



TAPKEY

An access platform for property management,
car sharing and unattended delivery



FOUNDED
2014



EXPECTED EXIT
MERGER, TRADE/SALE



INVESTMENT
<5 MILLION



HO
VIENNA



SECTOR
MOBILE ACCESS
CONTROL



EMPLOYEES
11

FOUNDER(S)

Gregor Zehetner (Co-CEO), Markus Minichmayr (Co-CEO), Jochen Schurich (Business Development), Gilbert Hödl (Advisor)

BIO

Tapkey is an open platform for mobile access. It comes with an open application programming interface (API), Mobile and Lock SDK for partners to seamlessly integrate smartphone-based access into existing apps and create new access solutions for a connected world.

FOUNDING STORY

Gregor Zehetner, Markus Minichmayr and Jochen Schurich worked together at Phaturn, a software company based in Vienna where Tapkey was born as an innovation project. In 2014, Gilbert Hödl joined the team to complement Tapkey's management team for sales and investment topics. In late 2014, Tapkey was spun out as an independent company. We had to manage office access for changing project teams of up to 40 people. Key handover caused the loss of keys. This led the team to create a prototype that worked via smartphone.

FINANCING

The first four years of Tapkey were bootstrapped by the founders and funded through public grants. In 2017, we raised a seven-digit strategic investment from WITTE Automotive. Today, Tapkey is partially financed by its operative business (software license business, sales of devices and professional services). Additionally, we are in the advantageous position of being able to raise funding in internal rounds if needed, resulting in 80% of shares still being in founders' hands. As the market has been heating up over the last year, we are evaluating further fundraising to accelerate expansion. Tapkey is trusted by a number of internationally renowned partners, such as DOM, WITTE, Skepp, Conrad Connect and Cobot.

MARKET REACH

Tapkey works with different hardware manufacturers with a current focus on the European and Asian markets. In addition, we are in the evolution process of onboarding new partners to also enter the US market midterm.

WHY AUSTRIA?

Austria is a great location to start a company. It provides a pool of talented software developers, good infrastructure, and high quality of life. Entrepreneurs can seek financial support from public and governmental institutions to master the early phase of starting up. In the past years, Tapkey could repeatedly count on the FFG, AWS, Vienna Business Agency and the Austrian

Chamber of Commerce to contribute to Tapkey's path. Access to later-stage investors would help successful startups scale their business globally more quickly.

LEARNING

If we could start over, we would probably focus on B2B integrator business much earlier, as it immediately created a remarkable number of promising leads since we pivoted to this business approach. One of the biggest challenges we faced was a patent infringement lawsuit filed by one of our European competitors. In 2020, we finally won this dispute and the competitor lost its patent.

COVID-19

Actually, the COVID-19 crisis emphasized the need for contactless access solutions, and that is what our technology stands for; the digital transformation has drastically accelerated and potential new partners have opened up to adopt new technology. Need is the mother of invention: During the lockdown in April, our software engineers developed a hardware simulator for internal purpose to easily test Tapkey-compatible hardware virtually to be more flexible. In the end, this could also be a very useful future product to reduce the development time for our platform partners.

SUPPORTED BY



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