

ABLOY BEAT Battle Card



	AP3	ABLOY BEAT
Experience Proven reliability	Sera4 is the only keyless solution that has successfully deployed large-scale projects, while consistently providing outstanding customer service for almost a decade.	Abloy Beat is a relatively new product, with no significant deployments or long-term projects to validate its reliability.
	Example: Sera4 serves customers managing over 10,000 access points with deployments spanning more than seven years.	
Redundancy Dependable solution	The AP3 padlock offers a reliable solution for operation during service interruptions, natural disasters, and situations where a mobile device is unavailable.	Abloy Beat does not offer a redundant mechanism to operate during service interruptions and natural disasters. They also require a mobile device to operate.
	Example: AP3 padlocks can be unlocked using secure 4-digit access codes entered directly via the padlock's button, eliminating the need for a mobile device. These codes rotate periodically for enhanced security and are accessible even during service interruptions or natural disasters.	Example: Abloy Beat cannot be opened without mobile devices. Access is also not possible if a digital key cannot not be assigned due to a service interruption, even if the user has a mobile device available.
Pricing Predictability and affordability	Sera4 customers can scale their keyless adoption gradually without the need for upfront lump-sum payments, while also ensuring flexibility and affordability.	
	Example: Setting up Teleporte Cloud and Teleporte Mobile with a single access point requires minimal investment, allowing customers to scale at their own pace.	