

# Webkey

Android Remote Device Management





# Product

Webkey allows you to control Android devices from a central dashboard on any web browser just as you would be holding the device in your hand.

Android has a majority market share in the Mobile Operating System market, including devices used in industries such as

- Automotive
- POS, Digital signage
- Smart TV
- Q&A labs
- Software/hardware developers



# Founders

Papp Zoltán - CTO - Lead developer

Gyovai Gábor - CEO - COO

Polgár Péter - Designer - UX and Graphics

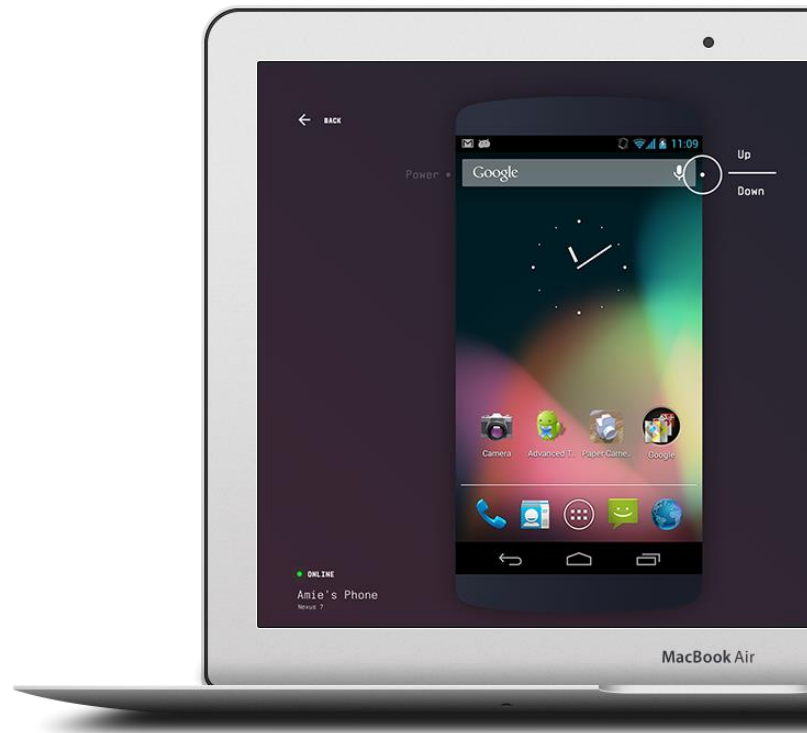
## Team

Péter Isó - Marketing

Frank Marton - Advisor

Software Development Team

Sales Team





# Added value for our customers

At Webkey, we help our customers to make their business' more effective by enabling them:

- Technical troubleshooting
- Remote support
- Centralised software management
- Remote testing and monitoring



# Market opportunity

- Android is growing globally
- By May 2019 Google reported **2.5 billion monthly active users** on the platform
- Android OS is the leader with 72,5% market penetration
- According to IoT Analytics, the number of active IoT devices has grown to 12 billion by 2020, a number expected to increase further.
- In 2020 the need for remote solutions have skyrocketed

**These circumstances are creating exceptional momentum for companies developing remote Android solutions.**

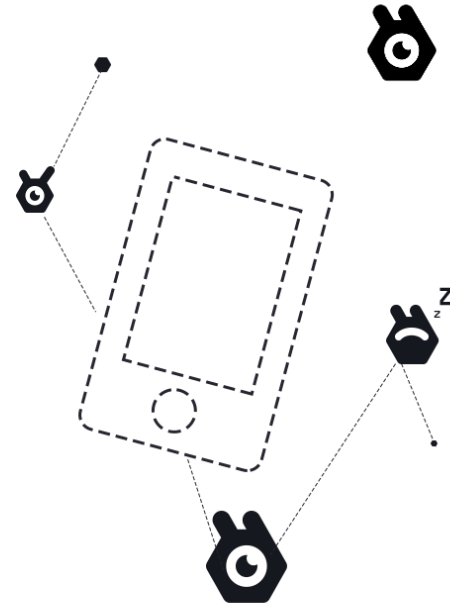
# Business model

## B2C

- **FREE for one device**
- Community building
- Test opportunity to future B2B customers
- From 2 devices  
stairstep plans

## B2B

- **60,000.00 EUR**
- Custom pricing
- Own server license
- Dedicated support and maintenance
- Custom feature development





# Results

**~60 000 EUR**

Income

**500 000+**

App installs

**198**

Countries





# Achieved traction

Webkey Development Ltd. founded in 2018 Q3

- The company successfully raised € 360.000 seed funding in 2019 (HIVENTURES)
- 2000 new registered users/month
- Thousands of devices managed worldwide
- Income 2019: € 60.000
- Business development unit opened in Warsaw, Poland
- 2020: € 280.000 additional investment (HIVENTURES), growing team (development & marketing)





# Webkey In Taiwan - I.

Webkey has always seen great potential in Taiwan

- Members of the Hungarian Chamber of Commerce and Industry relevant section
- We are proud to be working with Unitech and Cipherlab
  - Different and unique solutions provided for our Taiwanese partners
- Further market opportunities both for in-house solutions for manufacturers and for their end-users
- Participated on personally the Computex exhibition in 2019 and we are among the selected companies to exhibit at this years Innovex exhibition



# Webkey In Taiwan - II.

Webkey has always seen great potential in Taiwan

- Unitech:
  - Proactively contacted Webkey
  - Paid technical partnership to develop branded MDM solution
  - Technical focused negotiations
- Cipherlab:
  - Computex event meeting
  - Long negotiations to find the best solution fit for Cipherlab
- Top 10 deals for us, very positive and proactive negotiations
- Difficulties from language barriers



# Take Control

[www.webkeyapp.com](http://www.webkeyapp.com)