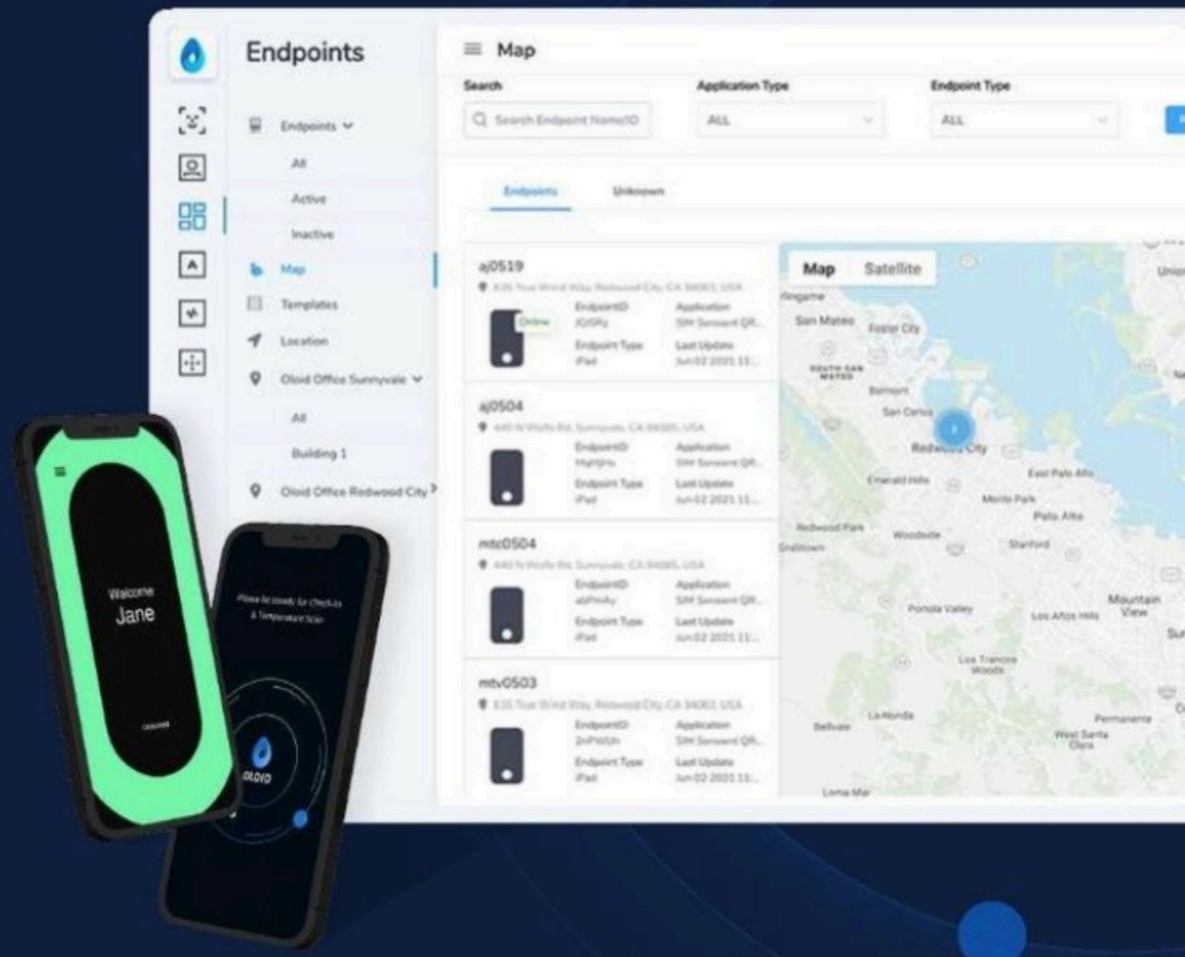
OLOID

Modernizing Physical Identity for the Future of Work

Series A Deck



FOUNDING TEAM

OLOID

Business led by a 2x-SaaS founder

MOHIT GARG

Co-founder & CEO

- 2X Founder, Previously **Co-founder & CRO, Mindtickle** (SaaS tech valued at $1.2B)
- **Mindtickle raised $280M the SaaS GTM from scratch and grew ARR by 1000+% in 3 years**
- Early member of world-leading product teams at **Aruba Networks** and **Iospan Wireless**

EDUCATION

Stanford University · ISB · Kellogg

EXPERIENCE

aruba NETWORKS · pwc · mindtickle

Product led by an identity-tech expert

MADHU MADHUSUDHANAN

Co-founder & CTO

- Built **identity management solutions** at IBM, voice-AI authentication at **IBM Watson**
- **Creator of Patented** BLE based identification protocols. Designed BLE SDK with 4M Downloads
- Winner of **several innovation awards** - HTNEXT, Phocuswright and Next Big Thing

EDUCATION

LEAVEY SCHOOL OF BUSINESS

EXPERIENCE

IBM Watson · PROXCE

Physical access and authentication systems are antiquated

- Clunky Hardware
- Poor User Experience
- Poor Identity Assurance
- Limited or No Data Intelligence

The pandemic has accelerated the trend towards the modernization of physical identity at the workplace

Touchless, Connected & Intelligent

COVID-19 to Cause Global Fingerprint Revenues to Fall 22% in 2020

That's the latest projection from ABI Research, which says governmental budgetary restrictions, a shift in commercial investments and hygiene are to blame.

October 16, 2020 SSI Staff Jump to Comments

NEW YORK — Global fingerprint biometric device revenues are expected to fall 22%, or $1.8 billion, to $6.6 billion in 2020 due to the ongoing coronavirus pandemic, according to a recent report from global tech market advisory, ABI Research.

The entire biometrics market, however, is forecast to regain momentum in 2021 and is expected to reach approximately $40 billion in total revenues by 2025.

Access control | Time & attendance | Safety & wellness | Desk reservation | Space analytics | Occupancy & Density | Tailgating detection | Video Intercom

Integrated & Converged

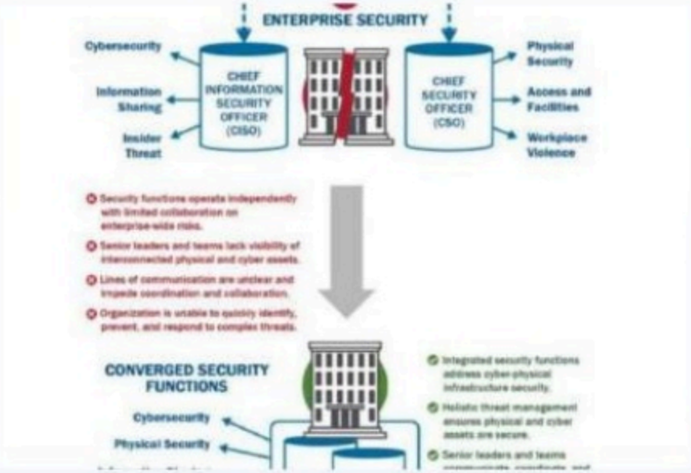
CYBERSECURITY AND PHYSICAL SECURITY CONVERGENCE

A CONNECTED OPERATING ENVIRONMENT

Today's threats are a result of hybrid attacks targeting both physical and cy integration of Internet of Things (IoT) and Industrial Internet of Things (IIoT) increasingly interconnected mesh of cyber-physical systems (CPS), which ex blurs the once clear functions of cybersecurity and physical security. Meanw resilience and accelerate the adoption of advanced technologies can also i risks in this evolving threat landscape.

HEALTHCARE SYSTEMS | TRANSPORTATION SYSTEMS | ENERGY SYS (SMART GI

Data & AI Driven Security



Okta, Active Directory and other SSO systems are designed for cyber identity and not physical identity

SSO for the desk worker

6,500+ cloud, on-prem, and mobile applications

Identity and Access For Physical Applications??

Oloid Vision: Single-sign-on for physical identity

Starting with physical access control (PACS) as the anchor use case of physical identity management

1 Frictionless end-user experience

Modern | Touch-less | Card-less | Smartphone-enabled

2 Integration with Existing Systems

SSO integrations | Desk Reservation | Vaccine Management

3 Smarter administration

Centralized with Remote access

<code> Low code rules for conditional access

Real-time alerts

Analytics & reporting

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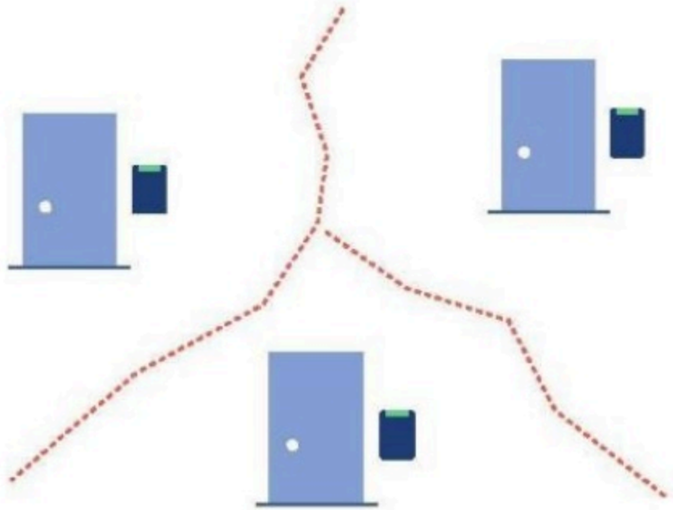
PACS* is undergoing a generational upgrade. Businesses are shifting to modern systems

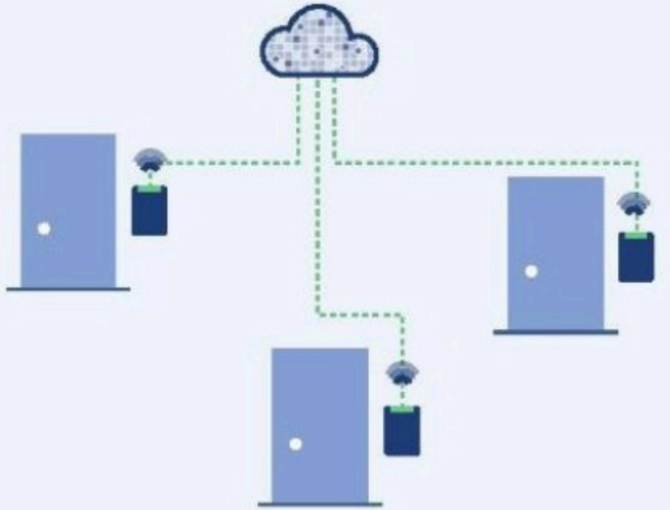
Legacy

Physical badges | On-premise | Siloed



Modern

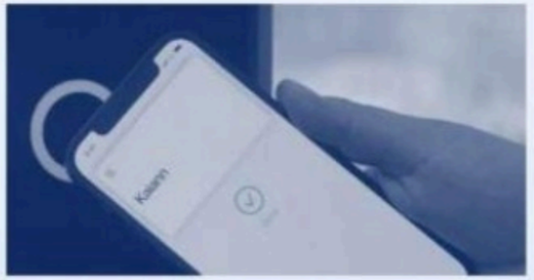
Contactless | Cloud-based | Integrated



*Physical Access Control Systems (PACS)

Existing solutions require rip and replacement of the readers on the doors and closet hardware

Replacing old custom hardware with new does not provide future proofing



Problem with existing BLE solutions: Customers may need to replace the readers again when they want to support NFC on Apple Wallet

The Oloid Product

Oloid moves the intelligence into the cloud and edge application and integrates with the existing hardware

Oloid Saas Cloud

OLOID
Cloud Identity Management

Existing PACS

Traditional PACS/Activation

Oloid App on Smartphones

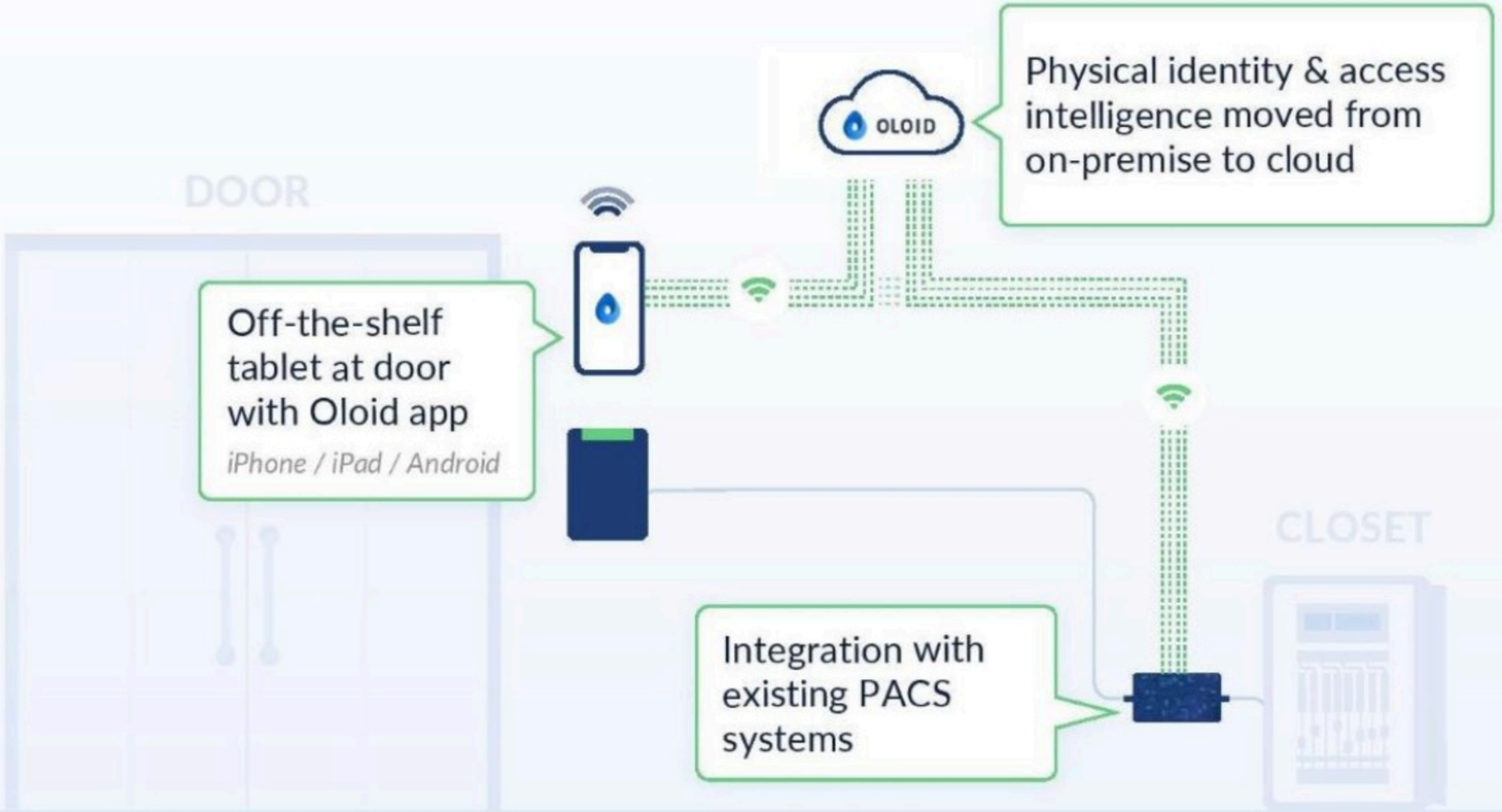
End-user Transactions/Authentication
Using Mobile app (Bluetooth/BLE, QR) or Facial Auth

Similar Approach as Nest has taken in the home automation market

nest alexa

Intelligence in Cloud & Mobile → Integrates with existing HVAC & Security Systems

Modernizing physical access control as a software overlay



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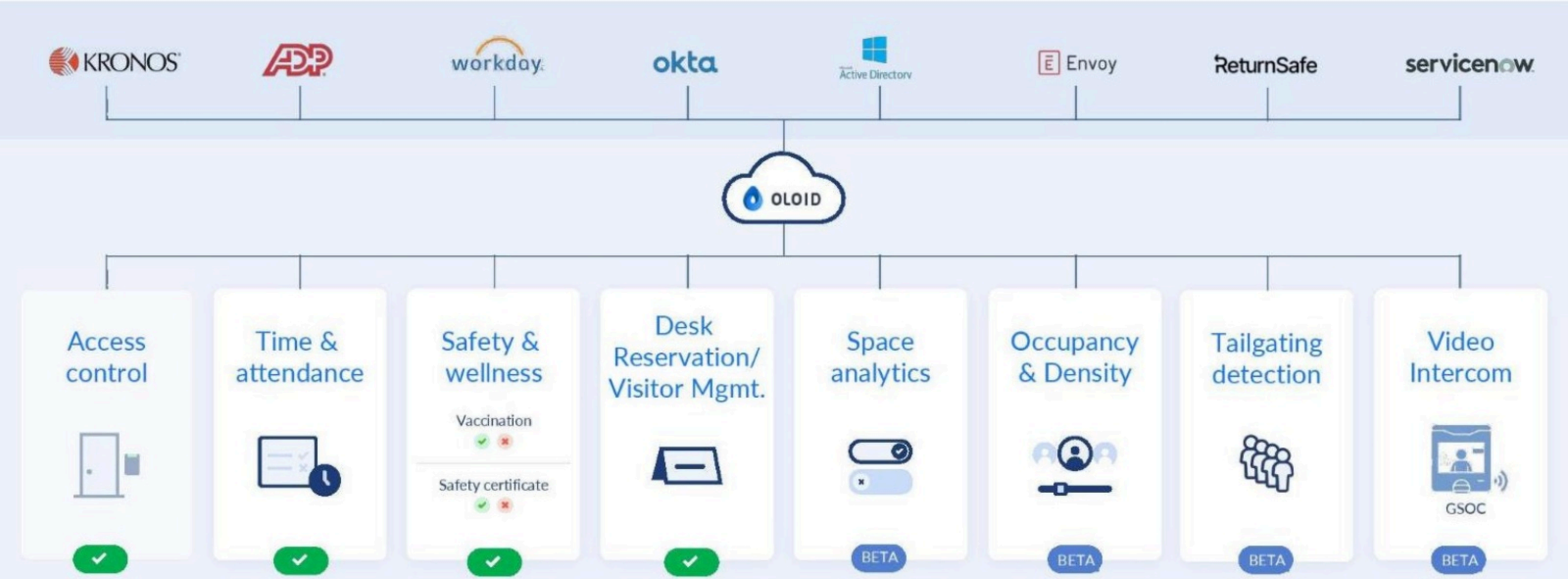
Existing h/w made smarter with Oloid s/w overlay

Multimodal (BLE, FR, QR, NFC)

Cloud-based

API accessible

Creating the foundation for integrated cyber-physical identity



Dramatically reducing the cost of modernization and installation complexity by 10X

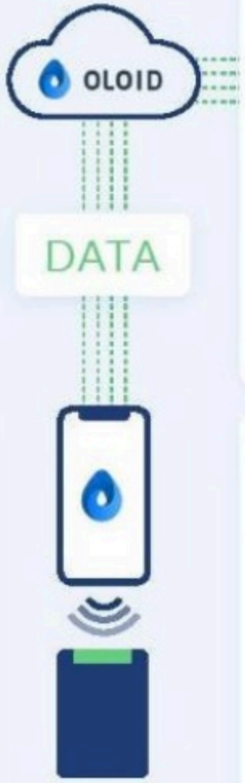
Self Installation

< 1 hour

Cost per door upgrade

Hardware + Installation

And unlocking value from untapped physical access data



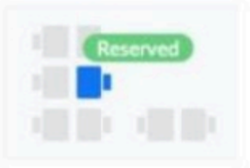
01 PHYSICAL SPACE UTILIZATION

Reduce energy and real estate costs

Occupancy metrics

Conference room usage

Desk utilization



02 OPERATIONAL DATA

Remove inefficiencies

Attendance data

for payroll advance

Occupancy data

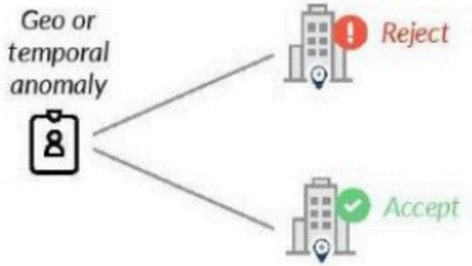
for energy optimization

Productivity data

for activity based costing

03 ANOMALY DETECTION

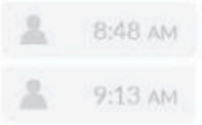
Reduce fraud



04 COMPLIANCE ANALYTICS

Pre-empt issues | Track adherence

High security door logs



Compliance Percentage

05 CREDENTIAL MGMT.

Strengthen security

Auto-termination of unused badges or suspicious usage