all lead to transactions (owner changes)**
- **Administration is never accurate – keys/codes are exchanged**
- **Lockers not available (we need more lockers)**
- **Need for locker management system**

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Impact on facility management

Traditional

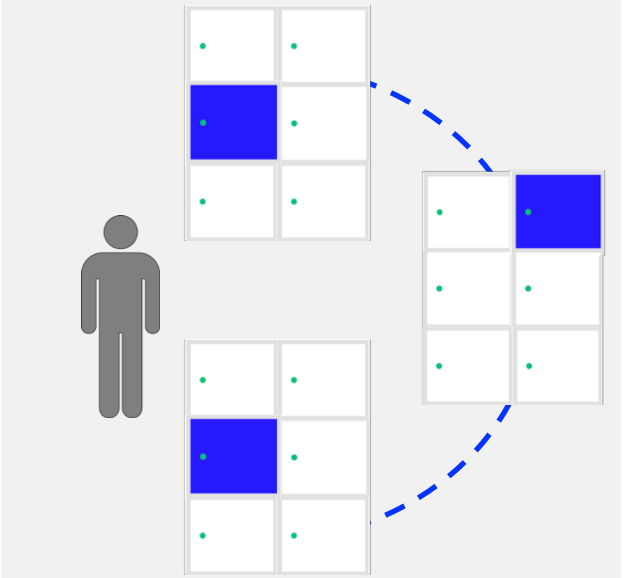
Hybrid & dynamic in zones

Hybrid & fully dynamic

Time

Consequences

- **People switch locker daily - transactions on a daily basis**
- **Locker management effort grows exponentially (unmanageable)**
- **Locker management system is a must**



DYNAMIC STORAGE

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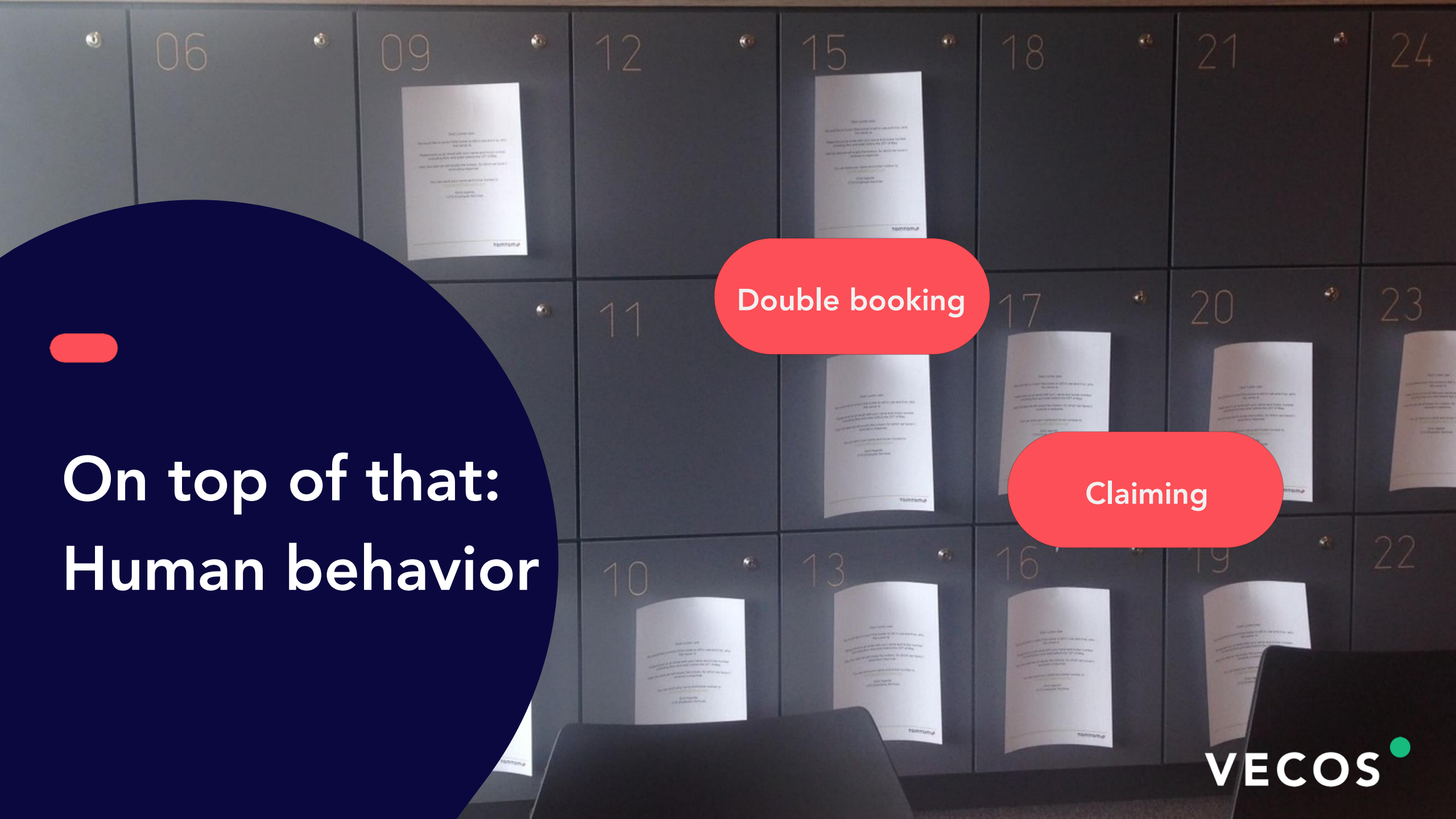

On top of that: Human behavior

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How people use lockers

Source: Vecos company data on locker occupancy and frequency of use in diverse range of corporate organizations

There is more than personal storage

Personal storage

Team storage

Parcel & Logistics storage

Visitor storage

Changing room Storage

Increasing need for locker management system

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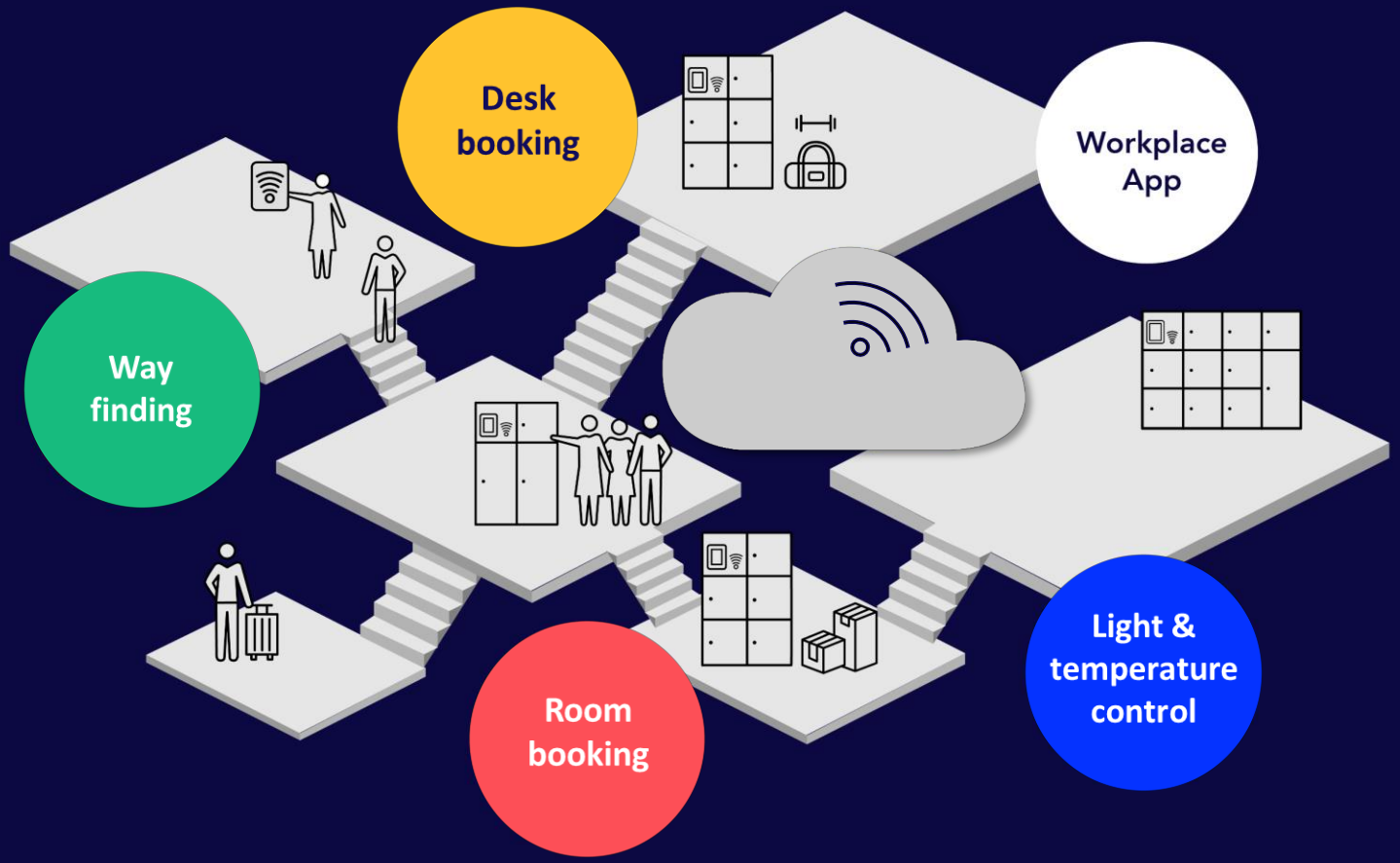
Lockers are part of workplace ecosystem



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Summary of insights

1. Dynamic working results in dynamic storage
2. Without a system lockers become unmanageable
3. Deal with human behaviour like claiming and double booking
4. Not everybody uses a locker
5. There is more than personal storage
6. Lockers are part of the workplace ecosystem

Goodbye traditional office, welcome smart locker systems

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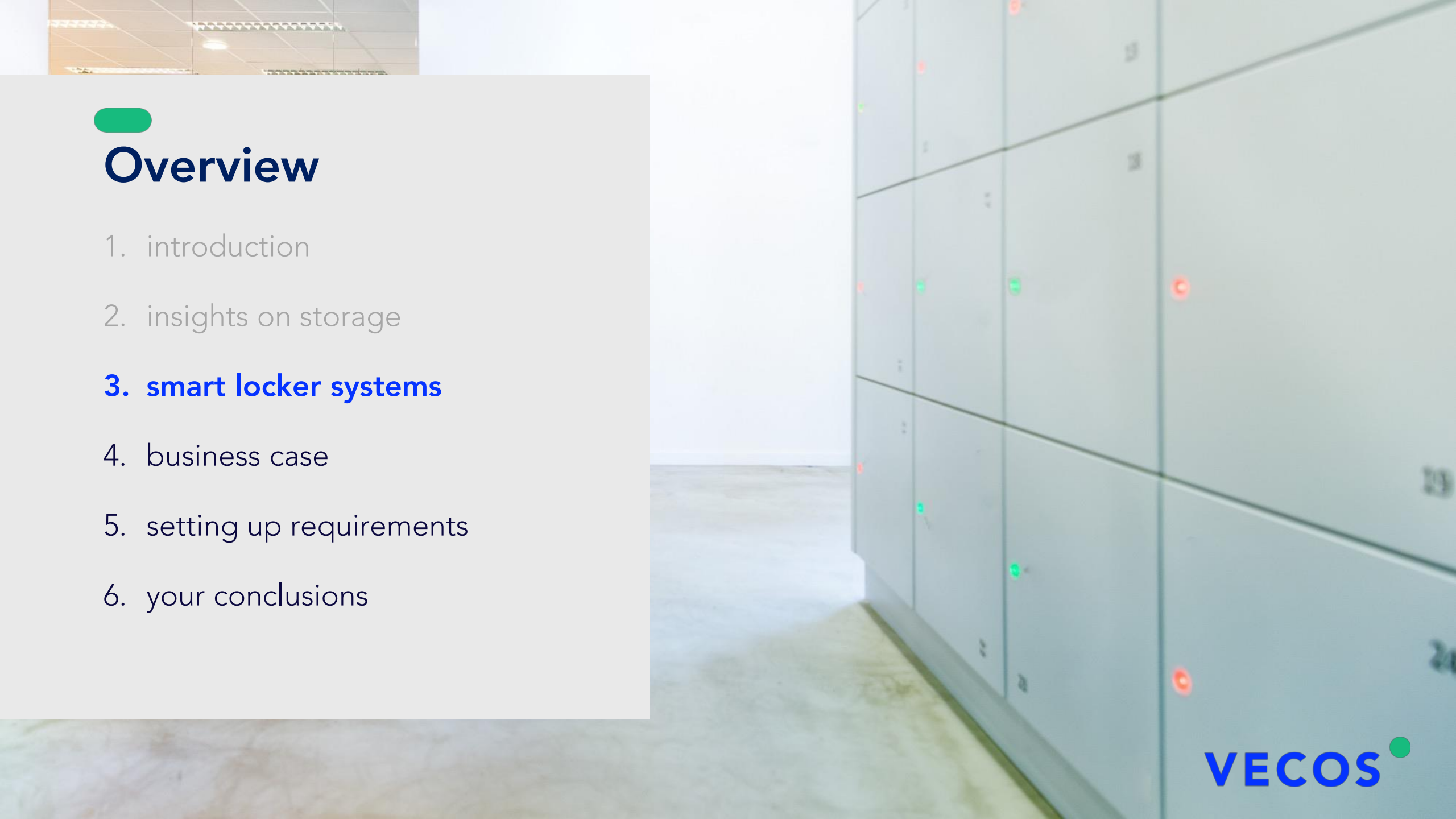

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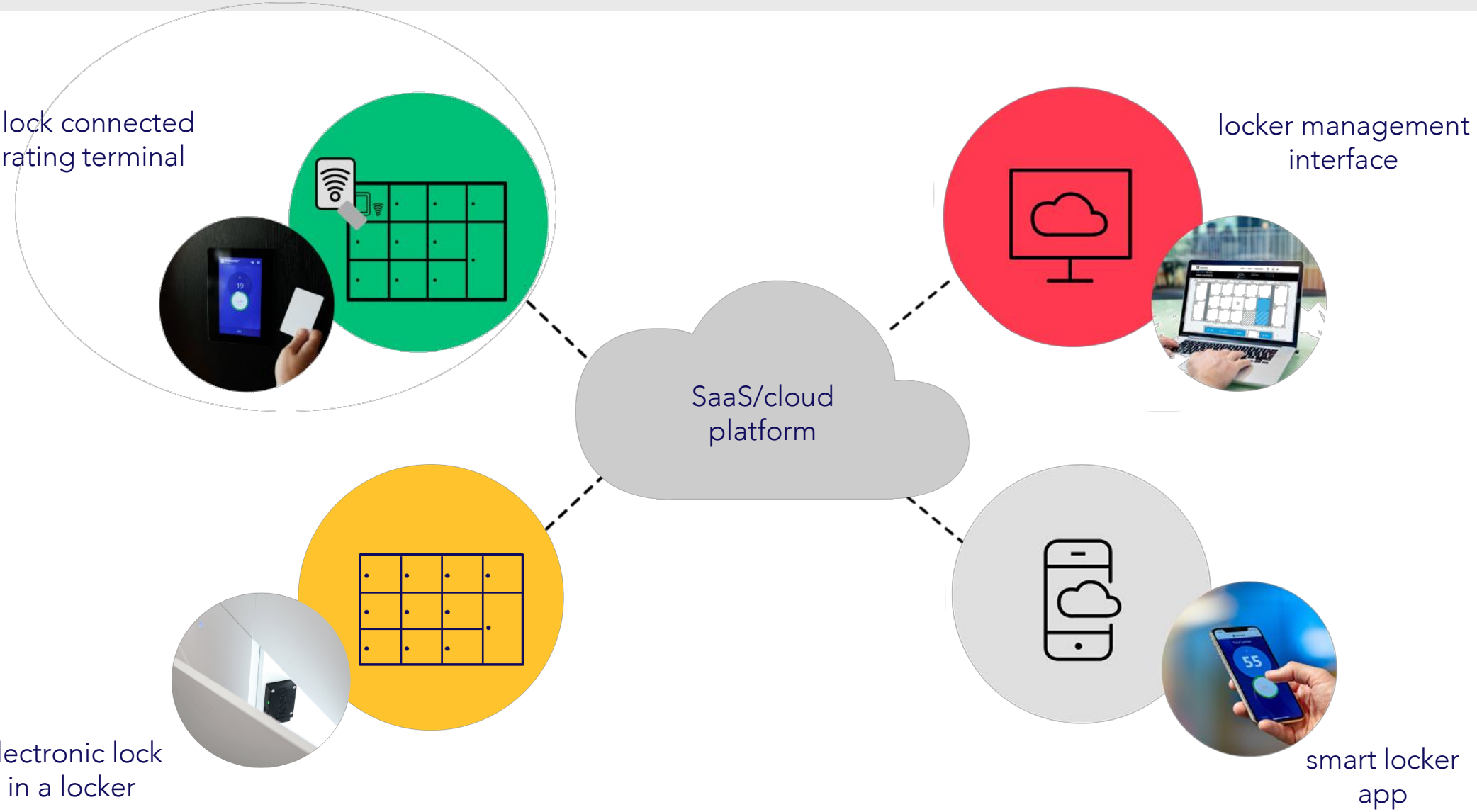
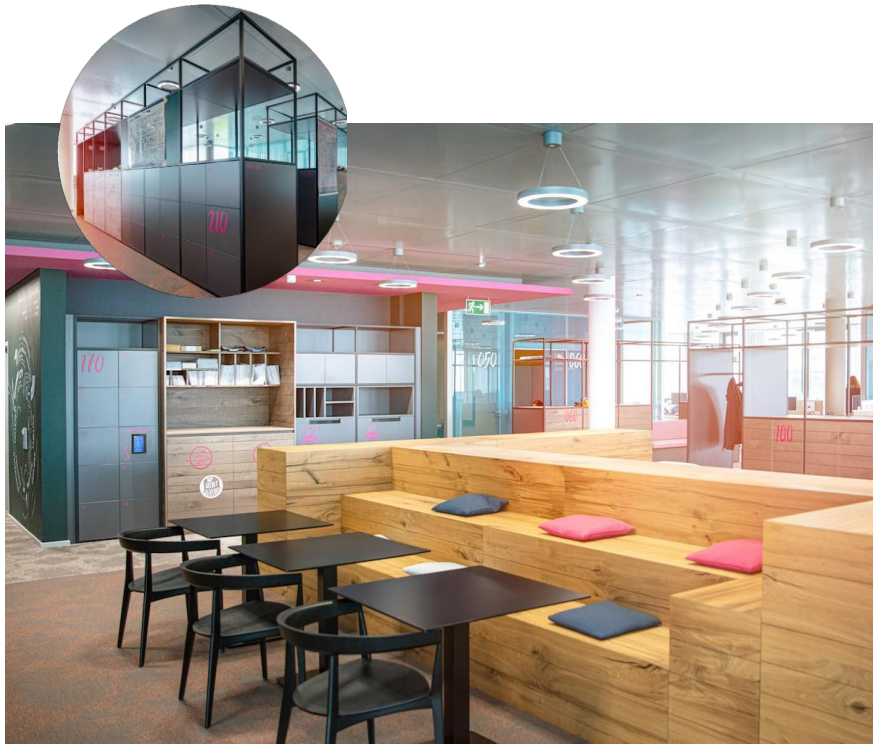
What is a smart locker system

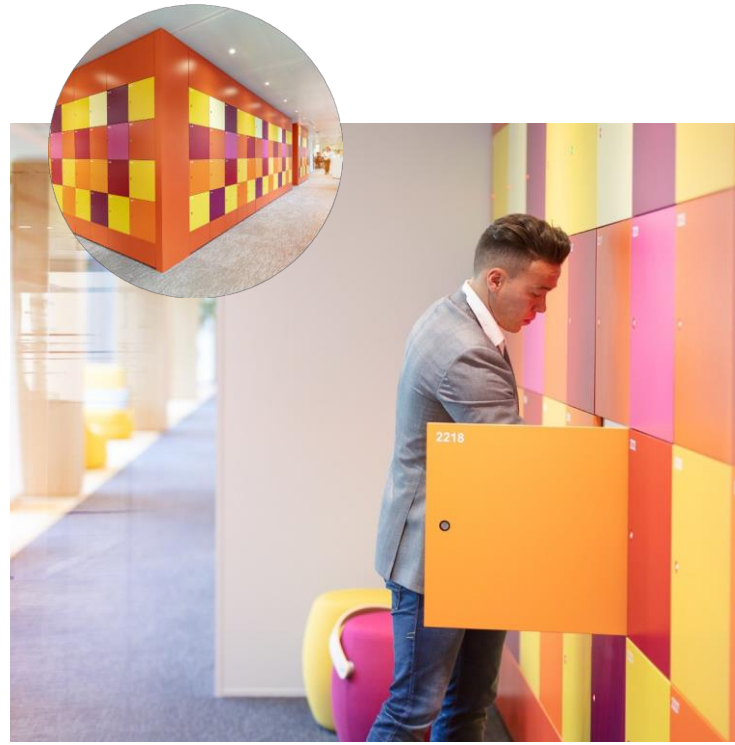


Electronic locks & terminal

Any design



Any material



Any colour

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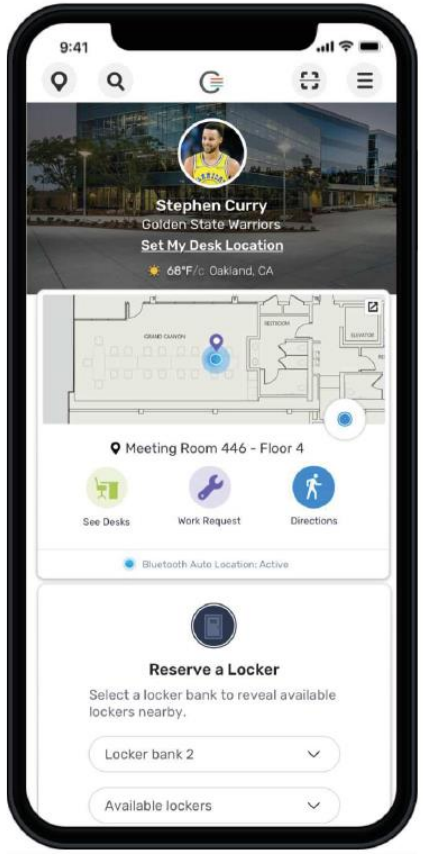
Smart locker app

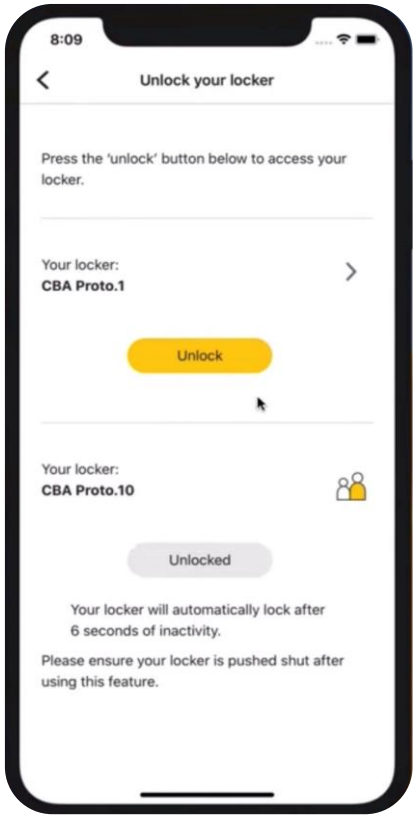
Workplace Apps



Siemens Comfy

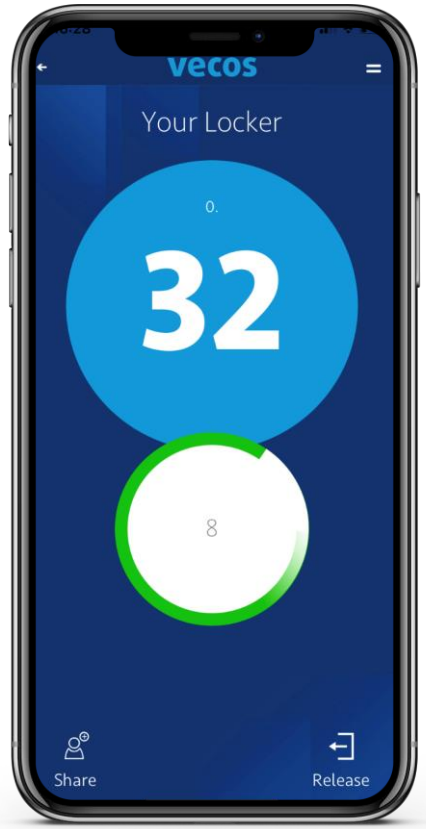
Mapiq

Client custom Apps



Commonwealth Bank of Australia

Smart Locker Apps



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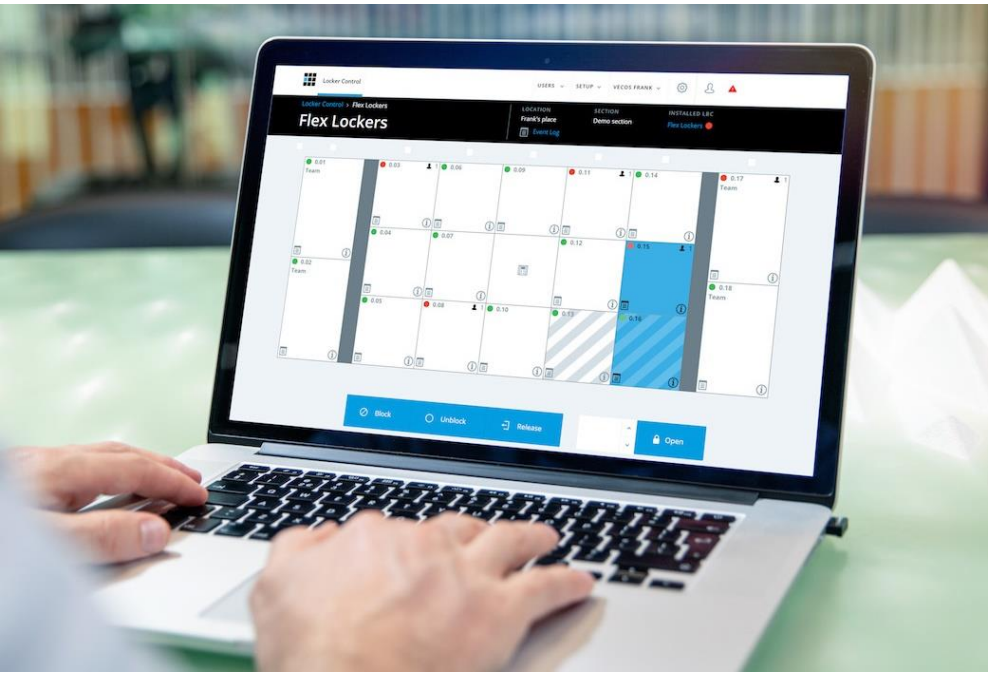
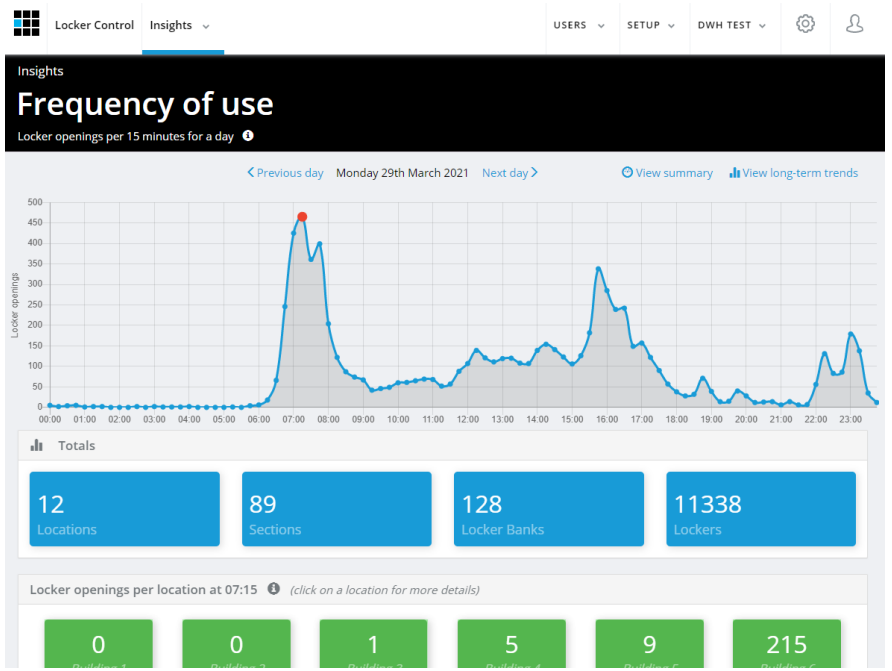
Locker management interfaces



Daily remote support



Data & insights

Automatic notifications

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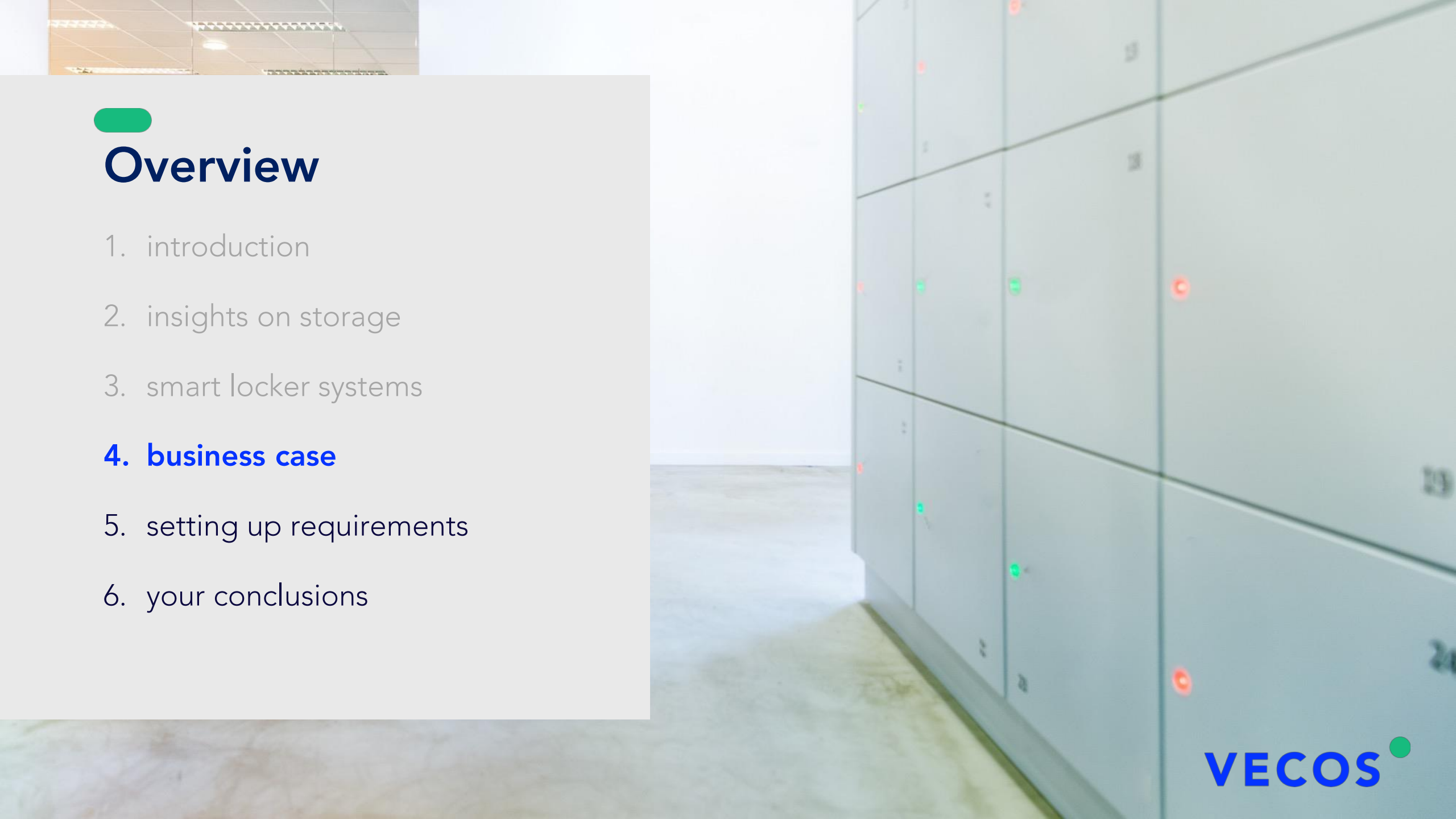

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Three locker technology generations

1

2

3

	MECHANICAL	ELECTRONIC	SMART LOCKER SYSTEM
	Keys/numeric	Pin/RFID	Online
Lock Hardware	€10-25	€30-60	€70-100
Management Software	None	None	€0,40-0,80 /l/m

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The business case for a smart locker system

INVESTMENTS +

CAPEX
€70-100/locker

OPEX
€0,40-0,80 locker/month

RETURNS + + +

Facility Management
↓ 3 hours per 100 lockers per week

Employee Productivity loss
↓ 1 hour per 100 lockers per week

Lockers
↓35% less

Floorspace
↓ 35% less

Energy costs
↓ 80% less

Typical payback period 2 to 8 months

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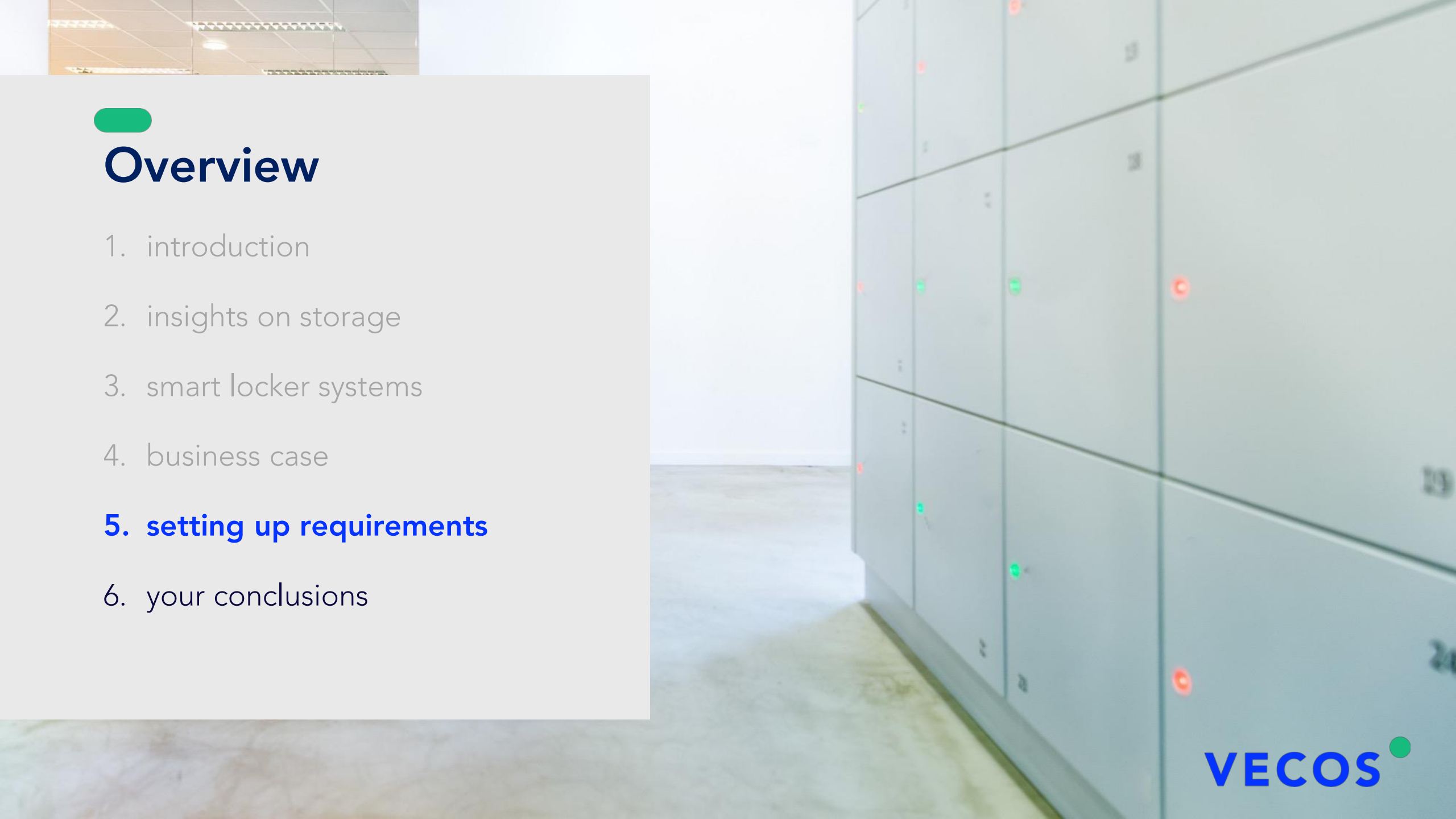

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Four domains to set up your requirements

1

Use Cases

User identifier, flows, business rules

2

Management

Insights, user communication, daily support

3

IT, Integrations, Security

Monitoring, updates, back-up, failover, (app) integrations

4

Practicalities

#lockers, space planning, aesthetics, opening

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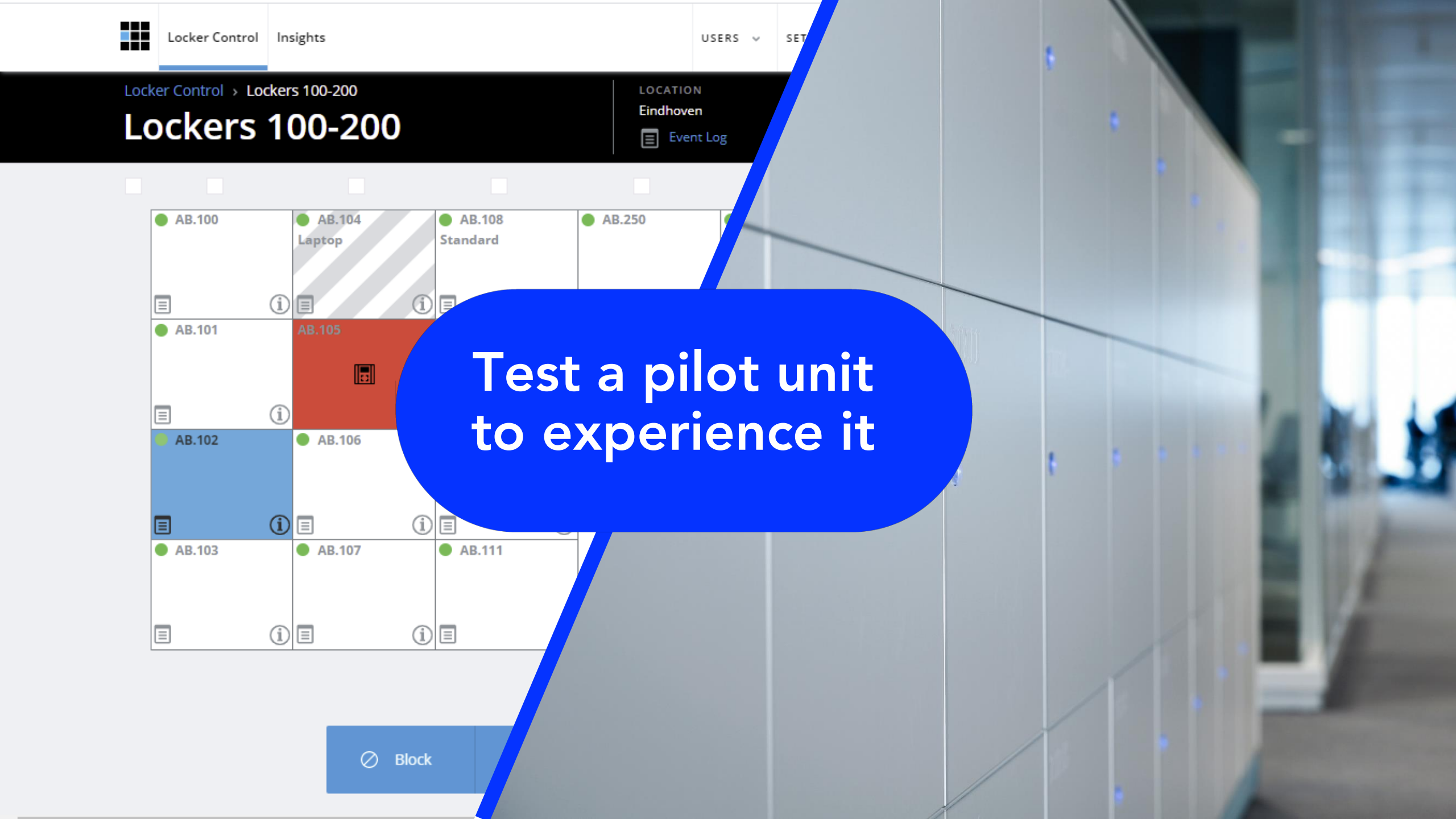
Locker Control
Insights
USERS
Locker Control › Lockers 100-200
Lockers 100-200
LOCATION
Eindhoven
Event Log
AB.100
AB.104
Laptop
AB.108
Standard
AB.250
AB.101
AB.105
AB.102
AB.106
AB.103
AB.107
AB.111
Block
Test a pilot unit
to experience it

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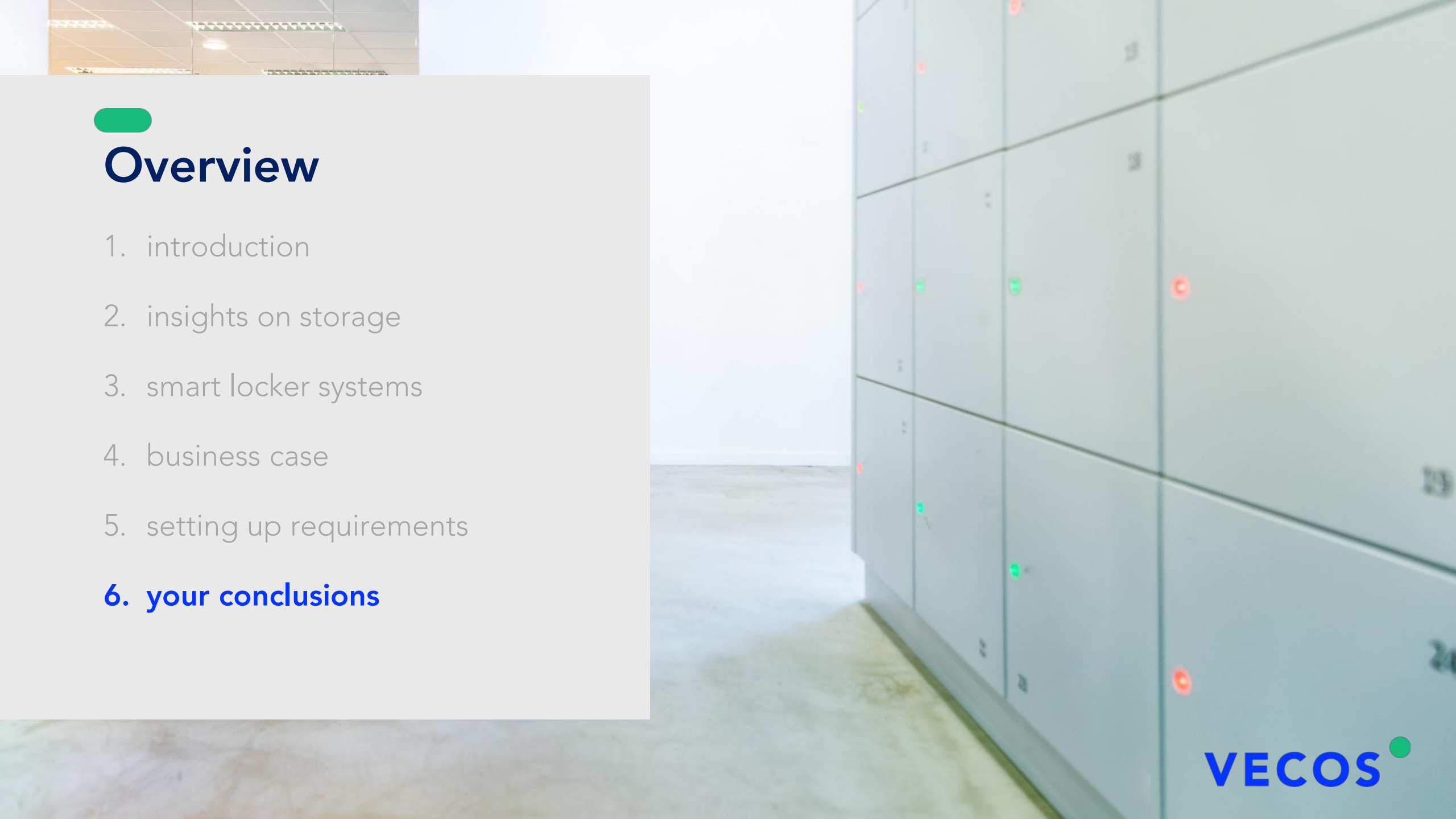

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Thank you

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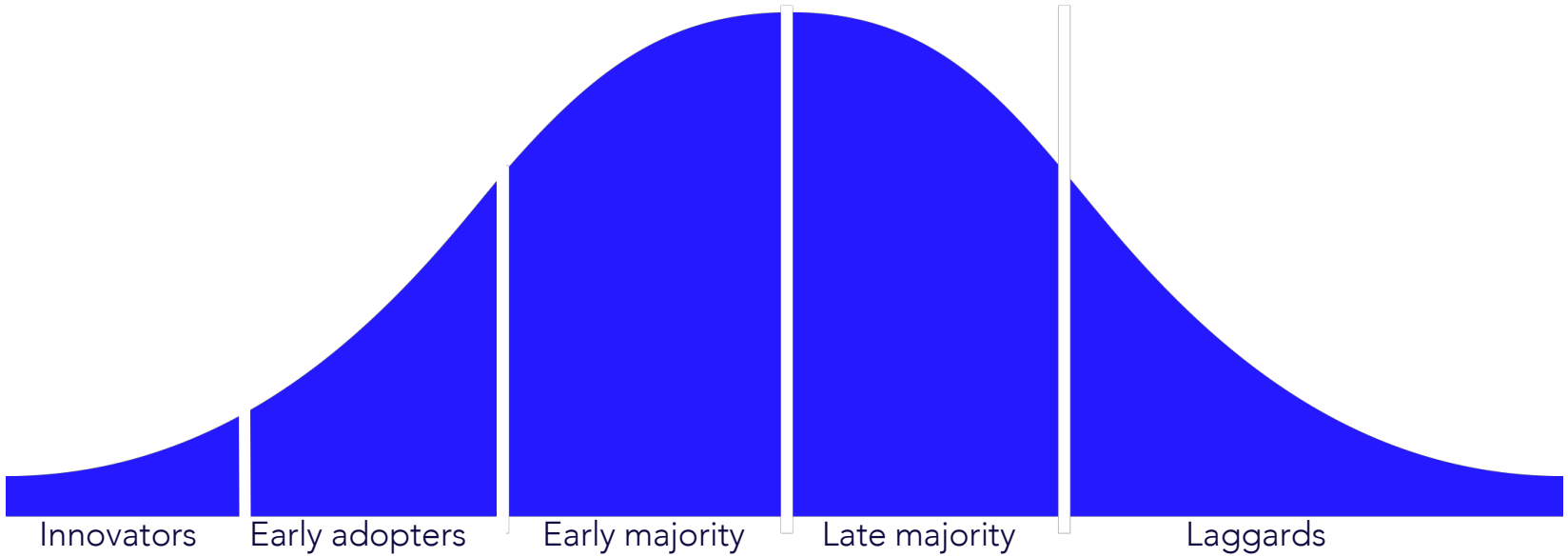
+31 6 23 54 57 78
jeroen.gieling@vecos.com

Not everyone is dynamic on Day 1



Source: E. Rogers diffusion of innovation (1962)