

Amazon Key & Mircom: Smart Access, Seamless Delivery

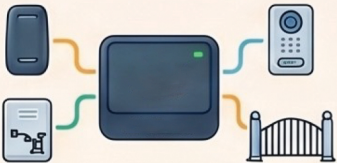
What is Amazon Key?

A Digital Key for Authorized Drivers



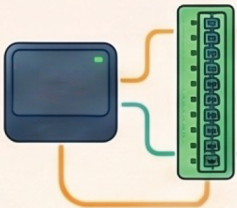
A secure access solution that allows verified Amazon drivers to unlock building entrances using their mobile devices during active delivery windows.

Universal System Compatibility

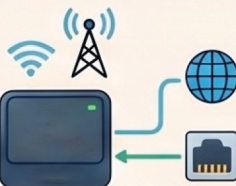


The compact hardware integrates with over 97% of existing access control systems, including fob readers, call panels, and motorized gates.

Technical Integration Options



The device connects via an 8-position terminal connector using Wiegand or Normally Open relays



The hardware features an onboard eSIM for cellular connectivity and can fall back to Ethernet if a cellular signal is unavailable.

Independent Connectivity



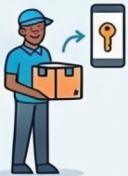
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How it Works

Step 1: Driver Arrival & Request

Upon arriving at a designated entry door, the driver requests building access through the Amazon delivery app.



Step 2: Real-Time Authentication



The Amazon cloud verifies the driver's ID, their specific delivery route, and the time of the request before granting access.

Step 3: Time-Bound Entry



Once verified, the driver receives temporary access to the building and follows app directions to a secure drop-off location.

Step 4: Secure Exit & Accountability



The driver exits the building and cannot re-enter without re-verification; every access event is logged for property manager review.

Integration Comparison



Feature	Legacy Hardware Integration	Future T10 Integration (June 2026)
Equipment Needed	External Amazon Key Device	None (Built-in to Mircom Controller)
Connection Type	Physical Wiring (8-pin terminal)	Cloud-to-Cloud Integration
Installation Time	30 - 60 Minutes	Instant Activation via Portal
Compatibility	97%+ of all ACS Systems	Native to Mircom T10 Series

How to Qualify a Site

Target Building Profiles



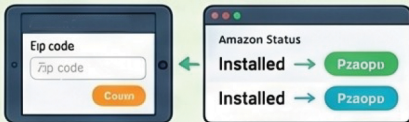
Ideal sites include high-density multi-family residential buildings, gated communities, and commercial campuses with high delivery volume

Active Delivery Zone Verification



Sites must be located within Amazon's active service areas and have sufficient residential unit counts to justify the installation.

The Portal Validation Process



Sales representatives use the Amazon Sales Portal to validate zip codes and check if a property is already "Installed" or available to "Pursue."

Required Infrastructure



The site must have an electrical building access system, such as a call box, buzzer, or door strike, that can receive a signal to unlock.

How to Promote & Sell



The "Zero Cost" Value Proposition

Emphasize that there are no hardware fees, installation charges, or ongoing subscription costs—Amazon funds the entire program.



Staff Productivity Recovery



Staff can focus on resident services rather than spending time buzzing in couriers for 60% of daily deliveries.



Proven Security Improvements

27% reduction in package theft
17% fewer missing packages for residents



The "Trojan Horse" Opportunity

For dealers, an Amazon Key installation is a low-resistance entry point to assess a building's broader infrastructure for future system upgrades.