

Be in – when you're out

The Challenge

To arrange for goods to be delivered to unoccupied premises, enabling customers to affordably control who enters a property and when.

The Solution

Using the Sony Ericsson GR47 radio device, BearBox produced a 'smart' door lock which allows the customer to remotely control the opening and securing of the lock through a PIN number sent by text message.

The Benefits

The BearLock gives homeowners the advanced functions that up until now have only been available to commercial premises at substantial costs.

One of the irritations of today's lifestyle is that modern shopping habits, such as ordering goods by post or email, don't always fit in with more traditional delivery methods. The man in a van on a pre-defined route somehow seems out of step with the cyber-age. Arranging access to your home for goods to be delivered while you're at work can sometimes be just too much of a challenge.

A solution is now on hand with the help of a text message-based system available from a London company, BearBox Ltd. BearBox produces an innovative door lock, the BearLock, which is a smart lock that allows owners to control who enters their property, and when, without the need for giving out keys. Using Sony Ericsson M2M technology, the owner controls, through text messages, the opening and securing of the lock by sending and, if necessary, deleting, PIN numbers.

Office quality on any door

The lock can be installed on any door and is controlled through the owner's mobile phone or by logging onto the BearBox website. It is the first lock that gives home owners the advanced functions (such as remote monitoring and individual specific access) that up until now have only been available to offices at substantial costs.

The locks are accessed either by a PIN, entered via a keypad, or by scanned barcode. Each time the lock is accessed, it communicates with the central server, which logs the 'event', and then notifies the customer by SMS, email or pager. Customers also have access to a full log of information via the BearBox.com website.



PINs can be single or multi-use and can be valid between any two dates, which allows them to be set to expire to maintain security. Each box is in communication with the server using GSM, GPRS or satellite.

'Smart' delivery boxes

BearBox Ltd, until the introduction of the BearLock, had been concentrating on producing 'smart' delivery boxes. It has built up a network of secure delivery boxes at convenient locations across the UK, (typically within 15 minutes drive time of all major conurbations) which allow engineers and field-based sales staff to receive deliveries 24x7. BearBox also manufactures a consumer box that can be installed outside the home.

Extending the application of the system from smart delivery boxes to smart locks was an obvious step. The problem was how to make a lock small enough and cost effective enough for the consumer market. The solution came with Sony Ericsson's GR47 radio device with an embedded software application.

Be in – when you're out

The Sony Ericsson technology represents part of the company's innovative M2mpower package, a powerful support environment designed to enable applications to be embedded directly onto a compatible device to facilitate simpler and more cost-effective wireless Machine to Machine (M2M) applications. It is now used in every new BearBox device to enable communications to the central server. The Sony Ericsson M2mpower solution has meant that BearBox can offer the BearLock with a minimum monthly service fee.

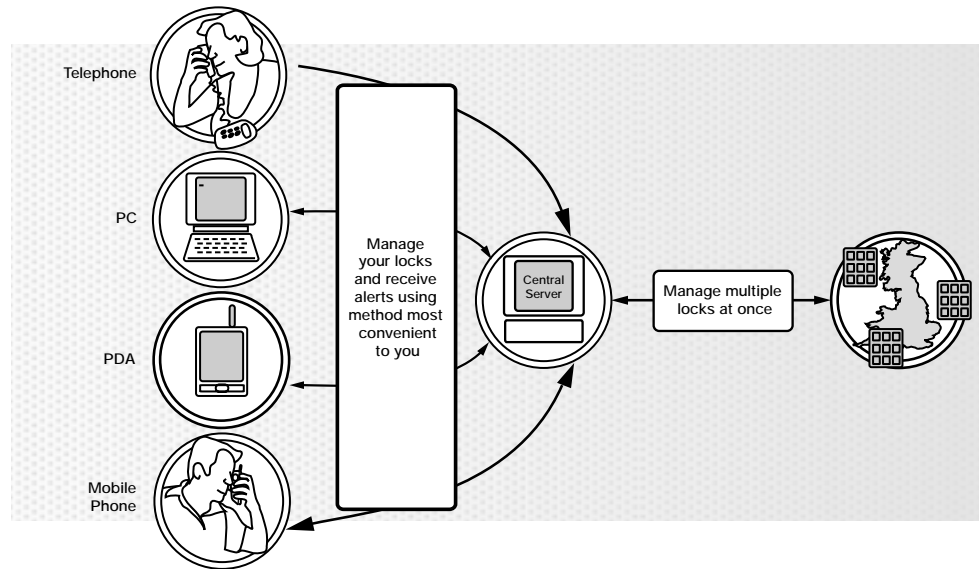
Award-winning product

The BearBox product was voted Best Postal Technology in the May 2003 World Mail Awards; valuable recognition for the company and its technology. John Hale is chief executive of BearBox. He says: "We initially partnered with Electrolux and Conran Design to develop a product to install outside people's homes and the product and its applications have expanded swiftly. We are now developing and marketing our BearBank, the BearSafe, and, most significantly of all, the BearLock – a product which we believe offers immense market opportunities. As well as the obvious domestic applications on garage doors or out-houses for deliveries, we can offer businesses the opportunity to use BearLocks on access points used by a variety of staff/delivery personnel to avoid the need to distribute keys/access codes or man delivery areas. We can also monitor access centrally over multiple sites.

"Our involvement with Sony Ericsson has made a huge difference to the final cost and therefore the market potential of the product. Sony Ericsson's GR47 radio device has substantially reduced our development and component costs.

The big difference is that the lower cost has opened up the market and our products are now affordable for applications such as holiday homes, garages or porch doors.

accelerate application development. Being specifically designed for the wireless M2M industry, it is a solution that is powerful, cost effective and affordable."



Even estate agents marketing houses can be given a one-off PIN with a limited time. One key advantage is that the product is so easily retrofitted. It just needs power to the lock and a connection between the key pad and the lock."

Enabling wireless connectivity through M2mpower

Anders Franzén, Corporate Vice President for M2M at Sony Ericsson Mobile Communications, says: "The M2M market offers many challenges. The BearBox application shows that M2mpower raises the prospects of both improved security and much improved service for customers through automatic data transmission, not to mention whole new markets for BearBox. M2mpower focuses on the needs of customers and provides a competitive solution that helps to both simplify and

Expanding market

John Hale sees his expanding market developing in three directions: "We are already adding to our existing network of boxes in convenient public places such as petrol stations. These are excellent for deliveries of larger items and are proving very useful for field engineers to collect essential spare parts. Secondly we are already seeing an expanding market for small business and finally the wider consumer market is developing through home-based units and locksmiths. Just imagine how useful it would be not to have to wait in for the builder or the washing machine man!!"



Sony Ericsson

Sony Ericsson Mobile Communications AB

1 Lakeside Road, Aerospace Centre, Farnborough, Hampshire GU14 6XP

Telephone: +44 1252 551919 Fax: +44 1252 551935

Email: m2m.info@SonyEricsson.com www.SonyEricsson.com/m2m

POSITIONING GUIDE ONLY!
Please place your logo and company contact details **WITHIN** this positioning area.
Please **REMOVE** box outline **BEFORE** printing!