

Smarter
technology
for all

Lenovo

ThinkIoT

Unlocking frictionless access control for Openpath customers

How **Lenovo's ecosystem**
is opening doors for an
IoT innovator.

openpath

The Solution


Openpath provides access control systems that create welcoming and non-intrusive user experiences while strengthening protection.

Why We Like It

The Openpath solution features open APIs and SDKs, making it easy to integrate with customers' building management systems.

The Outcome

Partnership with Lenovo gives Openpath the trusted, scalable platform it needs to reach a global network of customers and solution partners and deliver an intelligent building solution.



“We now have a global partner that is able to help us with installations all over the world. This has helped our solution scale up to the largest companies on the planet. With minimal support from Openpath, Lenovo has taken our Openpath API framework with ease into their ThinkIoT platform.”

Ann Arwin, Director of Partner Alliances and Channel, Openpath

Opening the door to the next level for Openpath

The Internet of Things is unleashing a wave of pioneering innovation. Now the challenge is to prove it's potential at the global level.

It's a critical tipping point for pioneers like Openpath, which is why they chose to join the Lenovo ThinkIoT Partner Program.

Building trust with innovation

Openpath is an innovator in an industry that has seen relatively little change. 'Access control' – encompassing building entry systems and their associated technologies – is still heavily based on physical key systems.

The business has grown fast with its cloud-based solution, but it regularly encounters the challenge of scalability and service delivery when talking to larger customers. In particular, enterprise customers are worried about deploying and supporting the technology across multiple sites.

For Openpath, becoming a part of Lenovo's ThinkIoT ecosystem of technology partners is a key factor in proving its credentials as a global player.



Creating the solution customers want

The Openpath solution provides 'frictionless' access control. It includes all the relevant software and hardware, as well as mobile and physical credentials.

The cloud technology creates a great user experience, with touchless entry, the ability to provide digital guest passes instead of temporary badges and, for facilities managers and IT teams, options for two-factor authentication and management through a single pane of glass.

Customers large and small can instantly recognise the benefits. The challenge is to get the solution to a wider audience, and to convince them that it can deliver reliably at scale.

Reaching new customers

"Lenovo is an established company and brand name with a large existing customer base," says Ann Arwin, Director of Partner Alliances and Channel for Openpath. "Partnership raises awareness of Openpath among Lenovo's existing customers."

"It's also makes us part of new conversations that Lenovo is having with the technology-focused decision makers that form our prime target audience."

Entering an ecosystem

Openpath is built for integration. It has a set of open APIs and software development keys that allow it to be brought easily into a complete security and building management system. This open architecture is one of the key customer benefits, made even more valuable by the partnership with Lenovo.

"It's really exciting for us to be part of the Lenovo ecosystem. It gives us the global presence we were looking for."

Eric Brinks, Enterprise Account Executive, Openpath





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“Lenovo’s integrated platform of IoT products is perfect for Openpath’s open APIs,” says Ann Arwin. “Our solution can be offered as part of an ecosystem that provides real-time data on the health and safety of the entire facility.”

This sitewide ecosystem gives customers the increased visibility of building management data they are looking for. It enables new efficiencies and cost savings, as well as more effective security, while providing a better experience for everyone using the facilities.

The gateway to global success

“Partnership with Lenovo came at a critical point in our growth. They have taken our Openpath API framework and easily made it part of their ThinkIoT platform”, says Ann Arwin.

“Our goal now is to accelerate the development of the ecosystem of technology partners that Lenovo has made possible. The power of the Lenovo brand will also help us to increase awareness and acceptance of cloud and mobile access control among the global audiences we can serve.”

Access more leads, expand your global reach and close enterprise deals faster as a Lenovo ThinkIoT partner.

www.lenovo.com/thinkiot-join