



Press Kit

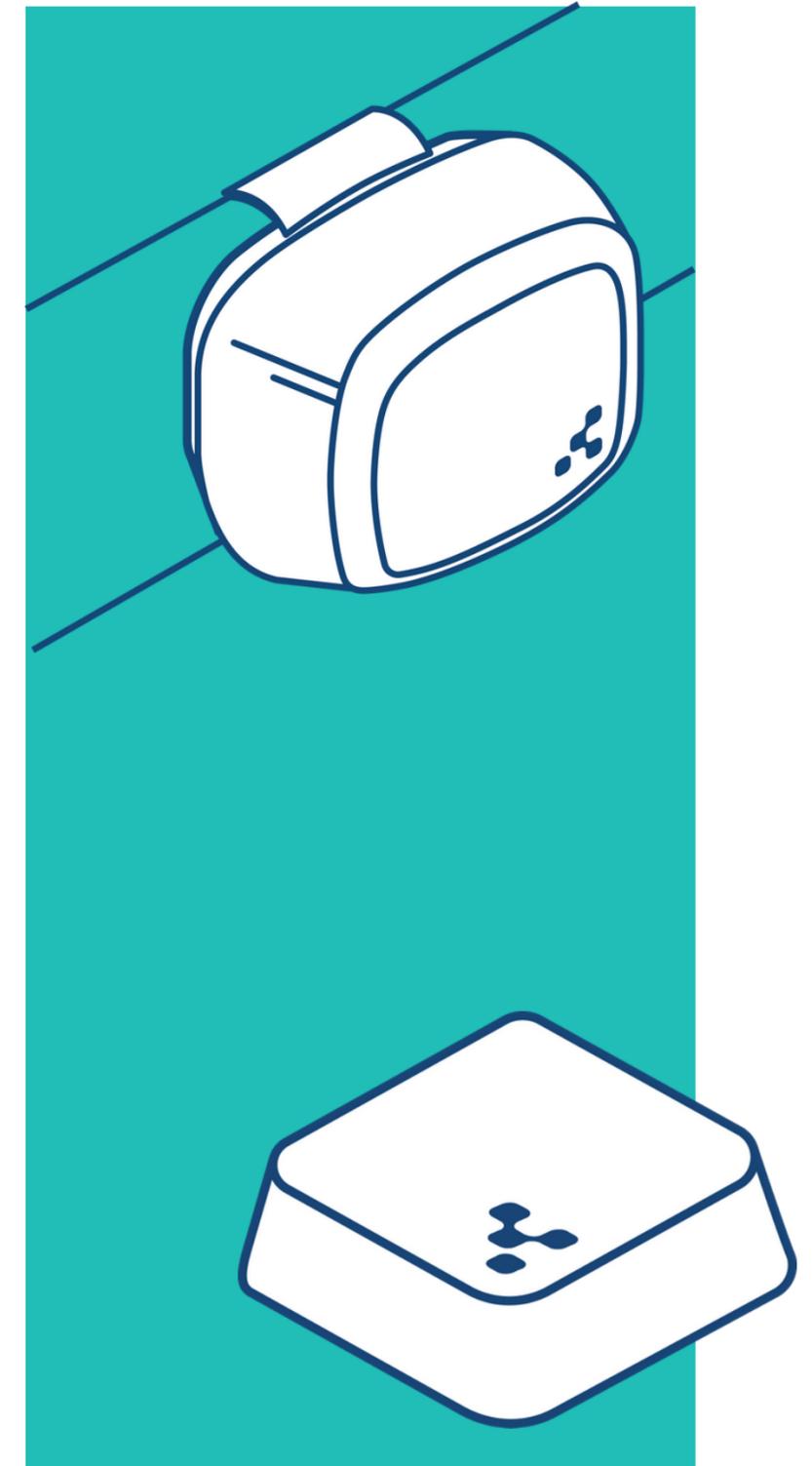


Simplifying Location Intelligence & IoT

Kontakt.io simplifies the delivery of location data globally. With its open, modular, and hardware-agnostic technology stack and out-of-the-box integrations, Kontakt.io dramatically speeds up the go-to-market time frame and reduces location and sensor-driven solution development costs.

Kontakt.io's BLE Infrastructure is open and modular and consists of three layers: First, there's the Core API and Cloud Middleware for infrastructure management and data integration. Then there's the Connectivity layer, supporting proprietary BLE gateways, SDKs and agents running on third-party WiFi access points. And last but not least, the Device layer, offering a rich portfolio of proprietary BLE beacons, tags and firmware development kits for third-party devices. Together, the layers create a robust foundation for a variety of applications, including location-based content, indoor positioning and wayfinding, asset tracking (RTLS), safety and security, and condition monitoring.

Since 2013, Kontakt.io has led the BLE IoT market, with over 1.5 million devices deployed and a loyal base of 20,000+ partners and customers globally. In 2019, Kontakt.io launched Simon Analytics Platform for industry 4.0, healthcare and public spaces.





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Intro to Location Technology, Beacons & IoT

Internet of Things Proximity Beacons

The Internet of Things (IoT) is the global network of physical devices connected digitally. Wearables, windmills, nearly anything you can think of can be added to this network. Proximity technologies are an increasingly crucial part of the IoT as they add an extra dimension (physical proximity). This data can allow the IoT and smart technologies to be more context-aware and gather better data.

Tags

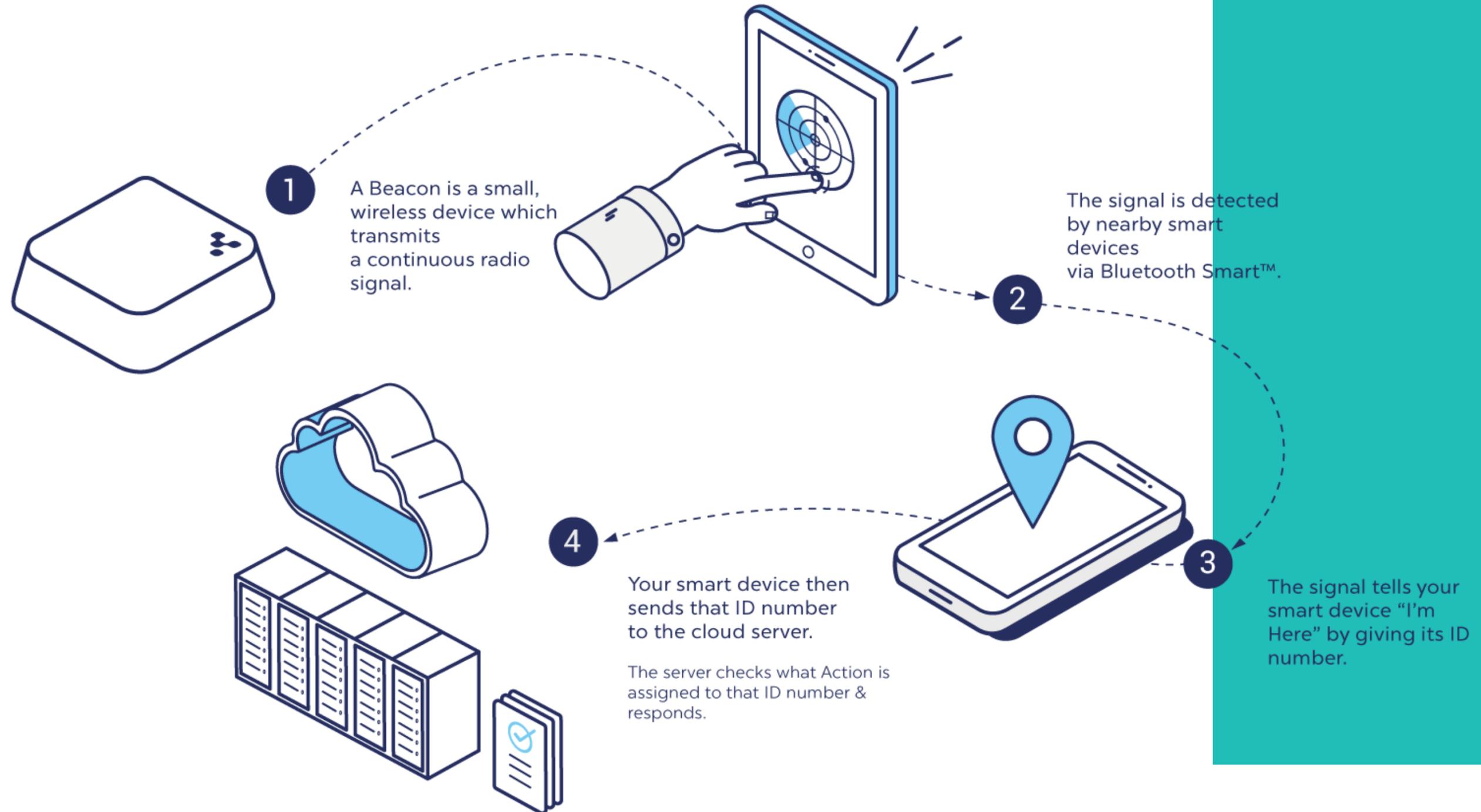
A BLE tag is a special type of a beacon that is designed to be on the move and usually has built-in sensors. When its signal is picked up by a receiving device – such as a BLE gateway or a smartphone – it provides information about its location, performance, and environmental conditions. Attached to objects or carried by people, tags enable a whole range of people safety, asset tracking, and condition monitoring use cases for supply chain, healthcare, and public spaces.

Beacons

A beacon is a small Bluetooth radio transmitter. It's like a lighthouse; it repeatedly transmits a single signal that other devices can see. Depending on how close both devices are, a smartphone can perform different actions when communicating with a beacon. It can update an indoor map with your location, open a lock, or even change the music in your house as you walk from room to room. Companies and brands around the world love beacons because they open up completely new ways to reach and engage with customers. We love that too. We also love how Bluetooth is shaking up the asset tracking industry, bringing more capabilities for less cost.



How it works?





The Kontakt.io Mission

We are on a mission to simplify
the delivery of location data
insights globally.



Beacons, Tags, Gateways

Stationary Beacons



Beacon Pro BP16-3

Looking for a specific beacon among a hundred? The Beacon Pro has an LED to help you locate it fast as well as a time-saving mounting clip and a built-in accelerometer light sensor to power more use cases than ever before.



USB Beacon UB16-2

Batteries die. No matter what technology you choose, battery life will always be limited. Instead of dealing with replacements and battery life monitoring, this beacon lets you plug it into a USB port and go.



Tough Beacon TB18-2

With more than 7 years of battery life and a Bluetooth 5 compatible chipset, the Tough Beacon TB18-2 is the new go-to outdoor beacon for asset tracking, wayfinding, and condition monitoring.



Bluetooth Beacon SB18-3

The Bluetooth Beacon SB18-3 is the successor to our flagship and award-winning Beacon that last up to 7 years. It comes with an accelerometer and temperature sensor to help you improve visibility and compliance with condition monitoring.



Heavy Duty HD18-3

With a rugged casing, and more than 10 years of battery life, the Bluetooth Beacon HD18-3 is built to stand the test of time. It supports use cases like theft prevention, vibration detection, and asset tracking.



Tough Beacon TB15-1

Most beacons don't work well under pressure. Tough Beacon TB15-1 construction protects it against punishment, impact and moisture. Built in mounting bracket makes it easy to affix it wherever you need it.



Asset and People Tracking Tags

Card Tag CT18-3



Equip your employees, staff members, or visitors with Card Tag CT18-3 to track their location and movement and enable them to notify you about panic situations, task completion, or other predefined events.

Bluetooth Tag S18-3



Track assets with a robust tag with a replaceable battery that can last as long as you need. Assign cloud-executed events to the press of a button and make your Bluetooth Tag S18-3-based solution even more powerful.

Bracelet Tag BT19-4



Bracelet Tag BT19-4 is a BLE-enabled location tag, equipped with a button, motion and temperature sensor. Made for efficiency and safety use cases in hospitals, workplaces, schools, elderly care facilities, and cruise ships, it has different variants that best suit your environment.

Universal Tag UT19-1



Universal Tag UT19-1 is a BLE-enabled location tag, equipped with a button, motion and temperature sensor. It has a flat plastic back with two mounting holes so you can stick it to walls or objects as well as slip a wristband, metal ring, or zipper through the holes to create the most suitable form factor.



Gateways



Gateway GW16-2

Bluetooth beacons aren't just about the tags. They're about infrastructure. Gateway is the tool you need to turn a handful of beacons into an automated machine. Its constant scanning is your connection to a real-time ready, data-driven infrastructure.

Quuppa



3rd Party Gateway Integrations

Kontakt.io has also integrated with market-leading access point providers. The depth of integration varies partner by partner, but all integrations are able to power asset and people tracking end-to-end solution modules. Being able to leverage existing AP-infrastructure removes the need of installing parallel Gateway infrastructure, thus greatly reducing the total cost of ownership (TCO) and simplifying go-to-market (G2) for Simon Analytics Platform.





Infrastructure Management

[Onboarding](#) | [Provisioning](#) | [Managing](#) | [Security](#)

Monitor and maintain a healthy device fleet with minimal operational expenses. Protect your devices and data with dedicated end-to-end security. Maximize time, complexity, and cost spent managing thousands of Bluetooth devices.





Location Engine & TLM API

You have the hardware for an asset tracking solution. You have the know-how. All you're missing is the software to get started. Access real-time presence and smart sensor data. Trigger various actions, when particular conditions are met. Increase scalability by simplifying setup and minimizing calibration time. Just plug this API into your system and you're halfway there.

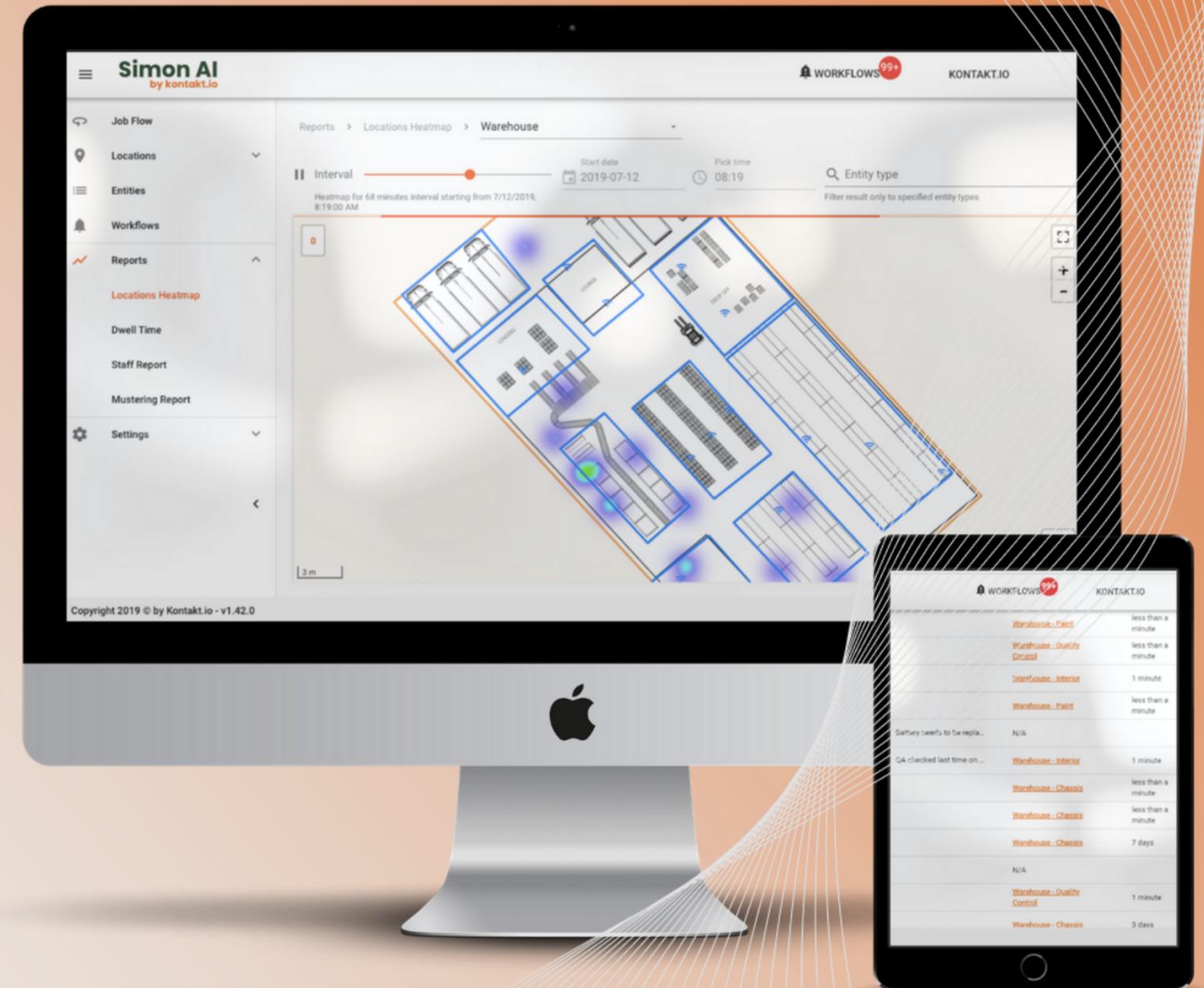




Simon Location Analytics Platform & API

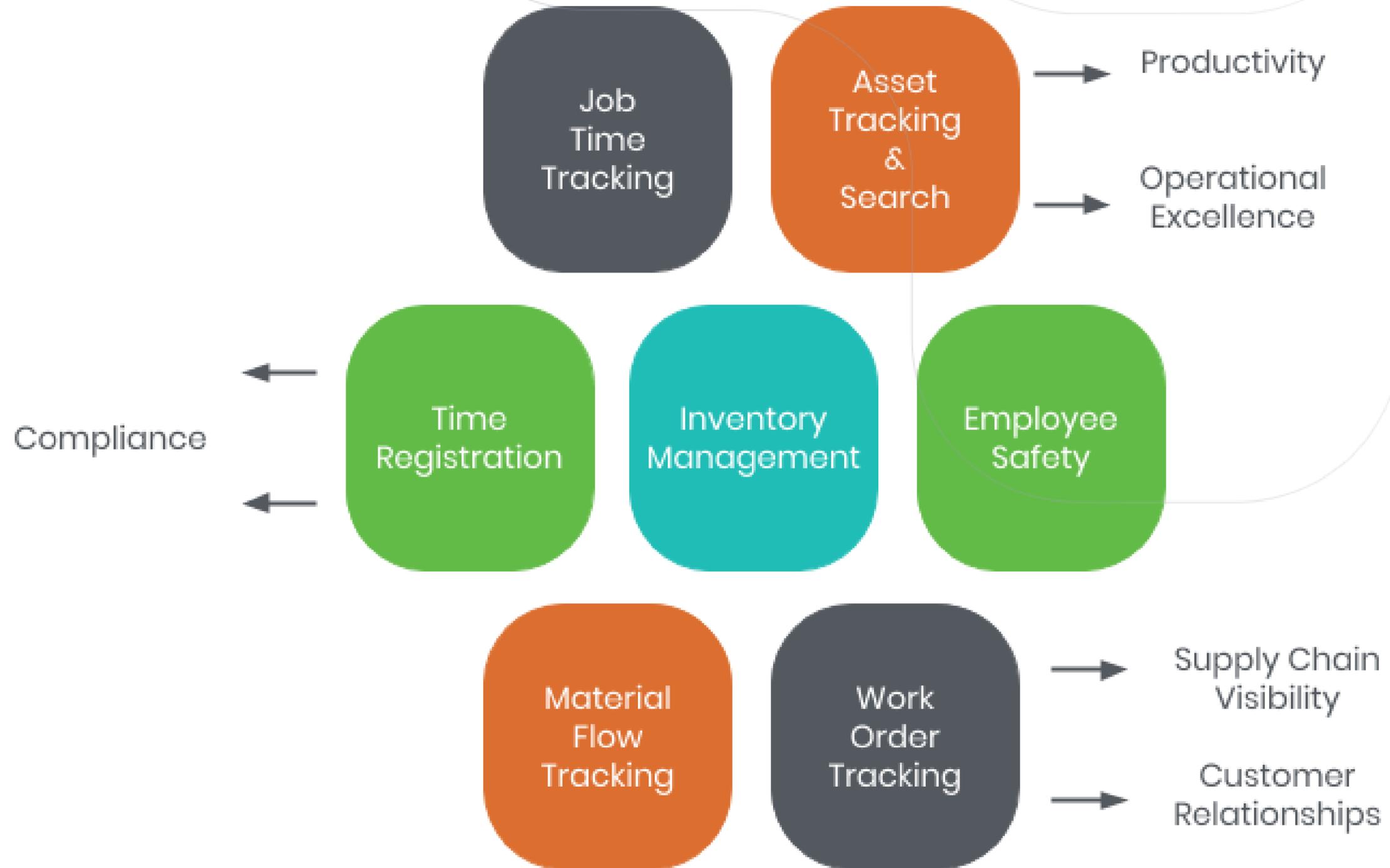
A new software driven data solution that unlocks new growth. Simon translates sensors and location data providing actionable analytics for industrial sectors.

Simon helps to create better visibility into factory metrics like throughput, cycle time, WIP inventory, and task time. Automate personal and labour planning. And, improve spacing and routes increasing productivity KPIs.





Applications Extend by Location Data





Kontakt.io Software Stack



Key Features:

- Full hardware agnostic device management platform including on-boarding of +10,000 devices in minutes
- Big data ready
- Container based architecture, cloud deployment (AWS and private hosted server)
- Powerful API with +100 endpoints; build using Java 8
- Webhooks, MQTT, WebSocket Transport Layer



Use cases



Carrefour gains 600% more app users by enabling proximity

After two years of using mobile apps, \$20B+ multinational retailer Carrefour added proximity to their toolkit. Beacons deployed in the store welcomed shoppers, sent coupons, and suggested products based on past purchases. After seven months, Carrefour found that app downloads had increased 600% and users spent 400% more time in the app



London bus riders get connected ride

Bus travel in London accounts for over half of all bus journeys in the UK. To make riding smarter and also more convenient, Proxama partnered with Exterior Media to bring beacons to an initial batch of 100 buses in the capital. Not only did this bring schedule information, personalized notifications, and offers to users, it represents a huge step forward for Eddystone; it represents the world's first Physical Web campaign to enhance the consumer engagement experience.



FC Porto app gets the beacon rolling!

FC Porto is one of the most famous football teams in Europe. In order to become the most tech-friendly club in the world, they turned to beacon technology for a leg up. At first glance, sports teams and beacons may seem like unlikely comrades. But times are changing. When we heard their mobile app reached an astonishing 150,000 downloads in its first few months, we had to know more.



Infsoft

The University Hospital Basel brings together 50 clinics and is the biggest healthcare facility in northwest Switzerland. Using 2,500 Kontakt.io Bluetooth beacons, hospital visitors can leverage indoor navigation to locate treatment rooms, facilities, and any point of interest. The University Hospital Basel together with infsoft and Kontakt.io improved indoor navigation, customer experience while also aiding the hospital internal processes for over 5,000 employees.



Zence

Zence used Kontakt.io Gateways to cover the 300m space inside the largest tunnel in Norway, making it easier for Skanska to be certain their workers were safe while on the job. They equipped each worker with one Bluetooth beacon whose signal could be read even as the employee drove past. The cards were read at 80km/h with 93% accuracy, largely automating the process and reducing the number of times workers had to exit their vehicles. Skanska was able to prove legal compliance with much more efficiency. Furthermore, Skanska could increase safety in the tunnel by combining these beacons with an app used to track worker movements



GeoMoby

A global construction and mining engineering company (ASX-listed, AUD80M+ annual revenue) needed to monitor on-duty staff to increase efficiency and safety. Their solution and Kontakt.io beacons leveraged geofencing to locate employees the moment they entered the space, then beacons and activity monitoring could track productivity and send safety alerts as needed. By identifying bottlenecks and irregularities including a high and inconsistent aggregated travel time due to incorrectly placed key maintenance and water containers GeoMoby's solution helped their customer achieve an estimated 20% gain in productivity.



Kontakt.io Executive Team



Philipp von Gilsa CEO

Philipp von Gilsa is the CEO of Kontakt.io. He believes the Internet-of-Things (IoT) is not about technology but about people and aspired business outcomes. He strives to reduce complexities and simplify technology so that everybody can benefit from it, ultimately making the world a better place. Achieving this, he builds people-driven organizations and systems that last.

Philipp has been a Country Manager for Rocket Internet in Paris, held analyst positions at J.P.Morgan, and holds two Master's degrees in Public Administration and History from the London School of Economics and Beijing University





Łukasz Szelejewski

CTO

Lukasz has over 10 years of experience in the field of hardware. Prior to joining Kontakt.io Lukasz worked at Motorola as a Software Engr. where he gained his R&D expertise. Looking for a more independent and challenging environment, he decided to abandon the corporate world and join K.io. Starting as Senior Embedded Engineer Lukasz soon became Head of Hardware and responsible for R&D projects. Under his supervision K.io released i.a. Tough Beacon, Beacon, Card Beacon and Beacon Pro.



Tomasz Stasiński

Head of Operations

Tomasz manages the company's day-to-day operations. He creates operational strategy, aligning entire operations around sales and go-to-market goals. Tomasz has over 15 years experience working in the industrial environments, prior to Kontakt.io he worked at Rockwell Automation, and HAGS Poland. Tomasz's academic background is in management and logistics at University of Economics in Katowice.



Prateek Gera

VP of Products and Solutions

Prateek believes that location data has a vast potential in industrial and commercial use cases that has barely been tapped so far. At Kontakt.io, he works towards simplifying generation and consumption of location data, both from business and technology perspective. He has been an IoT entrepreneur, product leader at ramp.digital, relayr, Cisco and Hewlett Packard building commercial and enterprise hardware, software products. He holds an MBA from Haas School of Business at UC Berkeley and an engineering degree from NITR, India.



Santtu Pulli

Head of Product Development and Partnerships

Santtu leads product development and strategic partnerships at Kontakt.io. Previously worked as a Business Director building and selling Finnish market leading Healthcare ERP/EHR SaaS for elderly care professionals. Santtu has a background as an entrepreneur, and he has also advised various startups. Santtu's academic background is in Law & Economics, and he holds an LLM and an MSc (Econ & BA) degrees from the University of Hamburg and the University of Bologna respectively.



Szymon Niemczura

Co-founder, Board Member

Szymon Niemczura is the co-founder and CEO of Kontakt.io. A believer in the transformative power of technology, he hopes not only to digitalize the physical world with Bluetooth beacons but to establish strong relationships with inspired thinkers in the IoT space. He is a graduate of Business & Financial Management from National Louis University and co-founded CodeWise.



Ewout Mante

Strategy Advisor

Ewout has 20 years of experience in AI, machine learning, and connected devices. Currently, he works as an independent consultant for startups, investors, and large corporations. His career started at McKinsey. Subsequently, he acquired operating skills during his 15 years in Silicon Valley. He has a multi-functional background that includes product management, strategy, finance, operations, business development, and M&A. He was trained at Imperial College, Harvard, & MIT.



Dr. Max Niederhofer

Board Member

Max is a partner at Sunstone Capital, focusing on internet and mobile investments. He joined Sunstone from Accel Partners where he was a Vice President in the firm's London office. Previously, Max started and sold Qwerly, a data marketing business, and was a Principal at Atlas Venture, where he worked with companies such as DailyMotion, Seatwave and Moo. His personal investments include Last.fm (sold to CBS), OneFineStay, Skimlinks, Boticca, Fliptop and Sofar Sounds. Max holds a PhD in management science from WHU in Germany.



Jan Habermann

Board Member

Jan is an investor and a partner of Czech Credo Ventures. Before his engagement in venture capital he co-founded and operated several companies. In 2003 a software development company he started and managed, Acron Communications, was acquired by a strategic investor and Jan became fascinated by M&A transactions and private equity investments. Since then he has completed several M&A projects as an advisor representing both buyers and sellers. He has also completed several venture capital investments working as an Investment Director at MCI Management. Jan graduated from the University of Economics in Prague where he specialized in financial management, accounting and business combinations.



Thought Leadership

We're huge IoT evangelists, so if you're looking for tech experts, the best beacon use cases, speakers for your event or someone to interview for your publication, you can count on Kontakt.io for fresh insights, powered by experience, enthusiasm and Bluetooth Low Energy.

Find our thoughts around the web:

[Huffington Post: Industrial IoT Needs Automation, and BLE will Deliver It](#)

[RFID Journal: Learnings from RFID Journal LIVE! 2017: Can BLE Change RTLS?](#)

[Proximity.Directory: Beacons Are Useless - When Leveraged Improperly](#)

[The IoT Magazine: Beacon Data Will Need Fog Computing](#)

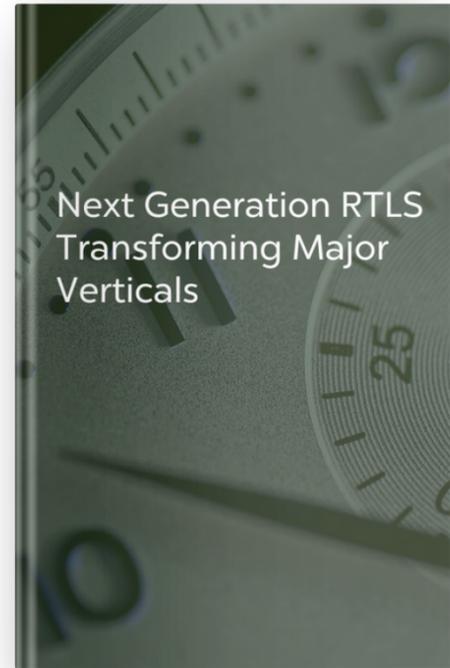
[Readwrite: How Eddystone Will Take Beacons Further Than Ever Before](#)

[Interview: BLE Expert Series with MindBrowser](#)[Interview: Native AdVice with Native Society](#)

[Interview: How Beacons Will Change the Face of Marketing with Zazzle](#)



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Let's talk about the future of IoT!
Contact us at pr@kontakt.io

What makes Kontakt.io different? A complete commitment to our customers is core to the work we do everyday. From selling to managing to planning next steps, we care about the success of our customers.

[Read what our customer are saying](#)