

KIWI Company Profile

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Your Contact to KIWI

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The concept of the key is over 4,000 years old. The first key, a brushlike, heavy-metal model, opened a so-called spring latch lock, as illustrations on Akkadian seals from the 3rd century B.C. reveal. Obviously, key technology has advanced since then, but today it is reaching its ultimate limits. In view of the constantly growing number of doors we must open every day, new concepts are required which are both safe and efficient. KIWI shows how that can be accomplished.

KIWI puts an end to the key

KIWI is the safe, keyless entry system for the front, apartment and basement doors of apartment buildings. KIWI opens doors conveniently – even from long distance. Without searching, without buttons, without keys.

Thanks to KIWI, conventional keys will soon be a thing of the past

The hardware company KIWI.KI GmbH, which was founded in February 2012, has developed KIWI Service (www.kiwi.ki), an **RFID- and smartphone-based automatic door opener** with which **front doors and apartment doors** can be safely opened **via wireless signal**.

The KIWI Team introduced itself to the public at large for the first time during **TechCrunch Disrupt Europe** in Berlin in October 2013. Company founders Dr.-Ing. Claudia Nagel, Dr.-Ing. Christian Bogatu, and Peter Dietrich presented the complete system they had developed (KIWI Transponder, KIWI Door Sensor, and KIWI Gateway) and demonstrated live how KIWI works. For the first time they also presented the KIWI App.

KIWI – smart, hands-free RFID technology combined with an intuitive KIWI App

KIWI is an innovative, safe high-tech tool that opens doors without the use of the hands. The KIWI Entry System essentially consists of two components: the KIWI Transponder, a wireless RFID transponder key, is considerably smaller than a car key and can be comfortably worn on the body, for example on the key ring or in the pants pocket or handbag. As soon as you approach the door you want to open, the KIWI Transponder contacts the KIWI Door Sensor that is built into the electric bell system. The KIWI Door Sensor then automatically unlocks the door. Users don't have to push a button, keeping their hands free. The mind stays clear, too, because there is no need to memorize a combination of numbers or anything of the sort. Keyless access with KIWI is simple, safe, quick, and convenient. Specifically developed for apartment buildings, it is a technology that is available to anyone – because the KIWI Entry System is installed in addition to the existing locking system and is compatible with virtually all conventional locking and door systems of apartment buildings in Germany. All previous keys continue to work at the same time. For all those who want to do entirely without keys, a specially developed KIWI App grants access via tablet, PC, or smartphone. A video on www.kiwi.ki/video explains in simple terms how KIWI works in practice.

In addition the KIWI Smart Lock is the solution for apartment and further doors on the inside of an apartment building. Like the KIWI Entry System for front doors it can be opened by the KIWI Transponder or App. All doors integrated in the KIWI infrastructure can be managed by the online portal.

KIWI Usage Scenarios

Private users

Anyone who has ever stood in front of their door with lots of bags and without having a free hand to look for a key will be happy about the KIWI Entry System, because the clever tool automatically unlocks the door. But KIWI can do a lot more than that: for example, private KIWI Users can set their KIWI such that it opens the door only during a specific time window. This comes in handy when the user is still on the way home but expecting visitors or does not constantly want to rush to the door during a party. Family and friends can be granted permanent or temporary access via the KIWI App.

Business users

The new keyless technology offers considerable advantages for the owners of apartment buildings, building administrators, private service providers for apartment buildings, and the public sector. Existing locking systems can be easily and inexpensively retrofitted. Once the KIWI Entry System is installed, key procurement, return, and replacement including all the administrative effort they entail are eliminated. Those with access privileges, such as waste disposal firms, mail and parcel services, or cleaning companies, no longer have to carry huge bunches of keys for their district or their customers around. Instead, a properly set-up KIWI Transponder opens several doors fully automatically. KIWI also offers new options to vitally important services like emergency hotlines or the fire department for getting fast access to buildings or critical hazard areas in an emergency situation. The Berlin Fire Department, for instance, already equips every emergency vehicle in the city's Prenzlauer Berg district with a KIWI Transponder. Plans are to implement this for all of Berlin in the future. When an emergency call comes in, access permission is to be automatically granted for the emergency KIWI Transponder of the respective response team. The KIWI Developers place great importance on privacy: the secure system architecture and the encryption method, for which a patent has been applied (www.kiwi.ki/patent), prevent a private KIWI Transponder from being hacked or tracked at a front door.

KIWI – secure technology tested by experts

No one wants unwelcome visitors in their home – that's why we are usually especially careful with our door key. In terms of security, KIWI is a state-of-the-art product. The KIWI Developers have chosen to use the open source model: the company regularly publishes the components that are relevant for security and data protection. Consequently, they were already tested during the development phase by globally recognized cryptology experts as well as acknowledged white hat hackers, and were found to be excellent. The security standards of KIWI are many times higher than those of conventional cylinder locks. The system architecture of the KIWI App meets the international security standards for online banking.

The KIWI Technology is based on a globally established wireless and security system which was developed by the internationally renowned hardware and cyber security expert **Milosch Meriac** (www.meriac.com). The wireless signal between KIWI Ki and KIWI Door Sensor is based on a highly complex encryption method for which a patent has been applied. Milosch Meriac has had professional experience with RFID technology since 2005. The co-founder of the OpenPCD.org project developed the first free RFID reader hardware, which was used to break the encryption algorithm of

the Mifare Classic RFID chips that had been considered secure until then. Meriac knows the potential security gaps of digital products and regularly lectures at the pertinent conferences of the Chaos Computer Club and at REcon. Most recently, he successfully broke the HID Global iCLASS RFID system.

The trustworthy IT security solutions from KIWI are entirely developed and produced in Germany. KIWI pledges to comply with the requirements of German data protection legislation. On this basis, KIWI bears the quality seal “IT Security Made in Germany.”

Awards

KIWI has already received several prizes. This includes the immobilienmanager award, which distinguishes KIWI as an outstanding real estate business model, category: PropTech of the Year (March 2017). In 2014, as a young team, KIWI won the Newcomer Award from the magazine "Gründerszene". In addition, KIWI was awarded the best German Internet of Things solution at the Telekom Business Wall of Fame competition. In 2015, KIWI received the Human Telematics Award 2015 in the Real Estate Telematics category at the International Radio Exhibition. Co-Founders Claudia Nagel and Christian Bogatu were awarded as “Heads of the Real Estate Industry” for their innovative idea around KIWI in June 2017.

KIWI respects the users' privacy

KIWI was developed on the basic premise that it must never be able to determine which door was opened when and by whom. KIWI generates no user profiles, as the users' privacy is a top priority. KIWI only allows finding out which KIWI Transponder was authorized to open a specific door at a given time. It is, however, impossible to trace the individual who has given KIWI Ki the signal for opening it. This ensures that the residents of a building continue to retain the anonymity which they possess with a regular key.

The people behind KIWI

KIWI is a service of KIWI.KI GmbH, a hardware business headquartered in Berlin which has developed its technology and brought it to market maturity on its own. The company was founded in 2012 by the former McKinsey management consultants, security technology specialists, and entrepreneurs **Dr.-Ing. Claudia Nagel** and **Dr.-Ing. Christian Bogatu** as well as the entrepreneur and attorney **Peter Dietrich**. Today it employs an international team of 50 people. The company was initially founded by the name of DooRFID GmbH, and at the end of 2013 was renamed KIWI.KI GmbH. Since 2016 **Karsten Nölling** (CEO) runs the company and since October 2018 **Hannah Nöthig** joined him as COO.

Partnerships and pilot projects

KIWI already has gained renowned partners who use the new technology. The company is the exclusive partner of **Deutsche Post AG** in the area of door and entry systems. Moreover, the **ALBA Group**, one of the largest private waste disposal companies, has employed KIWI for over two years.

The elevator company **Schindler Germany** and KIWI have entered into a strategic cooperation and present a key digital safe with Schindler Smart Ki.

In addition, several of the largest housing societies use KIWI, e.g. **Gewobag, GESOBAU, degewo, Deutsche Wohnen and TAG Wohnen**.

The **Berlin Fire Department** also uses KIWI. All emergency vehicles of the Prenzlauer Berg Fire Department are equipped with KIWI Ki, so that in emergencies the rescue workers have keyless access to all front doors that are equipped with the KIWI Entry System, thus saving valuable time.

Due to the large number of monthly installations, KIWI has entered into a strategic partnership with **Conrad Electronics**. The “klappt” master service from Conrad handles most installations of the KIWI Entry System throughout Germany.

In addition, KIWI works with **Allianz** as an exclusive insurance partner. Every premium customer contract contains a free Allianz key insurance. If the apartment or building key is lost, the customer simply calls the toll-free Allianz emergency number, and Allianz sends a key service free of charge that opens the door.

The individual, simple, and at the same time elegant design of the KIWI Ki was created by **Design-Studio Kanso**, which also works for Zeiss, Bose, and Adidas. It is a lifestyle-oriented product with a wow effect that fits into any pocket or on the key ring and is, moreover, affordable. The KIWI Transponder is available in ten different color combinations. The casing is robust so that the KIWI Transponder will even survive a drop from a height of several meters without suffering any damage. The KIWI Transponder is manufactured and assembled in Germany. The plastic casing is produced by the Luckenwalde-based injection molder **Hsco Kunststoffverarbeitung GmbH**. The éloane group of companies, which owns **SysCom**, mounts the finished printed boards to the plastic casing, does the final assembly, and bonds the parts together. **éloane** also packages the KIWI Transponder. The group of companies is in the immediate vicinity of KIWI.KI GmbH's Berlin office.

KIWI's Partners

Supported by:



Federal Ministry
for Economic Affairs
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on the basis of a decision
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Schindler



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Selected customers



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 **HELVETICA**

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E-POST
Ein Service der Deutschen Post

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Wir nennen es Rohstoff.

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RECYCLING** 
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