

Property Managers' Attitudes Towards Smart MDU Devices



Top reported barriers

A recent Parks Associates Planning and Partnerships in Smart Apartment Deployments poll revealed several attitudinal barriers property managers have towards smart MDU devices. Here are some of their top concerns and how LocklyPRO addresses these head on.

Concern: Property managers expect a large number of problems

if/when devices are first set-up.

Solution: LocklyPRO is a true partner with industry veterans that know how to collaborate effectively with commercial customers to integrate solutions into existing and new commercial projects. Our attention to detail ranges from pro-ready software APIs that easily integrate our Total Access Solution into existing IT systems to software and hardware meticulously designed for easy set up.

Concern: Getting devices initially set up and working would be time-consuming.

Solution: Knowledgeable, quick-to-respond LocklyPro support team with industry experience is available by phone or email to ensure all your questions are answered in a timely manner. We also maintain installation instructions, how-to guides, easy-to-follow video tutorials, FAQs, troubleshooting advice, device details, and more.

LocklyPRO is an end-to-end vertically integrated smart access technology company. Because we design, develop, manufacture, and support all of our own solutions we are able to quickly respond to customer needs and create unique solutions or solve issues in incredibly short timeframes.



[LEARN MORE](#)

Headed to San Diego for NAA's Apartmentalize?



APARTMENTALIZE

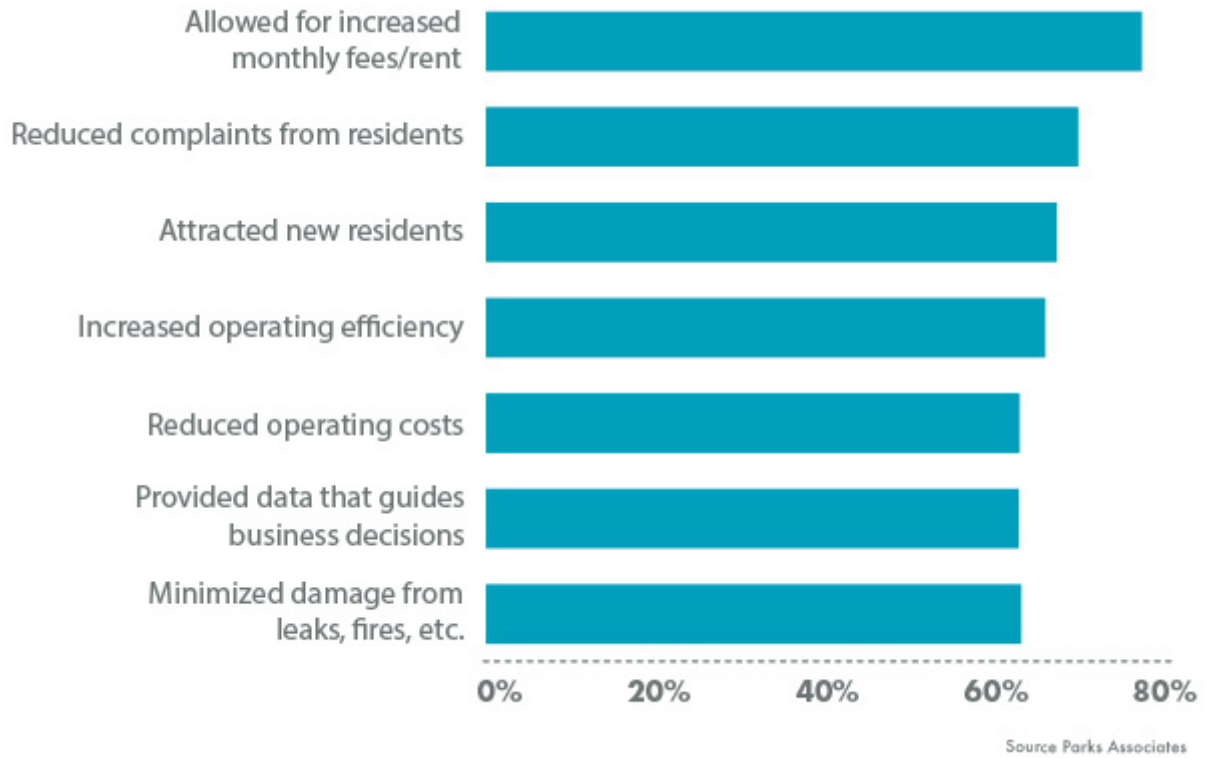
Powered by NAA

EXPLORE MORE

MDU MARKET

BUSINESS IMPACTS OF INSTALLING SMART DEVICES

Parks Associates research finds that among prospective MDU (multi-dwelling unit) tenants, 65% look to preinstalled smart home devices as a key amenity when looking for a new apartment, condo, or townhome. Here are some of the business impacts of installing smart devices in MDUs.



Expectations among prospective MDU residents have shifted so that Wi-Fi is now a standard amenity, with many now expanding their demands to include smart home solutions.

[LEARN MORE](#)

NEW & NOTIBLE

STRATEGIC PARTNERSHIPS

LocklyPRO is happy to announce two new partners.



The Flying Locksmiths are a nationwide commercial locksmith and security systems installation company in 35 states across the US. Lockly Pro has partnered with TFL to provide locksmiths and end-users of multifamily units with a consistent installation, usage, and access management experience through Lockly\OS.



Banner solutions, a wholesale distributor of commercial and residential hardware products with a wide US distribution network has entered into a strategic distribution partnership with LocklyPRO across its 10 locations. Banner will feature both commercial and residential hardware in stock ready to ship.

ACCESS CONTROL EXPERTS

MEET THE TEAM

Welcome to our newest member of the team.

We have some great news to share. It's with pleasure that we announce Kevin Kemper has joined the LocklyPRO team. We are thrilled that Kevin is on board and know that many of you will benefit from his extensive background and knowledge. Feel free to reach out to Kevin for any of your multifamily smart access needs.



Kevin Kemper, Director of Multifamily (east) Extensive background in multifamily, student housing, enterprise/corporate offices/buildings.

CONTACT KEVIN

With over 60 years of combined experience, the LocklyPRO team brings together a unique set of backgrounds, experiences, and ideas focused on property access, control, and management. Please get in touch and one of our experts will answer all your questions.

Jim Conti, Vice President LocklyPro

Extensive background in sales and operations with extensive experience in smart home, IoT solutions, and disruptive technologies. CONTACT JIM

Ronnie Palmer, Director of Sales - Multifamily (west)

Over 14 years of access control experience with 20 years of focus on partnering with customers for success. [CONTACT RONNIE](#)

Rickey Green, Director of Sales - Multifamily (south)

Over 15 years of experience in the door and hardware industry with a focus on multifamily and commercial property management. [CONTACT RICKEY](#)

Jim Heath, Director of Sales - Locksmith/Distribution

Over 14 years of access control experience with 20 years of focus on partnering with customers for success. [CONTACT JIM](#)

In The News. What We're Reading...



Tips and Trends For 2022

45% of property managers have expressed the desire to improve efficiency. To make efficiency a reality in your property management role, you will need to keep up with the latest tools to make your processes more straightforward. Discover which technologies and emerging trends will dominate the property management sphere in 2022.

[READ MORE](#)

Total Security Advisor

Why Combine Video Doorbells and Smart Locks

Why security dealers (and homeowners) should combine video doorbells and smart locks. Explore Total Security Advisor's five great reasons why security dealers who sell video doorbells and smart locks separately should consider the benefits of selling them together.

[READ MORE](#)

PARTNER WITH US

Distributors, value-added resellers, developers, and other resellers. Lockly offers a diverse product range, pricing, and service programs to grow your business. Apply to become a master distributor today.

[CONTACT US](#)

You may unsubscribe from these emails at any time here: [Unsubscribe](#).

As always, we welcome your comments and feedback at prosales@lockly.com

LOCKLY 676 Transfer Rd., St. Paul, MN 55114