

Beyond the lock: why IT integrators are the new key players in the digital workplace



Hybrid work and flex-office models have turned access control into an IT priority. It is no longer a job for installers and locksmiths alone.

A position only you hold

You run the network and hold the trust of the IT manager. When a company opens a new branch, you hear first, because you wire it. That is the moment access and space management come up.

“ICT” keeps the C for communication: the partner who owns the network reaches every connected device in the building. Access control is simply the next one on the list.

Sell a platform, not a product

Cloud-native Luckey moves the conversation from mechanics to software, identity and integration. The corporate use cases are ready as add-ons, activated when the customer needs them:

- **Resources and reservations:** desks, meeting rooms, parking and lockers. The door opens only in the booked slot.
- **Visitors and invitations:** temporary credentials for guests and contractors, with no physical keys.
- **Virtual intercom:** entry-phone delivered by the platform, one legacy system less.
- **Parcel management:** deliveries through smart lockers instead of the reception desk.
- **Multi-site:** one set of policies and users across every office.

Why it pays

IT is among the fast-growing channels for cloud access control. The model fits how you already work:

Higher-value offer:

specialized PropTech SaaS rewards your application skills, unlike commodity hardware resale.

Low acquisition cost:

you sell to customers who already trust you.

Recurring revenue:

subscriptions fit the billing you already run.

Deeper relationship:

digital identity and physical access make you the reference for more of the infrastructure, which strengthens retention.

Better together

Installers and locksmiths stay essential for door hardware and safety compliance, and their expertise grows in value as buildings get more connected. The best projects have both competencies at the table.

Works with Microsoft 365 and Google

Your customers already run their identity on one of the two. Luckey plugs into it, under the authentication policies they have already defined.



Microsoft 365: employees sign in to Luckey with their corporate account through single sign-on. With the Resources and reservations add-on, a room invited to an Outlook meeting creates the booking and the access right automatically.



Google: Google SSO gives users one consistent login across their corporate cloud applications, Luckey included.



Other identity providers: SAML 2.0 and Auth0 are supported too.

Integrations that are already built

Integrations decide whether IT adopts a platform. Nobody wants another user database to maintain by hand.

Eagle Eye Networks: live camera feeds and event snapshots inside Luckey, with more than 3,000 compatible cameras.

Fluida: users sync automatically and land in the right access groups by role, so only active employees keep valid credentials.

FarBooking: desk, meeting-room and shared-space bookings managed together with access, in one platform.

Peoplelink: access data sits next to timesheets and attendance records in the cloud HR suite.

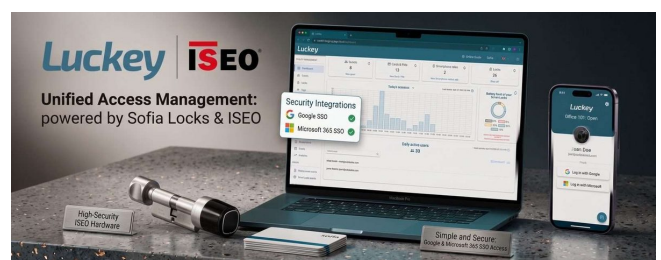
Plus HID Mobile Access via BLE, and open APIs for everything else.

All integrations

It is the work you already do every day, applied to doors.

Built for enterprise IT governance

Access, booking and visitor data is personal data. It is managed under GDPR principles, with clear retention policies and role-based access. Raising this early is where a competent IT partner adds the most value.



Talk to us about the partner channel

Contact us

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