

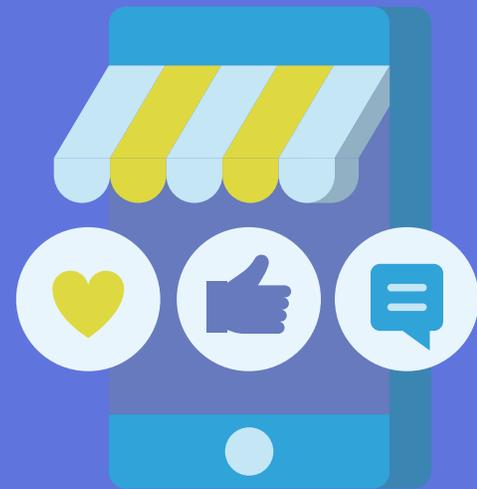
HqO Product Overview: Marketplace



If you ask a CRE investor about their portfolio or asset strategy, they will tell you that every building is unique. While increasing NOI is generally the end goal, finding innovative ways to increase occupancy and optimize operations is what separates winners and losers. With the explosion of the proptech market in the past few years, identifying the right technology and amenity partners has become a daunting and time-intensive task. **To address this challenge, we created the HqO Marketplace to be a one-stop-shop for CRE business leaders to find and qualify innovative partners with just a few clicks.**

Introducing Marketplace

HqO's Marketplace allows our customers to browse a curated catalogue of best-in-class developers and vendors that can add value to their portfolio. **From one single tool, customers can navigate the proptech landscape and identify partners that fit their specific needs.** HqO customers are now able to save time procuring service providers, accelerate innovation within their existing technology stack, and deliver better tenant outcomes.

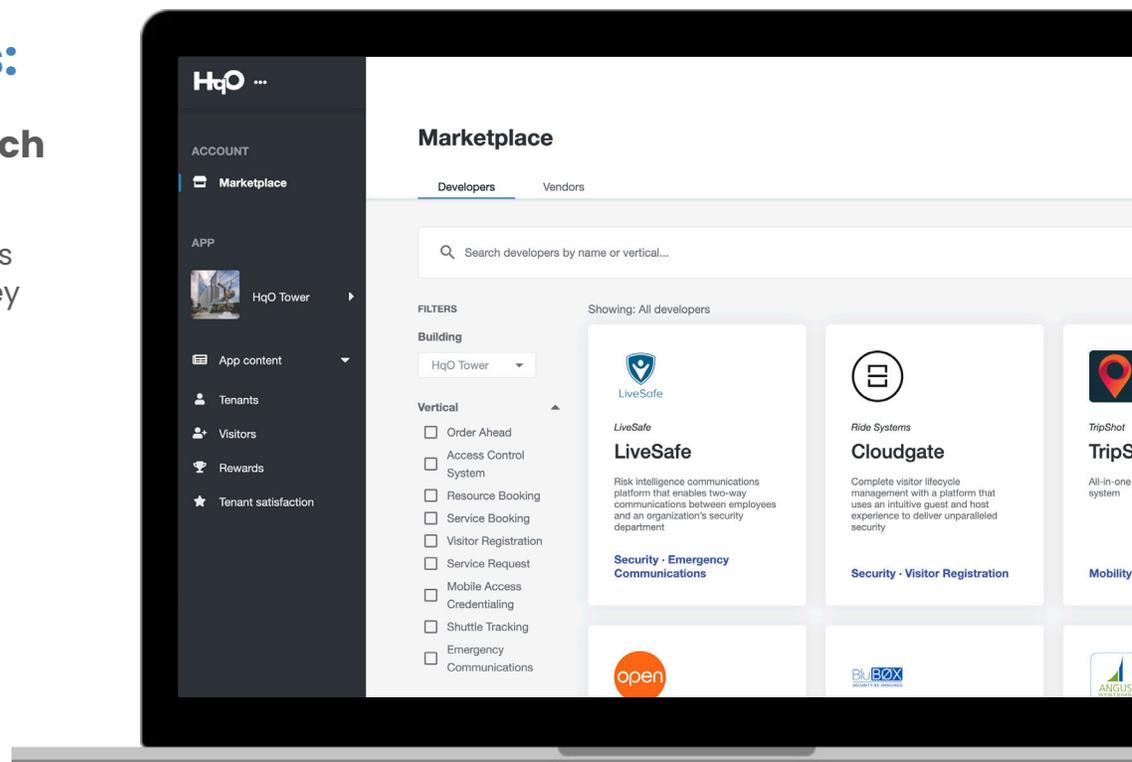


Key Capabilities:

Navigate The PropTech Landscape

Search and filter developers and vendors by name or key attributes including:

- Technology segments
- Service categories
- Geography
- Setup requirements



Find Partners That Fit Your Needs

View developer and vendor profiles including:

- Company summaries, technical specifications, geography, and HqO insight based on prior engagements

Procure Marketplace Partners

- Transact with partners directly through their profiles
- Provide custom notes and requirements based on your unique needs

< Marketplace / Visitor Registration

Cloudgate
by Soloinsight
www.soloinsight.com/

REQUEST

Soloinsight: Making Buildings smart, secure, and compliant

Overview
Soloinsight is disrupting the Physical Security Industry with a SaaS platform, known as "CloudGate", automating inefficient processes through software to provide a flawless physical identity and access management solution for Visitors, Contractors, Tenants and Employees.

CloudGate Solution
Current Building Security Systems are porous, inefficient and unsafe. Paper ledgers, expensive security guards and cloneable proximity cards require a significant technology upgrade. The CloudGate Unification and Compliance Platform allows customers to overlay workflow software on top of obsolete systems without "ripping and replacing" existing expensive infrastructure. In addition, CloudGate "middleware" provides unification for enterprise data silos and risk mitigation through compliance enforcement workflows.

Why Cloudgate:

- Enhance Tenant Experience through improved tech-driven visitor experience
- Eliminate redundant systems and fractured workflows over email, calls, and dated softwares
- Increase building security

Existing ACS integrations: Lenel, Genetec, RS2, C-Cure, Johnson Controls, Honeywell

Specifications

Vertical:	Visitor Registration
Pillar:	Security
Geography:	North America
Hardware:	Yes
Installation:	Yes

Marketplace Use Cases:

Asset Management

- Discover technologies and services to enhance your existing asset strategy
- Optimize operational efficiency by quickly implementing the right solution for your asset

Property Management

- Save time searching for and coordinating with partners that can provide value to your tenants
- Optimize tenant engagement programming & spending based on tenant interests

Tech & Innovation

- Identify and evaluate potential technology and service partners across your portfolio
- Leverage HqO's curated list of trusted partners to accelerate innovation