

**LOCKSTATE**

CASE STUDY

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LockState Uses Ayla's Agile IoT Platform to Unlock Success in the Connected Lock Marketplace

Background

Colorado-based LockState is a leading provider of connected access control systems for commercial and residential markets. Founded in 2004, LockState entered the market offering high-quality keyless entry door locks and safes. In 2011 LockState launched the first WiFi-enabled keypad door lock under the RemoteLock brand. LockState's WiFi-enabled door locks and peripheral devices allow property owners and managers to remotely monitor and control their properties from anywhere in the world.

The Challenge

Transitioning from Traditional to Connected Door Locks

As early as 2011, LockState, a long-time manufacturer and importer of traditional door locks, recognized the potential of the Internet of Things (IoT)—as well as the complexity involved in implementing reliable, secure, well-performing connected products.

"We are not specialists in all the technologies involved in the IoT, and we grasped the difficulty and risk of trying to implement connected door locks ourselves," said Nolan Mondrow, CEO and founder of LockState. "We began a concerted search for IoT experts that could do the heavy lifting for us."

After contacting nearly a dozen IoT technology providers, LockState chose to build its first connected lock, RemoteLock, based on Ayla's Agile IoT Platform.

The Ayla Solution

LockState saw in Ayla the specialized IoT expertise that it needed to expand its business into the connected lock realm.

"Before trying to sell us on how great they were and promising the world, Ayla asked the right questions and were focused on enabling us to get

Company Profile

- Leading provider of connected access control systems for commercial and residential markets
- Entered the market in 2004 offering quality keyless entry door locks and safes
- Released the ResortLock in 2006, a keyless entry solution for the vacation rental property market
- Launched the first WiFi enabled keypad door lock under the RemoteLock brand in 2011
- LockState released the RemoteLock Access Control System (ASC) in 2013; an Internet connected building access management system

where we needed to be,” said Mondrow. “Also, Ayla had spent time building strong partnerships with chip manufacturers and other ecosystem partners.”

By using the Ayla IoT platform, LockState has been able to:

- Provide solid, end-to-end security in its connected lock products.
- Create a user interface for its connected door locks that makes it easy for lock owners and other designated users, such as vacation renters, to use their mobile devices to lock and unlock doors.
- Implement cloud-to-cloud connectivity to enable temporary codes to unlock specific doors. This feature prompted Airbnb to select LockState as one of its first and still few technology partners. Airbnb uses the LockState and Ayla-based application programming interfaces (APIs) to enable vacation rental hosts in its network to provide temporary door lock codes to end users that work only for the duration of authorized renters’ stay.
- Use WiFi wireless connectivity exclusively. Other wireless protocols, such as ZigBee or Bluetooth, which Ayla also supports, require a gateway in close proximity to a sensor. Using WiFi allows LockState to avoid having to put a gateway on every connected lock—of particular importance in apartment and condo buildings or office complexes with multiple doors requiring different locks.

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The Benefits

Benefits that LockState has achieved by using Ayla’s Agile IoT Platform include:

- **Worry-free security.** “We have peace of mind because Ayla relieves us of the burden of constantly worrying about people hacking into our connected locks,” said Mondrow.
- **Cost savings.** “Without Ayla, we would have had to spend enormous amounts of money to hire and train developers to become experts in all aspects of IoT technology—and to stay up-to-date with technology as it evolves,” said Mondrow. “Developing and maintaining the security aspect alone would have required us to spend millions of dollars. Using the Ayla platform frees up developer money we can use to improve our user interface and create new apps for users.”
- **Staying up to date.** “The Ayla platform secures the data flow between our locks to their cloud and back to our servers that run our user interface, and their platform updates encryption and authentication and all the rest,” said Mondrow. “Knowing that they’re protecting our products’ data transmission takes the pressure off us to have to keep pace with the latest security nuances.”
- **Ability to focus on core expertise.** “Ayla takes so many of the things you must have to get a connected product to market and just handles them,” said Mondrow. “They essentially hand us the capabilities we need, and we can get creative and focus on doing what we do best.”

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About Us

Ayla Networks is a leader in software and solutions that enable the Internet of Everything. Based on the premise that any device should be accessible from any location, the company has developed an end-to-end platform that allows any device to be managed remotely. Headquartered in Santa Clara, Calif., the company has partnered with major electronics manufacturers, leading venture capital firms and investors who share this vision.

For more information, contact Ayla Networks at www.aylanetworks.com.