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Kastle Systems Launches KastlePresence
*Next Generation Smart Office Platform Features the World's First
Hands-Free Mobile Access Solution*

FALLS CHURCH, VA (June 22, 2016) – Kastle Systems, the industry leader in advanced managed security systems and services, announces the launch of KastlePresence, an intuitive Internet of Things (IoT) workplace solution – a Smart Office Platform. Controlled by a simple smartphone app, KastlePresence offers a suite of features, including the first entirely hands-free mobile access solution, designed to make spaces safer, smarter and more convenient for people who occupy and manage office buildings - in effect, enabling the Office of the Future.

Kastle Systems engaged Vornado Realty Trust in a beta process in late 2015 and KastlePresence was subsequently rolled out to customers ranging from professional services firms to building owners across several major markets in the U.S. including New York, San Francisco, Washington D.C., Los Angeles, Dallas, Houston, and Chicago.

KastlePresence leverages a system of smartphones, access control readers and wireless beacons to be location, or presence, aware. This unprecedented new level of awareness – knowing *who, when and where* – offers office managers the ability to optimize space and energy consumption with true occupancy understanding in real time. For the user, this background application is low maintenance and offers a convenient experience, such as doors, including garage doors, that unlock and open as you approach them, 'hands-free,' and a personal security button that is accessible, when on-premises, 24 hours a day.

KastlePresence was first deployed in May 2015 and, after extensive field-testing, was rolled out for both Apple iOS and Android platforms in January 2016. Within the first few months of its general availability, KastlePresence has experienced dramatic adoption and is currently serving users nationwide. End user surveys about KastlePresence and the modernized workplace experience indicate that 92% of people prefer the hands-free mobile experience to their



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traditional credentials. For owners and office managers this embodies what has long been called the workplace of the future – one that is smart, responsive and tailored to the individual's needs, enhancing both security and productivity. "This is a logical transition, the way the world is changing, it's time we move past physical keys and cards." said Michael Darby, principal of DC-based Monument Realty.

Vornado Realty Trust in Washington D.C., an owner of premier office properties, partnered with Kastle Systems to introduce KastlePresence at its Crystal City, Virginia headquarters, to build and hone the features of the platform through a beta process in late 2015. "We are very excited to be partnering with Kastle Systems to be the first deployment of KastlePresence, as they continue to lead the development of the next generation in office security. Vornado is always seeking solutions that can differentiate our properties and enhance the experiences of our tenants," said Patrick Tyrrell, Vornado/Charles E. Smith's Chief Operating Officer.

Grant Thornton LLP, a leading U.S. professional-services firm, also recently implemented the KastlePresence platform in multiple offices nationwide, demonstrating the benefits to large, multi-location enterprises. Grant Thornton wanted to simplify access across its portfolio of workspaces, allow for employees to more easily travel and gain access between the offices with their smartphones while gaining improved insight on space usage across the country. Grant Thornton found these benefits with KastlePresence.

Step toe & Johnson LLP, an international law firm with more than 500 attorneys, is also looking to take advantage of the benefits of KastlePresence. "As we renovate our building we are installing KastlePresence in our DC office. We are excited to launch this Bluetooth technology that will allow employees to access secured areas of the building with only a smartphone. We see great value in leveraging this technology to enhance our building security," said Vince Falcone, Step toe's Facility Director.



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KastlePresence redefines experiences in all types of properties, which is important during a time when avid technology-consuming millennials are becoming the largest segment of the population.

The features of the KastlePresence platform include:

- Doors and garage entrances that open with a smartphone, hands-free, without unlocking the device or removing it from a pocket, purse or briefcase.
- A single, mobile credential that can be activated across multiple sites.
- A personal safety button that allows first responders to know your exact location within the building and garage.
- Messaging center that allows owners and office managers to push notifications directly to each individual's smartphone.
- Background app that is instant, constantly connected, and low maintenance with battery-efficient performance.
- Trending and real-time occupancy data for better space and energy optimization.
- New mobile capabilities for owners and office managers to call elevators, open doors for a remote location and easily authorize visitors.

"Kastle Systems is committed to improving the daily experience in office settings, with the smartphone at the core of our innovations," said Kastle Systems' CEO & Co-Chairman Piyush Sodha. "Starting with the office, KastlePresence understands not only whether to let individuals in and out, but how to best utilize a building's features while they're there, and is the first of its' kind in the marketplace."

Cloud computing and networks of data-gathering sensors are making everything in our lives mobile, virtual, automated, and connected – smart. Kastle Systems knows this is just the beginning. As the developer, owner, and operator of the KastlePresence platform, Kastle Systems has been building an Internet of Things operating system for the last several years. Kastle will continue to leverage its rich tradition of customer service and "voice of customer"



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product development to keep the platform relevant as technologies, expectations, and needs continue to evolve with the rise of the millennial generation. KastlePresence simplifies everyday experiences, while setting the expectation for the industry, IoT, and generations ahead.

For more information on KastlePresence contact Colleen Kittell, 202.733.5223, colleen@brandlinkdc.com.

Follow Kastle Systems on LinkedIn, <https://www.linkedin.com/company/kastle-systems>, visit www.kastle.com or call 1-855-527-8531 to learn more about Kastle Systems' security solutions.

About Kastle Systems

Kastle Systems has been leading the security industry for more than 40 years with new technologies and advanced security solutions. Named the 2015 Systems Integrator of the Year for outstanding innovation and customer experience by SDM, the industry's leading trade publication, Kastle operates and manages security systems for its clients remotely, around-the-clock. Kastle protects over 10,000 locations nationwide and internationally. Kastle's innovative outsourced security services significantly reduce costs and improve the critically important, 24/7 performance of security systems for building owners, developers and tenants. KastleVideo systems deliver the latest advancements in monitored video solutions, including high-definition cameras, cloud-enabled network recording and cutting-edge video analytics. Headquartered in Falls Church, Virginia, Kastle is the largest security company in DC according to the Washington Business Journal. Kastle Systems also has offices in Los Angeles, San Francisco, Houston, Dallas, Chicago, New York, Philadelphia and Sydney, Australia. To learn more about Kastle's security solutions, visit www.kastle.com or call 1-855-527-8531.