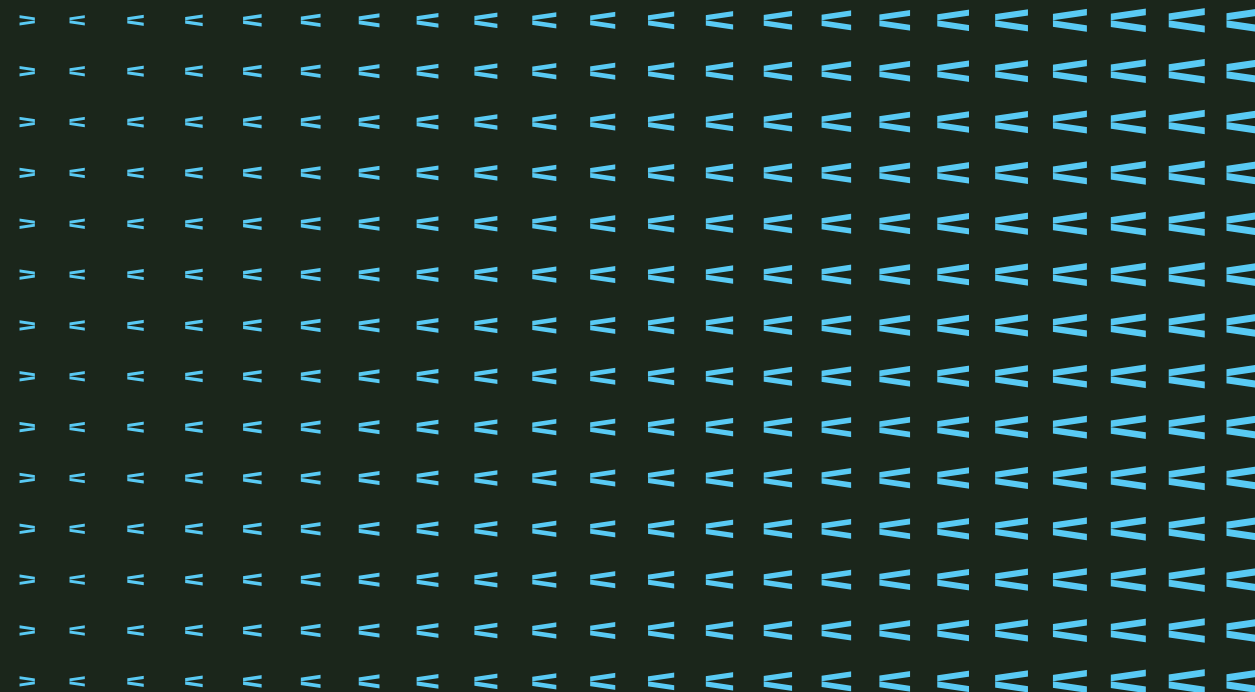
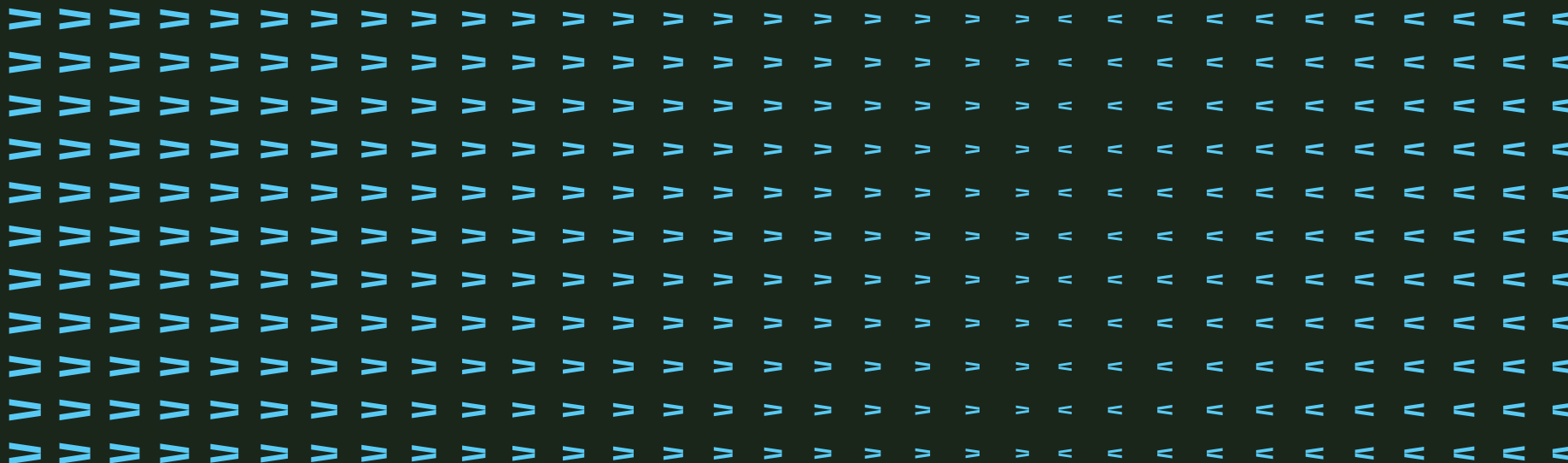


# XS4 ECO.Lock

ENGINEERED WITH CUTTING-EDGE LOCKER TECHNOLOGY



## PRODUCT MANAGEMENT

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01. PRODUCT & FEATURES



02. TECHNICAL FEATURES



03. COMMERCIAL POLICY



04. MARKETING PLAN



05. AVAILABILITY





01.

# PRODUCT & FEATURES

XS4 ECO.Lock

[saltosystems.com](https://saltosystems.com)





## XS4 ECO.Lock

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The ideal solution for customers seeking to retrofit existing locker locks with a cost-effective and advanced battery-operated electronic locking system for lockers.

Salto XS4 ECO.Lock can be safely opened and closed by simply pressing a credential to the lock's button.

Integrated into the Salto smart access ecosystem solutions, this product is an excellent solution for all projects that require a locking solution for controlled, easy-to-operate, and fully integrated storage systems.





## Easy retrofitting of existing lockers.

The latest evolution in locker security, this cutting-edge model offers a **fully wireless, plug & play design** that's quick to install and effortless to retrofit —no wiring or complex infrastructure required.







Users can securely open and close lockers with a simple press of a credential against the lock's button.

Featuring integrated **RFID, BLE, and NFC mobile credential technologies**, it delivers **seamless access** through mobile devices or smart keycards







Engineered with cutting-edge locker technology and fully integrated with Salto's access control ecosystem.

- Wire-Free Smart stand-alone locker lock
- SVN technology onboard
- BLUEnet Wireless connectivity
- JustIN Mobile – Digital Key (Mobile Credential)

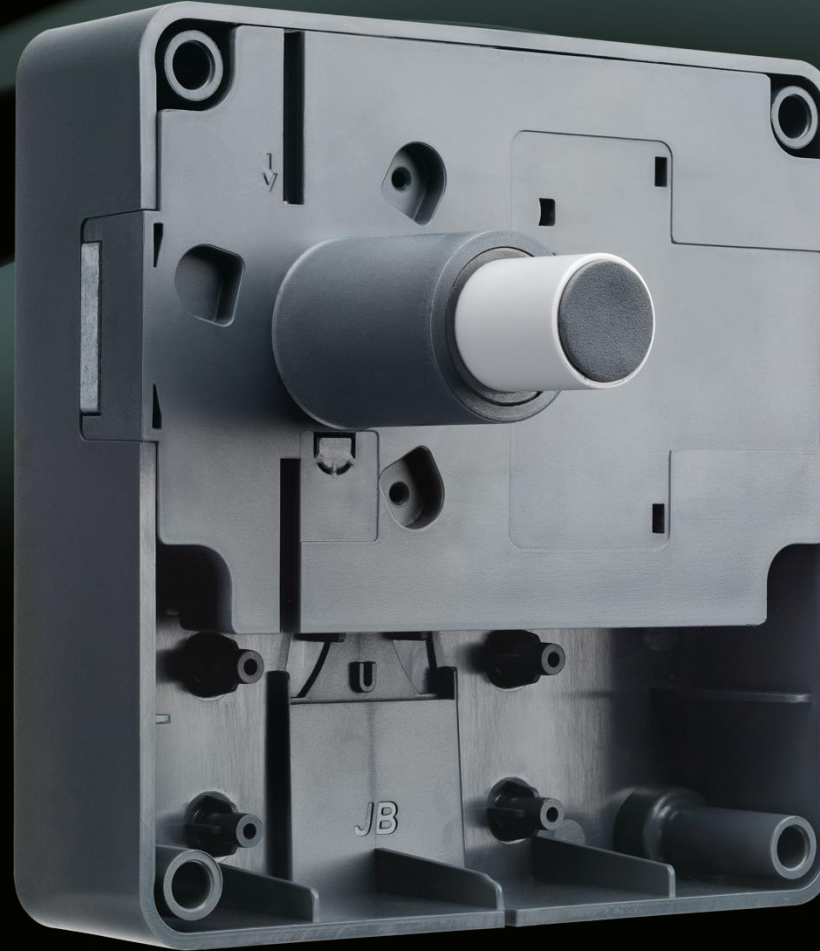






## Quality you can trust.

The locker is manufactured by Gantner, featuring Salto technology inside, showcasing superior craftsmanship, reliability, and seamless integration.





# Easy to install and ideal for upgrading existing mechanical locker locks

The Salto XS4 ECO.Lock is a basic but extremely powerful locker lock that could increase locker usage, security, and convenience for users and managers.

Designed as a universal retrofit solution, it allows you to upgrade existing mechanical lockers and instantly connect them to your Salto smart access ecosystem.



## EASY TO INSTALL AND RETROFIT

Designed for quick and simple installation, the Salto XS4 ECO.Lock is the ideal battery-operated electronic locking solution for upgrading mechanical locker locks without wiring or structural modifications.

## SMART KEYLESS ACCESS TECHNOLOGY

Users can securely open and close lockers with a simple press of a smart credential (keycards, fob... or mobile digital key) against the lock's button—ensuring intuitive, fast, and contactless access without the need for keys.

## ADVANCED SMART LOCKING SOLUTION

Benefit from the most advanced features available on the market on fully wire-free Smart standalone locker lock:

- Complete access control features
- Fully bidirectional mobile functionality
- Bidirectional wireless online capabilities

## COMPETITIVE COST SOLUTION

Delivers a cost-effective, high-performance solution. Fully integrated with Salto's wire-free electronic access control platform, it ensures centralized management, enhanced security, and scalable control for modern locker systems



# Models

---

Universally compatible, it can replace your existing door hardware and fits any door with unlimited model options

- **Wooden Locker**
- **Metal Locker**



XS4 ECO.Lock



02.

# TECHNICAL FEATURES

XS4 ECO.Lock




[saltosystems.com](https://saltosystems.com)



# It brings additional functionalities to the Salto smart locking range

With real-time data and analytics, remote management capabilities, and both BLUEnet online and SVN operation, this next-generation locker solution supports space optimization, minimal maintenance, and simple, scalable integration into any industry application.

## Core Technology Inside

-  SVN Data-on-Card
-  BLUEnet Wireless
-  JustIN Mobile



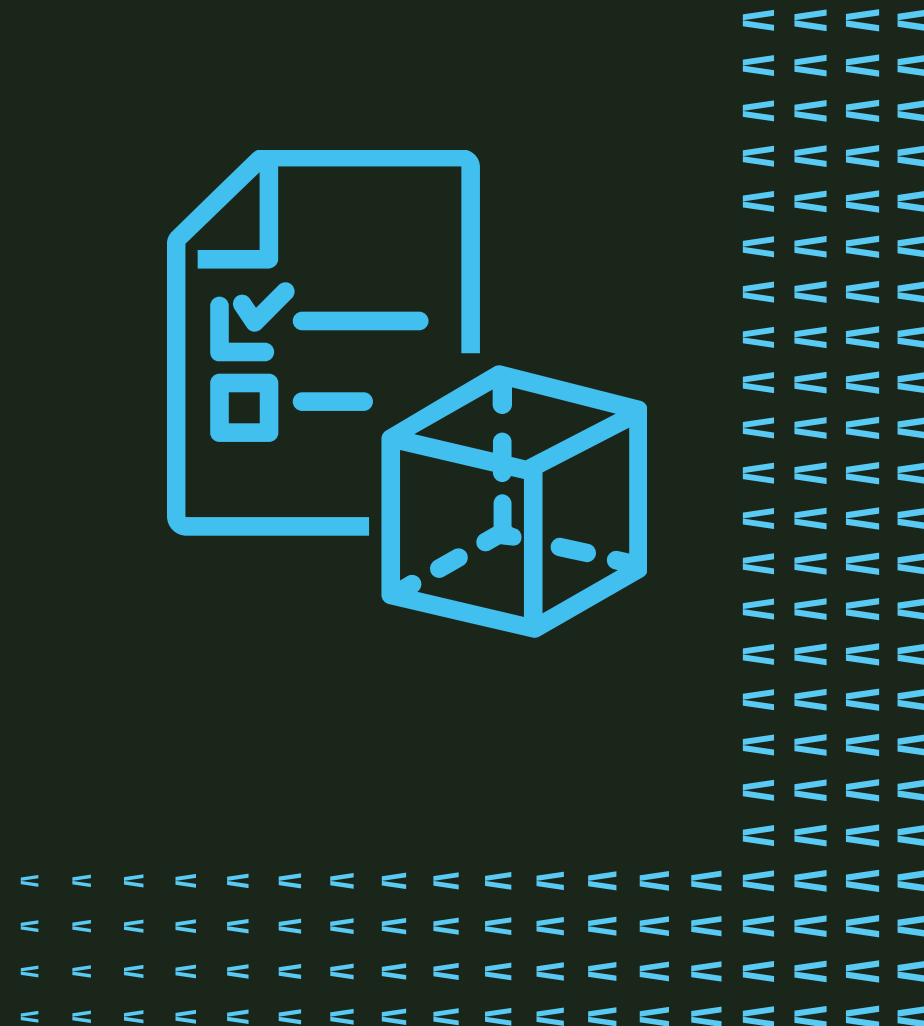
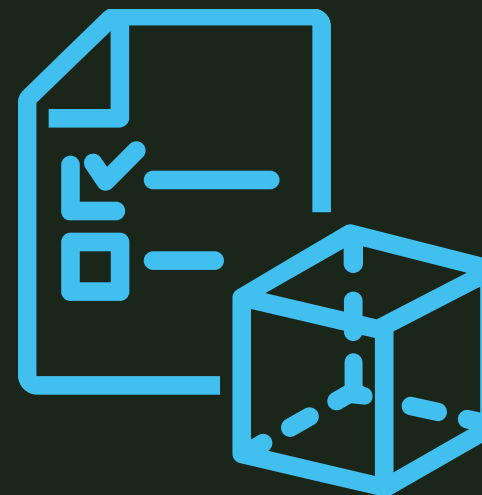


## Technical Specifications

Reliable and easy-to-install electronic smart locker lock .

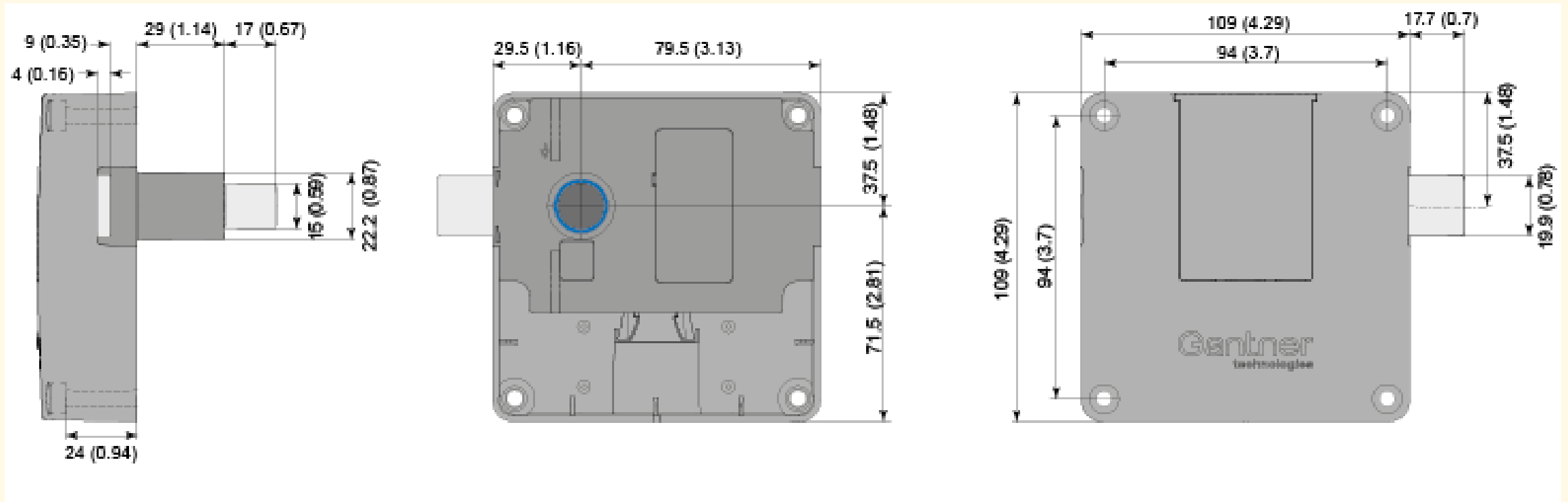
- RFID / MIFARE / NFC / Bluetooth
- Battery powered: 3 AA batteries
- Built-in Platforms: Space, KS & Homelok
- Ergonomic design oriented to the user experience, simple and intuitive.
- A button to identify if the locker is in used or available.
- This button is smart and incorporates LED ring (multi-colored) for status indication.
- Plug & Play, reversible design. Its reversible configuration allows it to be easily mounted on both right- and left-handed locker doors using the same hardware, enabling flexible on-site installation with minimal effort.
- The locker is made of solid Plastic (PC), halogen-free, V0 that ensures the long-lasting durability.
- Break-in resistance: DIN 4547-2, Class C
- Compact size that make it perfect for almost any locker bunch.
- Suitable for wooden or steel door\* lockers.

\* A system that makes the battery replacement easy without needing to dismount the locker door and secure it, as it requires a special tool to access the batteries.





## Technical Drawing



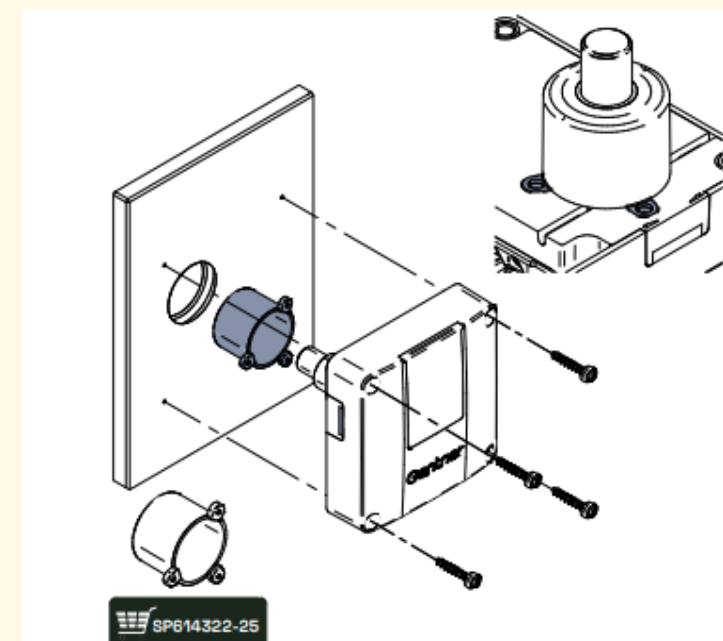


## Technical Drawing



### FOR METALLIC LOCKER DOORS

GAT ECO.Lock 7200 Adapter is required (G-614322) To cover a 38 mm drilling in metal doors. No screws required.





# Operating Platforms

A powerful and versatile cross-platform electronic locking solution

Extends up-to-date and comprehensive electronic access control.

Most versatile and secure access control cross-platform capabilities, packed with powerful features.



ON-PREMISE NETWORK



Salto Space



CLOUD APPLICATION \*\*\*

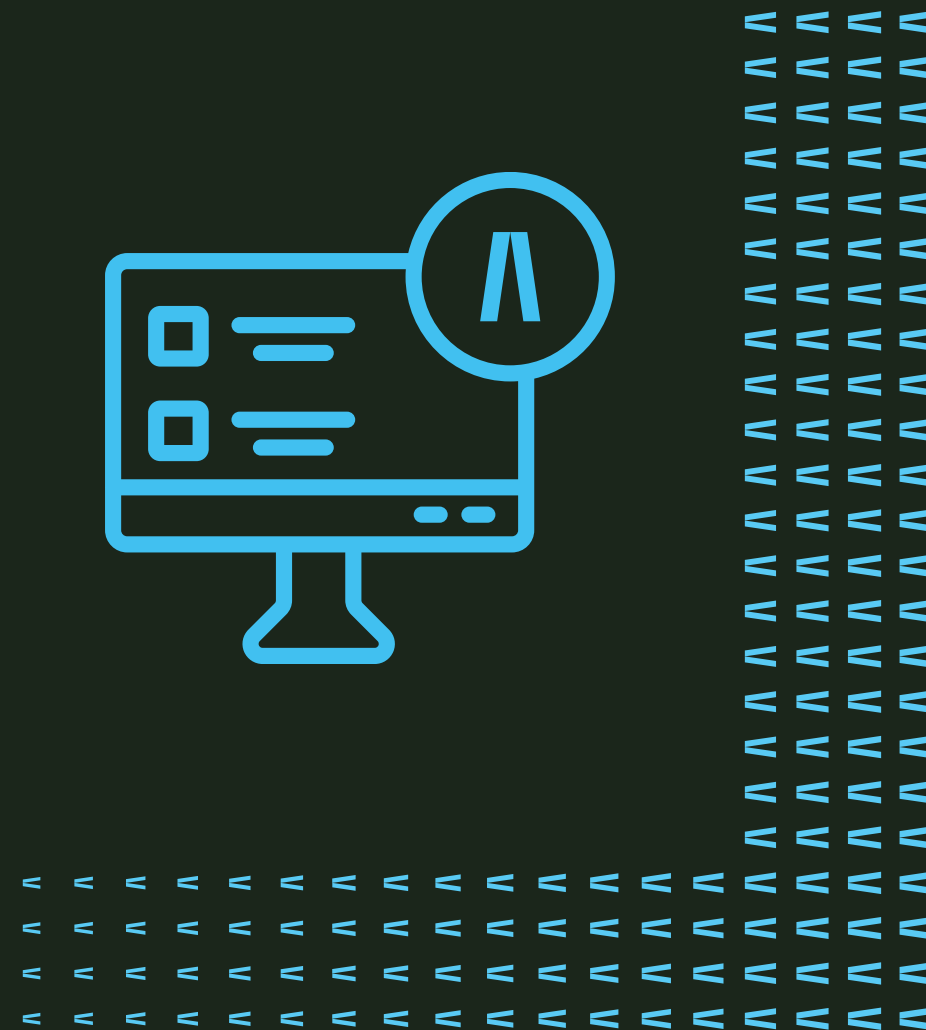


Salto KS



Salto Homelok

\*\*\*SALTO KS and SALTO Homelok to be announced during 2025





# Locker Modes

## A locking mode for every scenario

The XS4 ECO.Lock offers specific locker modes required no matter if it's a Gym, an office, a school or an hospital.

### FIXED ASSIGNMENT LOCKER

(PERSONAL LOCKERS OR SHARED LOCKERS)

A specific user or users can operate one or several specific locker locks.

- > Compatible with Cards / Tags / JustIN mobile BLE (IOS and ANDROID) / JustIN mobile NFC (just ANDROID)

### FREE-ASSIGNMENT LOCKER

Any user ID carrier can capture an available locker and then release it just by opening it.

- > Compatible with Cards / Tags / JustIN mobile NFC (just ANDROID)
- > Not compatible with JustIN mobile BLE.
- > Bluetooth technology does not permit to select the exact locker you would like to capture.





# Mobile Credential

## Digital Key Technology

The XS4 ECO.Lock smart lock series is at 100% mobile technology compatible (works on iOS and Android Platforms).

- JustIN Mobile NFC compatible (Android only)
- JustIN Mobile BLE Digital Key compatible\*

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### > BENEFITS OF JUSTIN MOBILE CORE TECHNOLOGY\*

- Update credentials over the phone network
- Cancel cards instantly and remotely
- Denylist transmission over the phone network
- Automatic audit trail collection over the phone network
- Automatic battery status collection over the phone network

\* Online features without any infrastructure needed





# RFID Smart Credential Compatibility

**The SALTO XS4 ECO.Lock is also compatible with the main RFID technologies as DESFire or Mifare\*.**

It enables the highest level of security and compatibility to bring you the choice of the physical credentials you want and need.

You can choose between the usage of RFID cards, keyfobs, smart bracelets, ...

And remember that as it has SALTO SVN Data-On-Card backbone this confit to the XS4 ECO.Lock a greater reliability and versatility.

In addition to that the main RFID technologies as DESFire or Mifare permits multi application based on the credential by enabling sector for third part applications making for the end user a seamless experience and a more versatile and complete experience for the projects.

*\* Not all the platforms allow the usage of all the technologies*





# Battery Powered

## Digital Key Technology

The XS4 ECO.Lock requires **3 AA Alkaline**, offering a balance of functionality, durability, and affordability.

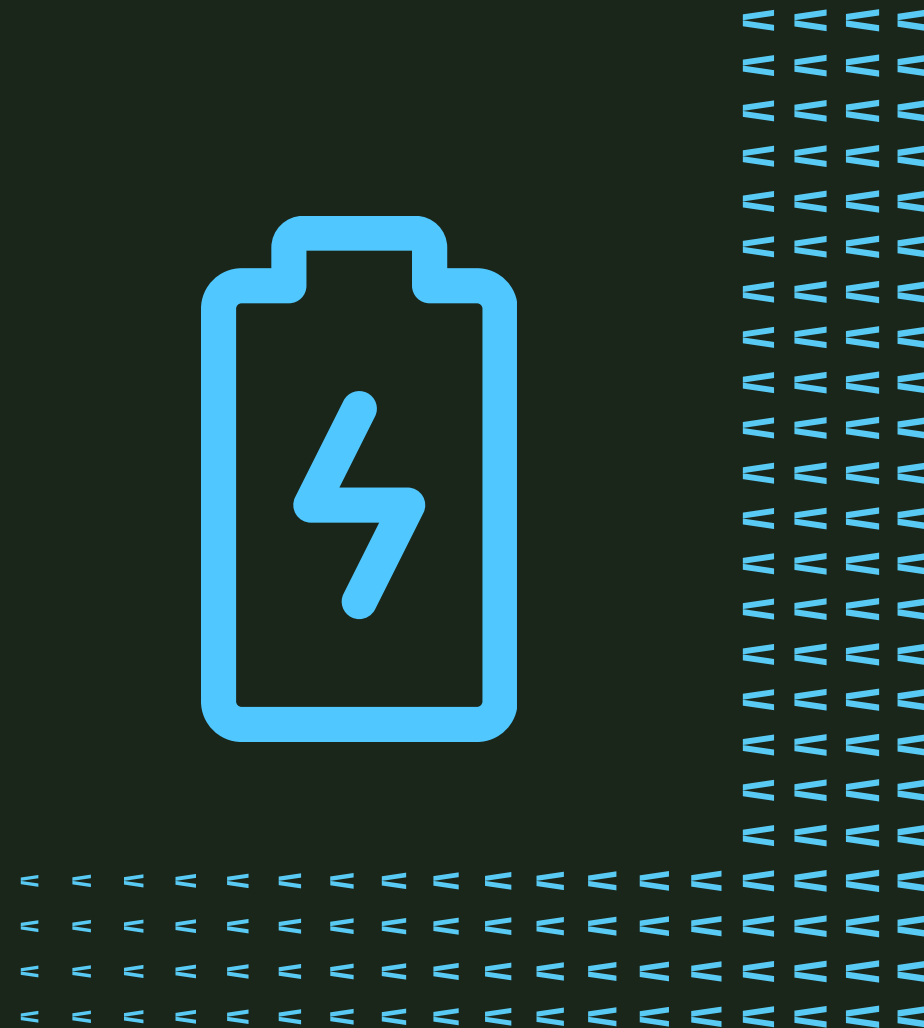
Securely installation in your locker and the battery is thoughtfully **hidden inside the XS4 ECO.Lock smart locker lock.**

### > How long do batteries last in?

This provides a battery life up 125 000\* openings more than enough for a **4 years battery life** from a single battery pack.

\*Depending on the set up and usage

Estimations made on an offline used based on RFID openings





# BLUEnet Wireless Ready

Salto XS4 ECO.Lock is BLUEnet wireless online capable. With the same features as an online BLUEnet wireless access point, we can:

XS4 ECO.Lock can be switched onto a BLUEnet wireless online device at any time without changing the hardware and enabling the wireless online in real-time functionality you need.

## > Monitor online the status of the locker

- Door opened (means card presented)
- Door closed (means card presented)




## > Monitor online the battery status

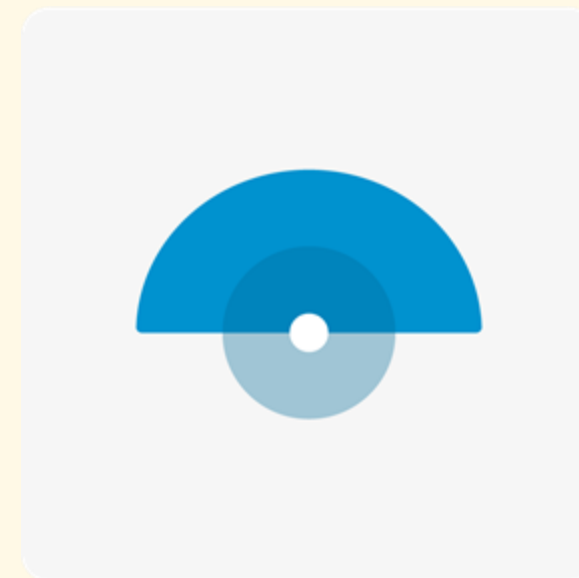
- Disseminate the deny list on lockers
- Update firmware through wireless infrastructure
- Open locker remotely
- Perform emergency opening
- Perform lockdowns
- Periodic update of the clock





## BLUEnet Wireless Ready

Features	 Space	 Homelok / Nebula	 SALTO KS***
Full audit trail	✓	✓	✓
Door monitoring	✓		✓
Battery status	✓	✓	✓
Denylist release	✓	✓	
Remote openings	✓	✓	✓
SVN-Flex**	✓	✓	
Enable lockdown mode	✓		
Emergency open mode	✓		
Remote lock set up changes	✓		✓
Remote firmware updates	✓		✓
Periodic update of the clock	✓	✓	✓



\* Not all the platforms allow the usage of all the technologies

\*\* Just if programmed as a door. Feature not available as a locker

\*\*\*SALTO KS and SALTO Homelok to be announced during 2025



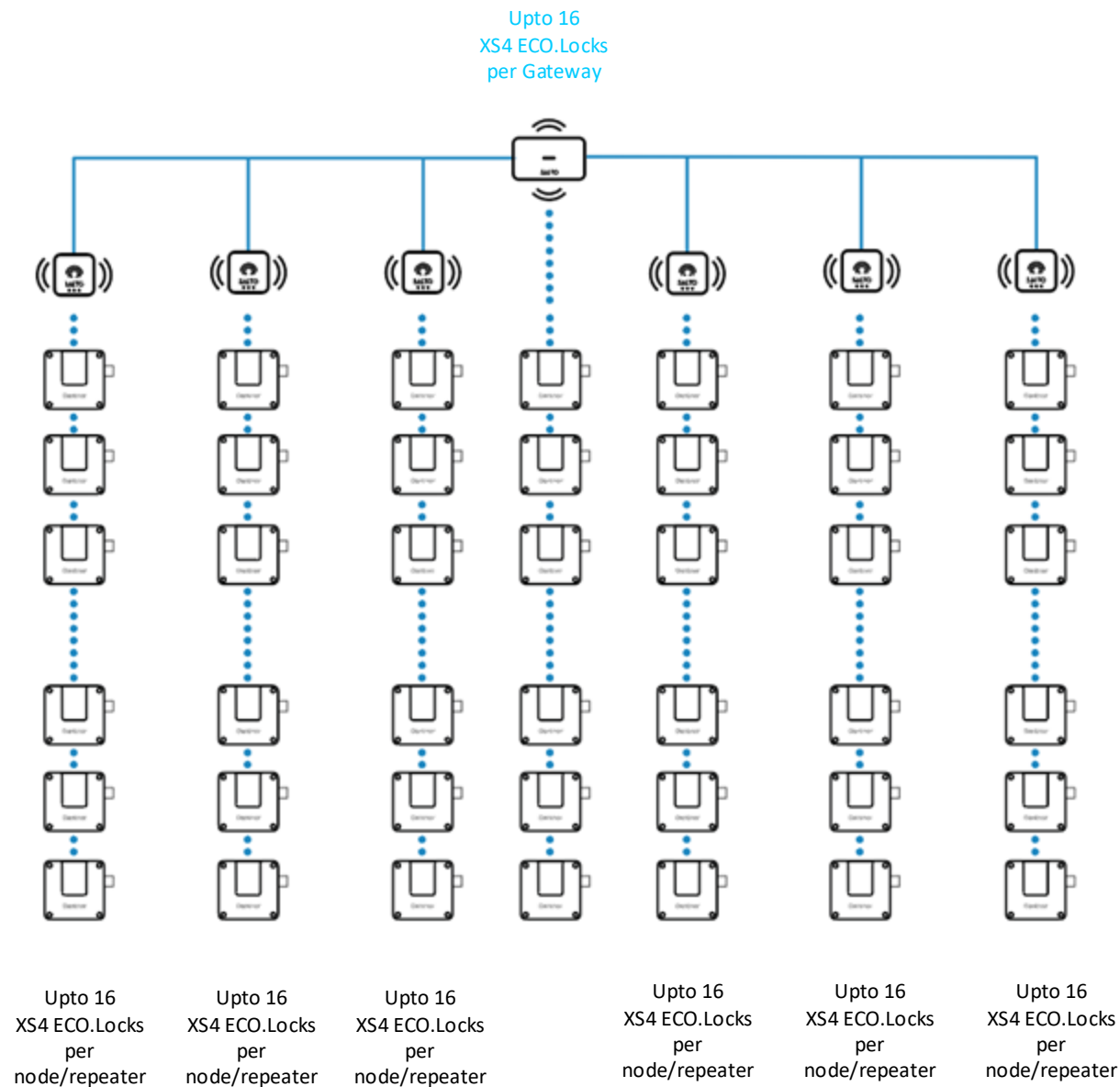
# BLUEnet Wireless Infrastructure

As for a SALTO BLUEnet lock, the XS4 ECO.Lock has the same restrictions in terms of infrastructure.

> [Monitor online the status of the locker](#)

- 16 locker per node or repeater
- 7 nodes per gateway (6 RFNODE3 or REPEATER03 + 1 BLUEnet GATEWAY internal node)
- Maximum of 112 lockers per BLUEnet gateway
- Range of 10-15 meters distance.

\* Maximum of 112 lockers per BLUEnet gateway





# Condition of use

Weather protection - IP Rating



## IP Rating

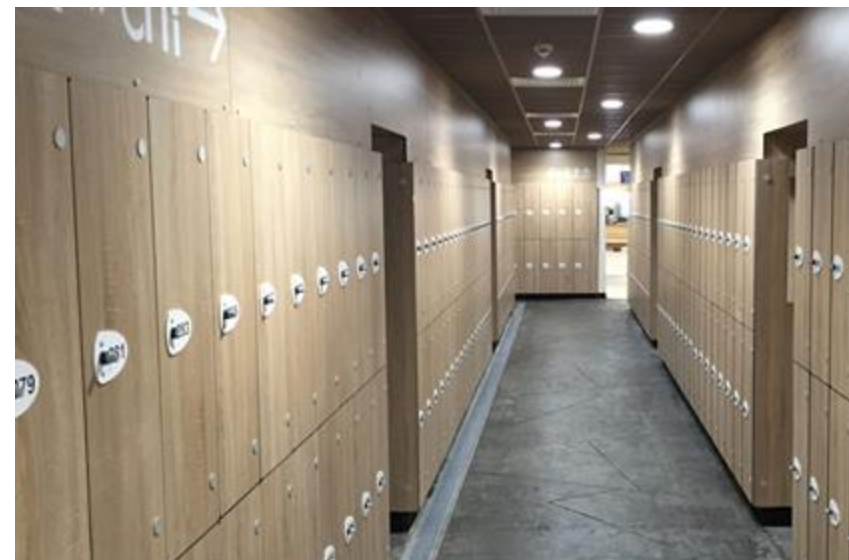
# Conditions of use

**SALTO XS4 ECO.Lock is an electronic locker lock designed to secure lockers even in swimming pools or SPAs**

**Certified IP55** (external escutcheon) the XS4 ECO.Lock can be installed also in areas like SPAs and swimming pools



<sup>1</sup> Just outside lockset is IP55 protected



Even if XS4 ECO.Lock is IP55 rated, the Locker lock is not a sealed locker lock.

The installation of the product in environments with chlorine or saline conditions may affect its proper functioning.



## IP Rating

# Weather Conditions

**The XS4 ECO.Lock is intended for outdoor use. Please note the following information when operating the XS4 ECO.Lock outdoor:**

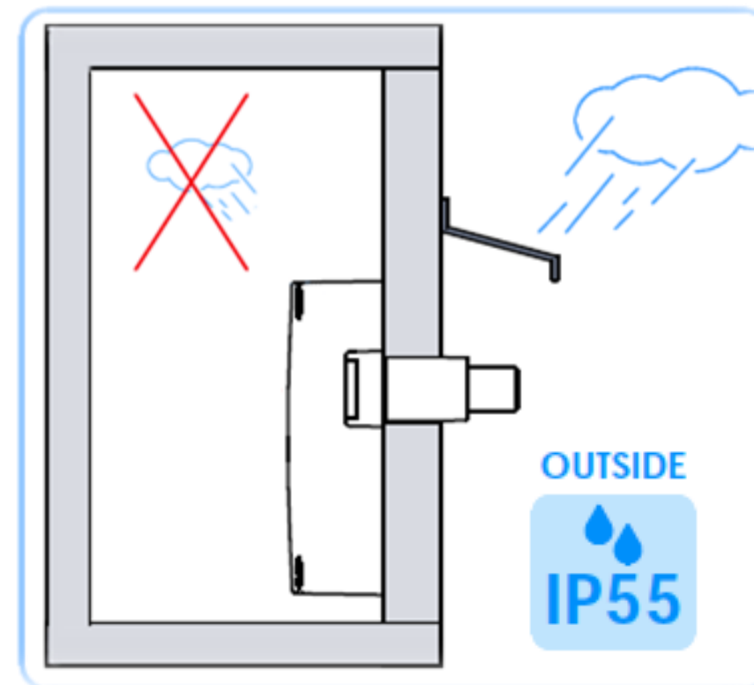
The **IP55** protection rating means that the lock is fully protected against splashing water from all directions and against the ingress of dust.

The protection class **IP55** is only valid if the locker is installed correctly, and the cabinet is locked. The back of the XS4 ECO.Lock does not have increased IP protection.

Water entering the cabinet via the XS4 ECO.Lock can still occur even after installation, e.g. B. if the cabinet is exposed to heavy rain for a long period of time. In this case, water ingress is not considered a fault.

If the cabinet is to be placed in a location where it will be completely exposed to rain, it is recommended to install a "rain cover" over the XS4 ECO.Lock push button to prevent water from entering, as shown below.

The operating temperature range of the recommended battery is -25 to 55 °C.



**If the lock is operated in cold temperatures, the battery capacity will deteriorate as the temperature drops and recover as the temperature rises.**

**In cold temperatures it is also possible that the button freezes. In this case, unlock the lock by reading the data carrier and tapping the button lightly.**



# Installation

Installation Guide - an overview



## Easy installation and retrofit

Salto XS4 ECO.Lock has been specially designed to make the retrofit of existing mechanical mechanical lockers or coin lockers based on a hole of 23mm hole and bring all the benefits of an advanced access control.

The XS4 ECO lock combines the benefits and know-how of the SALTO Electronic access control platforms with the know-how of GANTNER lockers to provide an outstanding product.

So for all those locker that were lacking of potential and functionalities (mechanical or basic locker) it is possible now to bring all the features they could need or even desire, without having to replace the locker bunch.

Just as simple as, what happen when any user lose a locker key on mechanical locker....

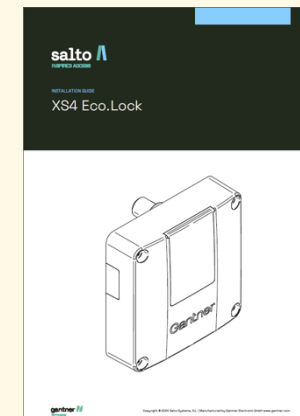
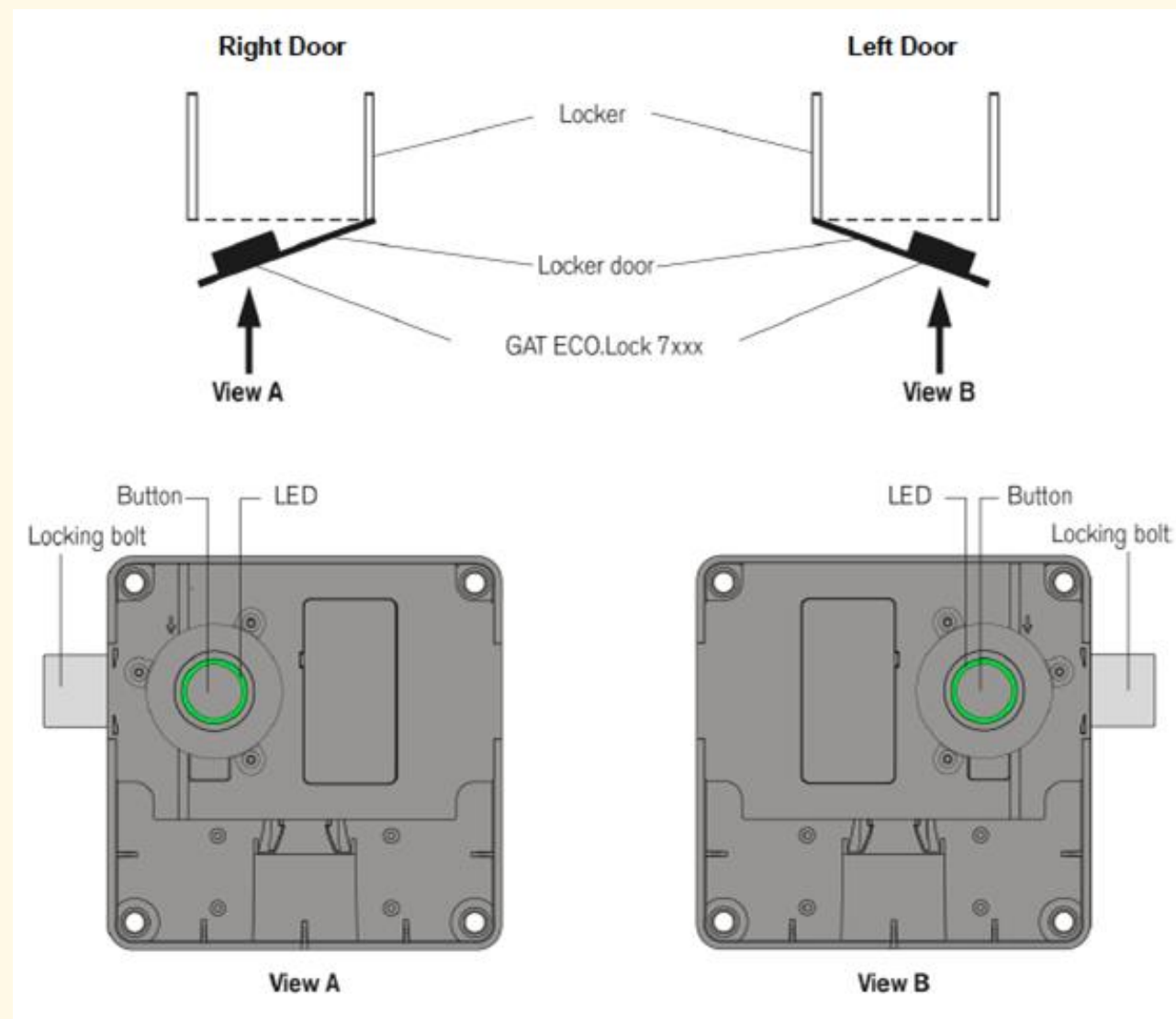




## Installation Guide

# XS4 ECO.Lock

Handing definition



[Click to access the installation guide](#)



## Installation

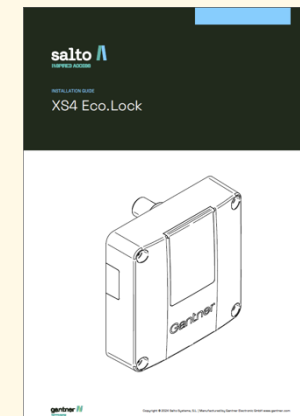
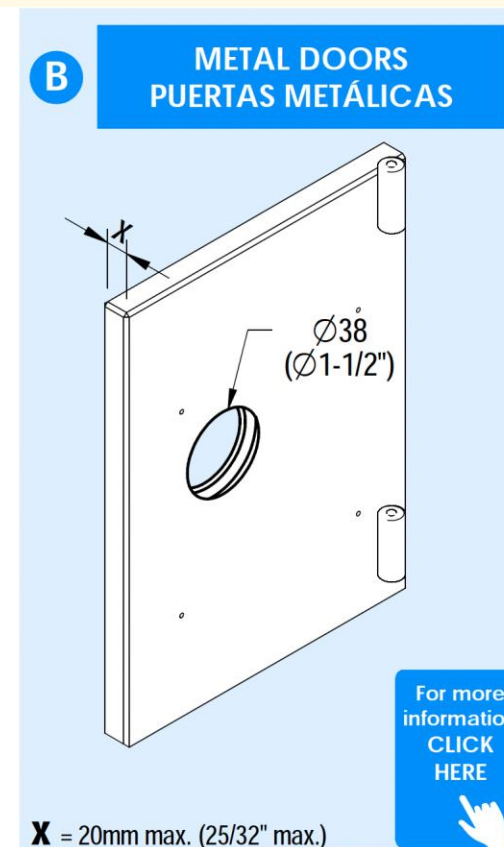
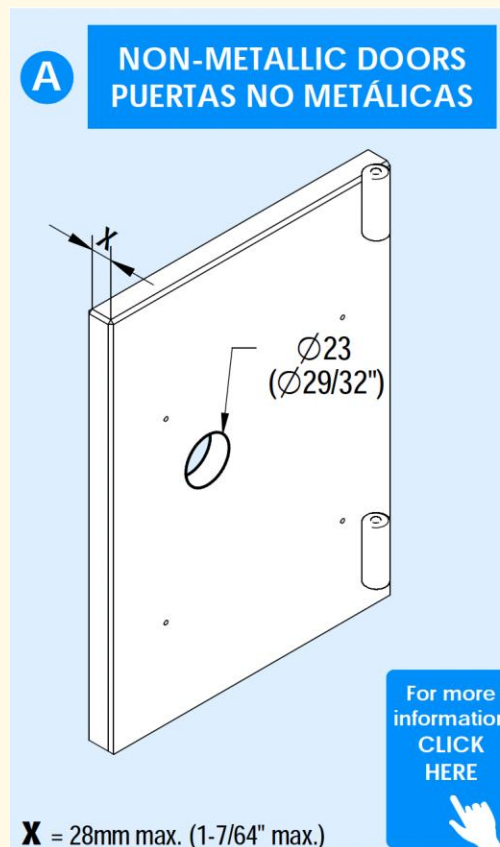
# XS4 ECO.Lock

### Installation on wooden door

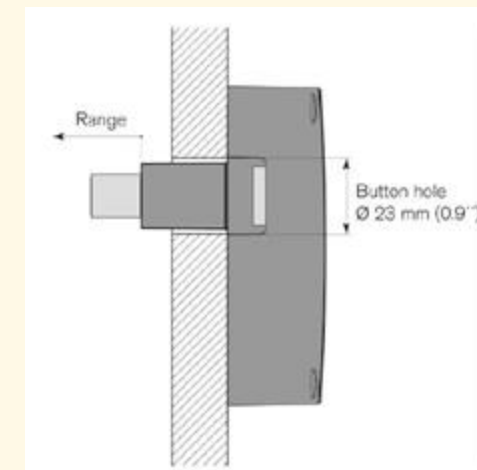
A hole must be drilled into the locker door for the button. For non-metallic locker doors, the diameter of the button hole is 23 mm (29/32").

### Installation on metal door

A hole must be drilled into the locker door for the button. For non-metallic locker doors, the diameter of the button hole is 38 mm (1 1/2").



[Click to access the installation guide](#)





## Installation

# XS4 ECO.Lock

**For non-metallic doors** like wooden or HPL doors just present the lockers from the inside and screw the locker with the correct screws.

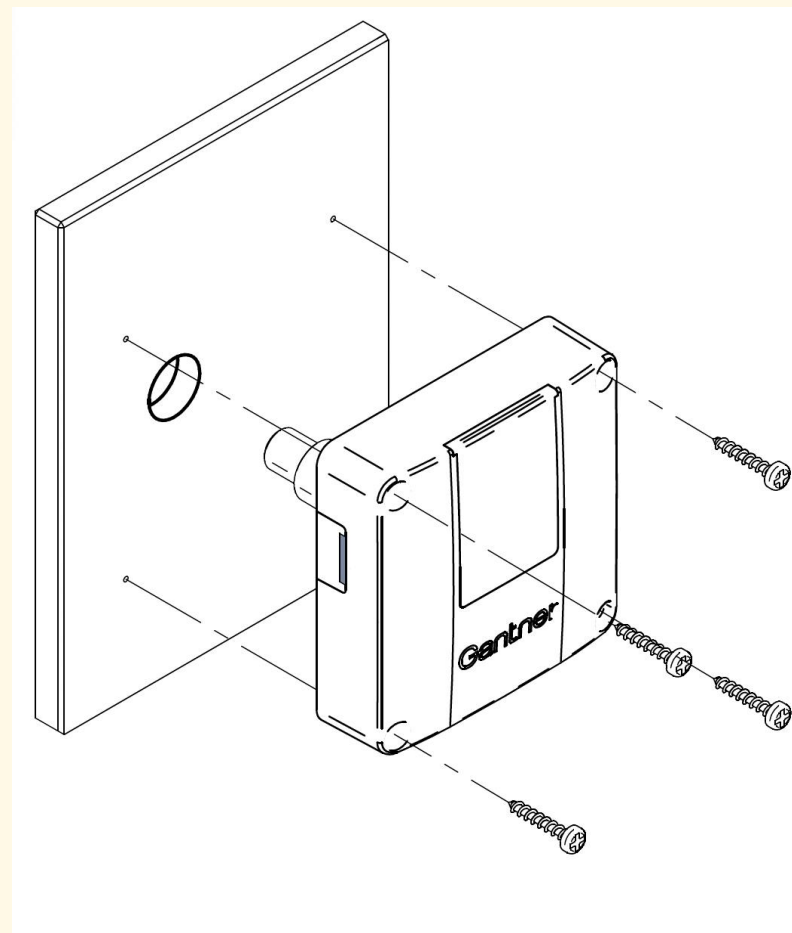
**IMPORTANT:** Due to the wide range of lockers and door materials, the XS4 ECO.Lock does not include fixing screws

**SALTO recommends:**

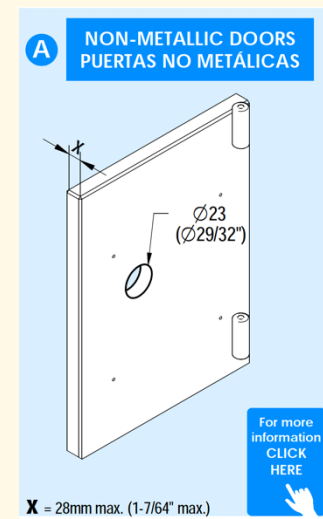
**For wooden or HPL doors:**  $\varnothing 5 \times 35$  mm ( $\varnothing 3/16" \times 1-3/8"$ ) pan head Wood screws (stainless steel A2).

**For wooden or HPL doors under heavy load or in public areas:** screw-in or glue-in M5 threaded sleeves with  $\varnothing 5 \times 35$  mm ( $\varnothing 3/16" \times 1-3/8"$ ) cylinder head screws (stainless steel A2).

**The maximum allowed tightening torque of the screws is 2Nm (1.47 lb-ft).**



[Click to access the installation guide](#)





## Installation

# XS4 ECO.Lock

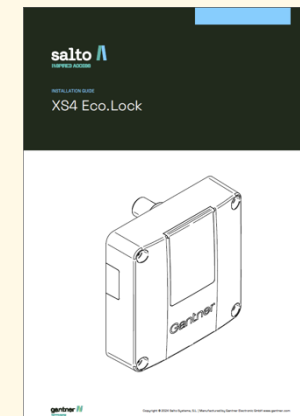
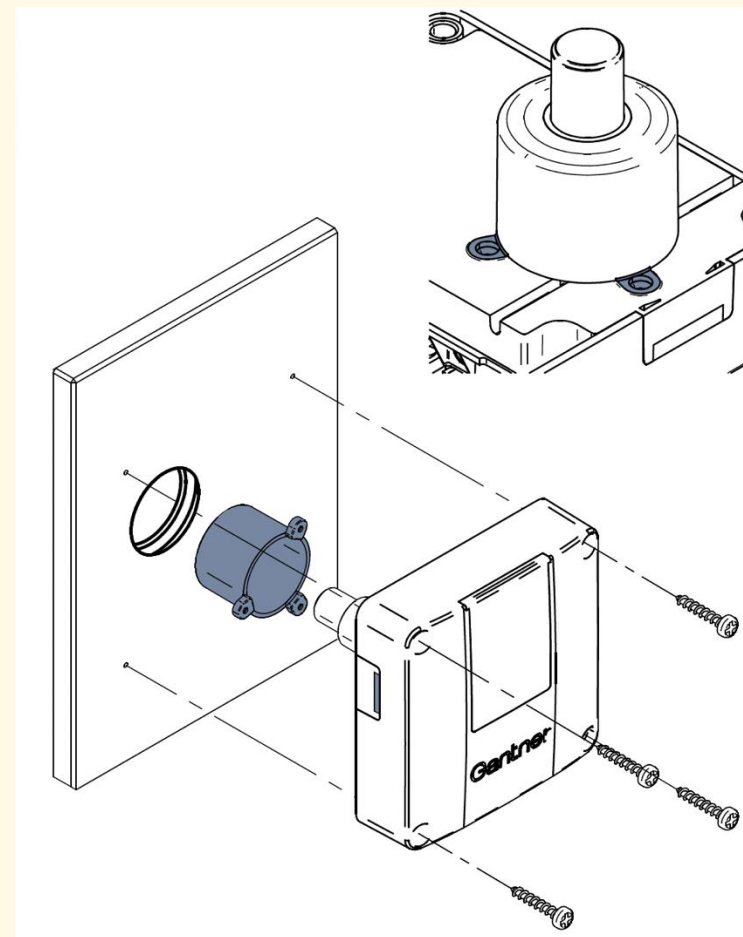
For metallic doors do not forget to use [the adaptor GAT ECO.Lock 7200 Adapter is required \(G-614322\)](#) and the present the lockers from the inside and screw the locker with the correct screws.

**IMPORTANT:** Due to the wide range of lockers and door materials, the XS4 ECO.Lock does not include fixing screws

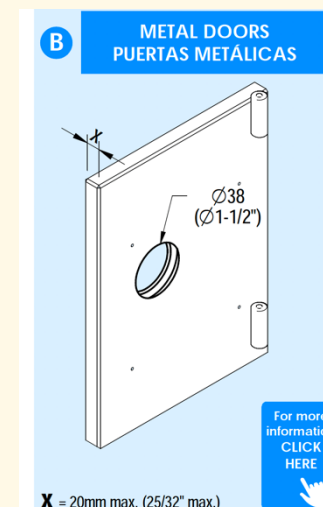
**SALTO recommends:**

**For metal doors:** Use the correct screws (stainless steel A2) according to the type of locker locker material, max  $\varnothing$  5mm ( $\varnothing$  3/16").

**The maximum allowed tightening torque of the screws is 2 Nm (1.47 lb-ft).**



[Click to access the installation guide](#)





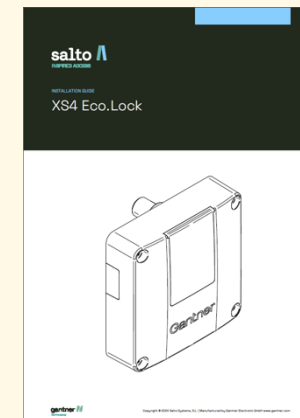
## Installation

# XS4 ECO.Lock

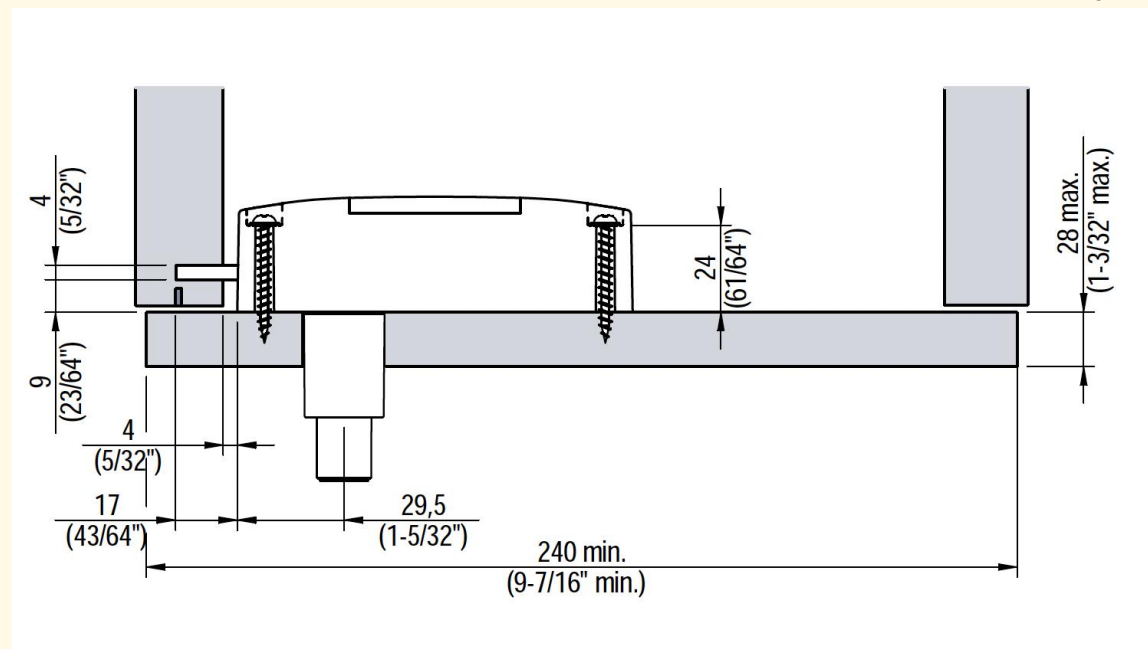
## Door preparation

The distance of 4 mm ( $5/32''$ ) indicated between the lock housing and the locker body is valid for locker doors that are wider than 240 mm ( $9-7/16''$ ) and with a maximum door leaf thickness of 28 mm ( $1-3/32''$ ).

For locker doors that do not adhere to these measurements, or for doors with an unfixed pivot point (depending on the type of hinge used), the distance between the lock and the body of the locker must be recalculated.



[Click to access the installation guide](#)





## Installation

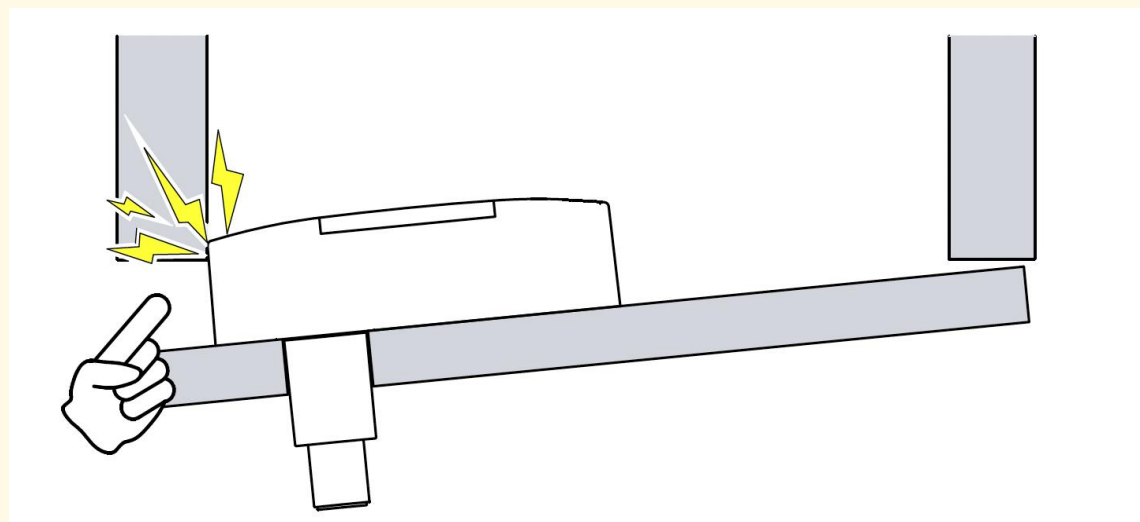
# XS4 ECO.Lock

### Door preparation

When installing the XS4 Eco.Lock into lockers with narrow doors, ensure that the lock housing does not contact the locker body when opening and closing the door.



[Click to access the installation guide](#)



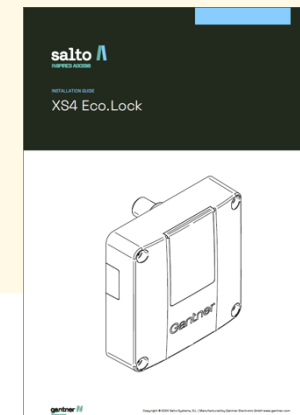
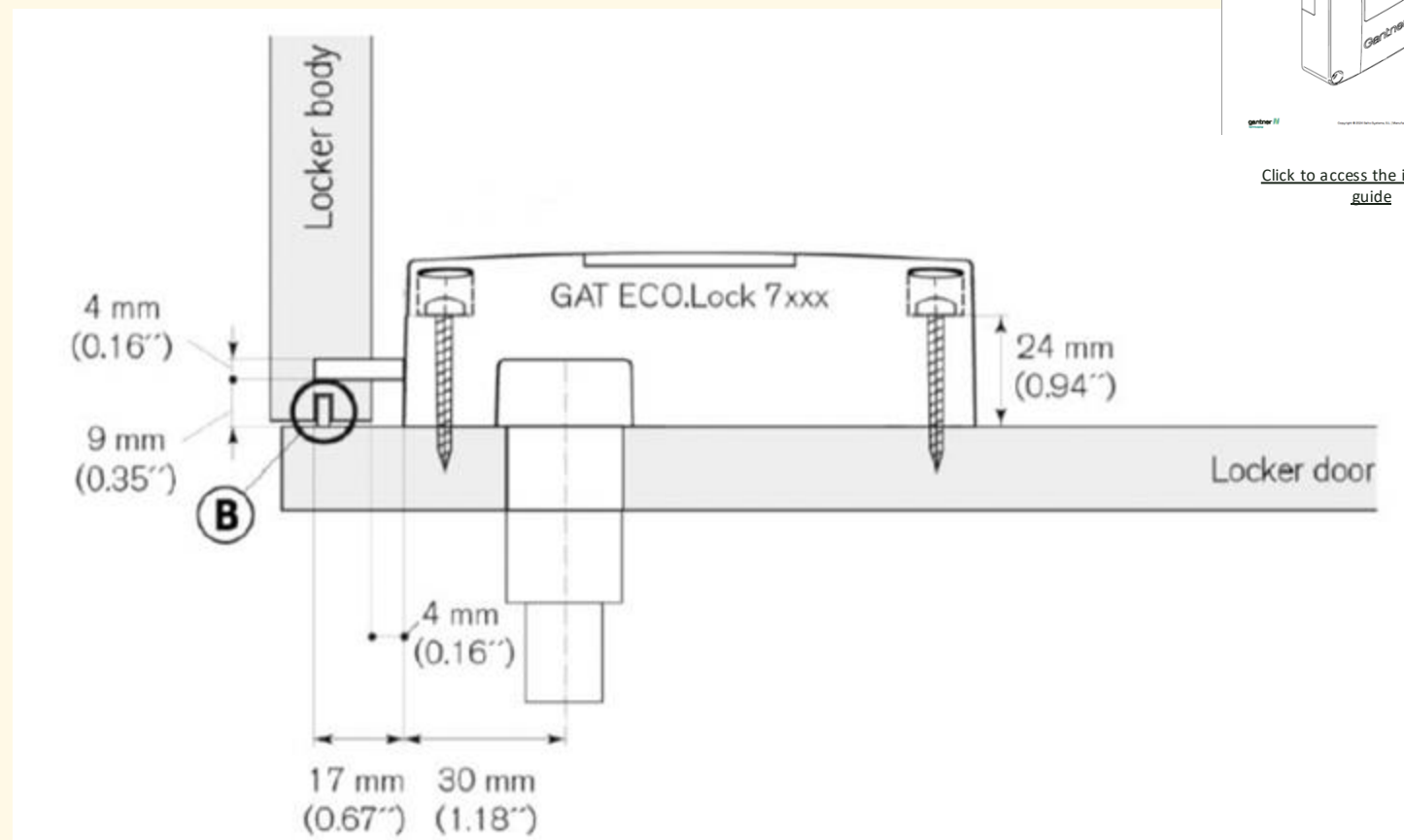


## Installation

# XS4 ECO.Lock

### Door preparation

To increase break-in protection, a security bolt can be installed on the locker body that inserts into the locker door when the door is closed.

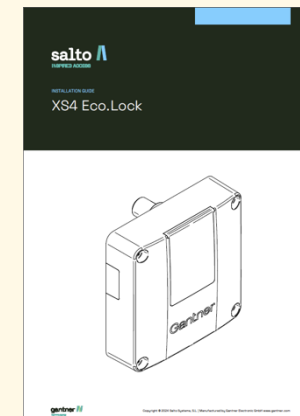
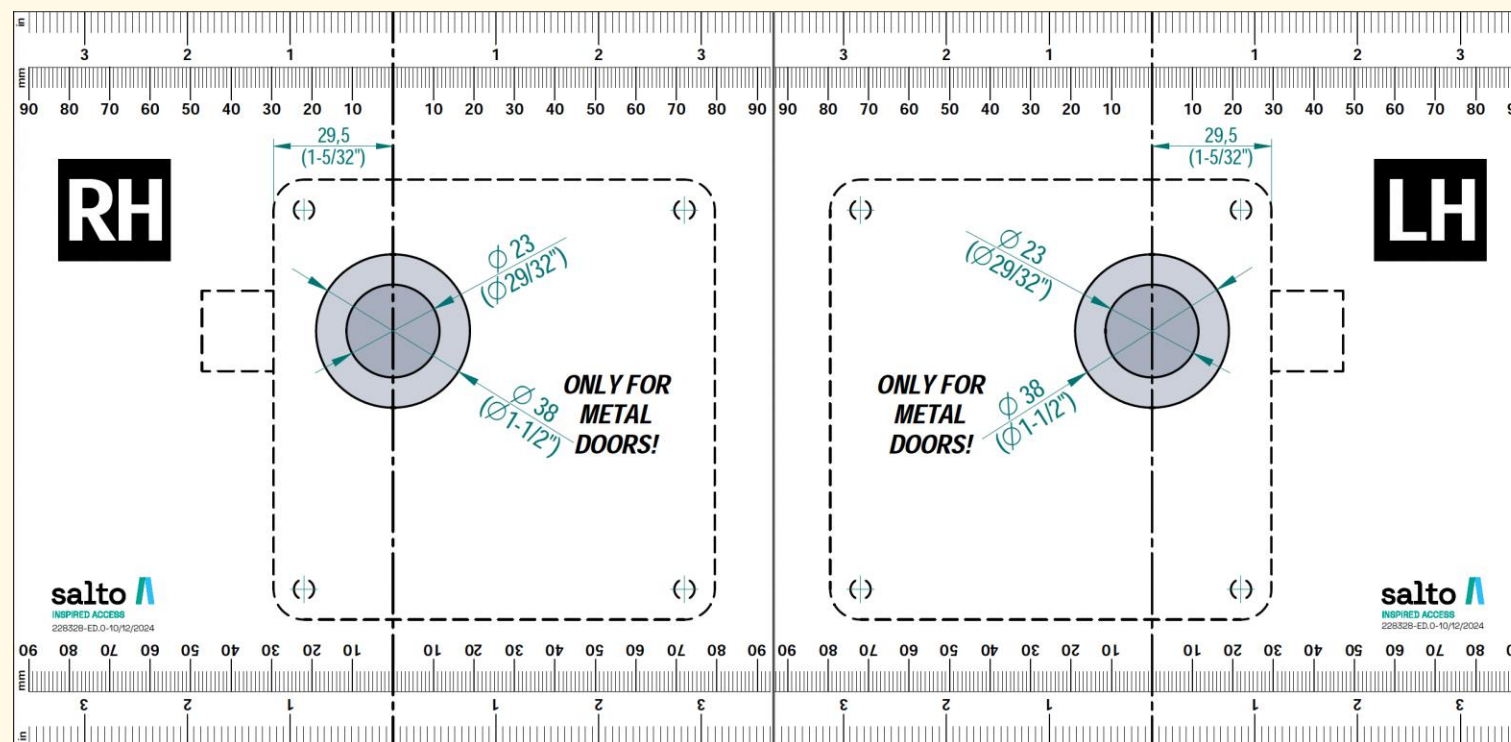


[Click to access the installation guide](#)



## Installation Guide

# XS4 ECO.Lock



[Click to access the installation guide](#)



## Installation Guide

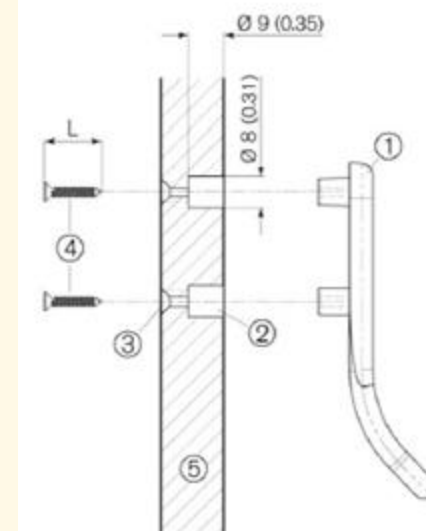
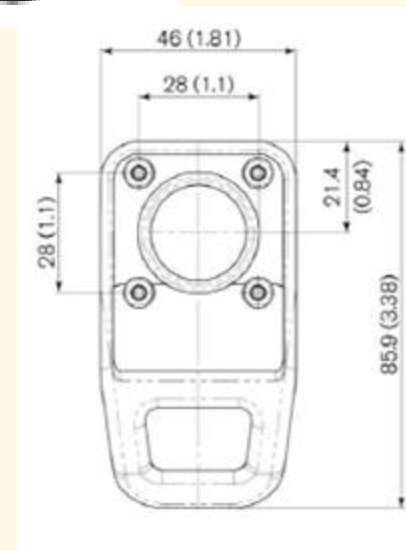
# XS4 ECO.Lock

### Door preparation

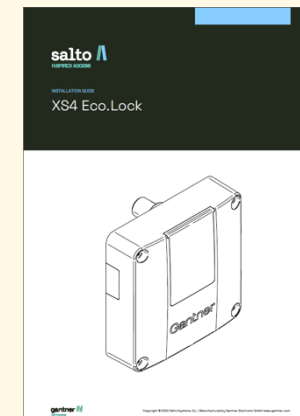
It is also possible to install the XS4 ECO.Lock in combination with the optional "GAT Lock Door Handle" (G-610217 - sold separately)

1. On the door outer side, drill 4 blind holes (2), diameter 8 mm and depth 9 mm, around the lock button hole according to the measurements in the previous image.
2. On the door inner side, drill 4 countersunk holes for the mounting screws. These holes must be located centrally in the blind holes.
3. Insert the GAT Lock Door Handle into the drilled holes on the door outer side.
4. Fasten the GAT Lock Door Handle with the mounting screws ( $\varnothing$  3.5 mm sheet metal screws).

**NOTE! The screw length L must be 2 mm shorter than the door thickness.**



1. GAT Lock Door Handle
2. Door outer side blind hole (4x)
3. Door inner side mounting screw hole (4x)
4. Mounting screws ( $\varnothing$  3.5 mm sheet metal screws)
5. Locker door



[Click to access the installation guide](#)



## Technical Characteristics

# Battery Replacement

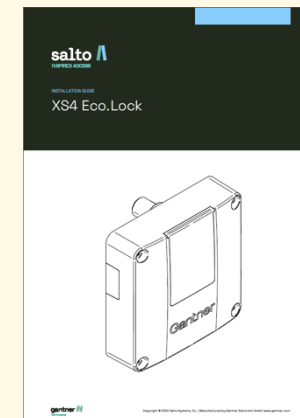
The battery replacement of the XS4 ECO.Lock is quite simple

1. Just access the inside of the door
2. Use one of the 2 Battery keys
  - G-920827 GAT ECO.Lock 7000 Battery Key
  - G-616526 GAT ECO.Lock 7000 Battery Key metal
3. Replace the 3 AA Alkaline batteries
  - The XS4 ECO.Lock will keep the clock for 40"
4. In any case an update is required by using:
  - The PPD (SPACE) Nebula App (SALTO Homelok)
  - In SALTO KS the update is automatic through the connection with the SALTO KS IQ

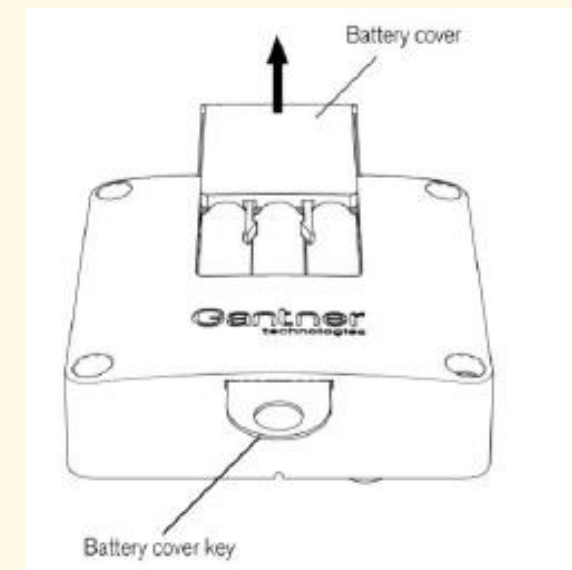
G-920827



G-616526



[Click to access the installation guide](#)





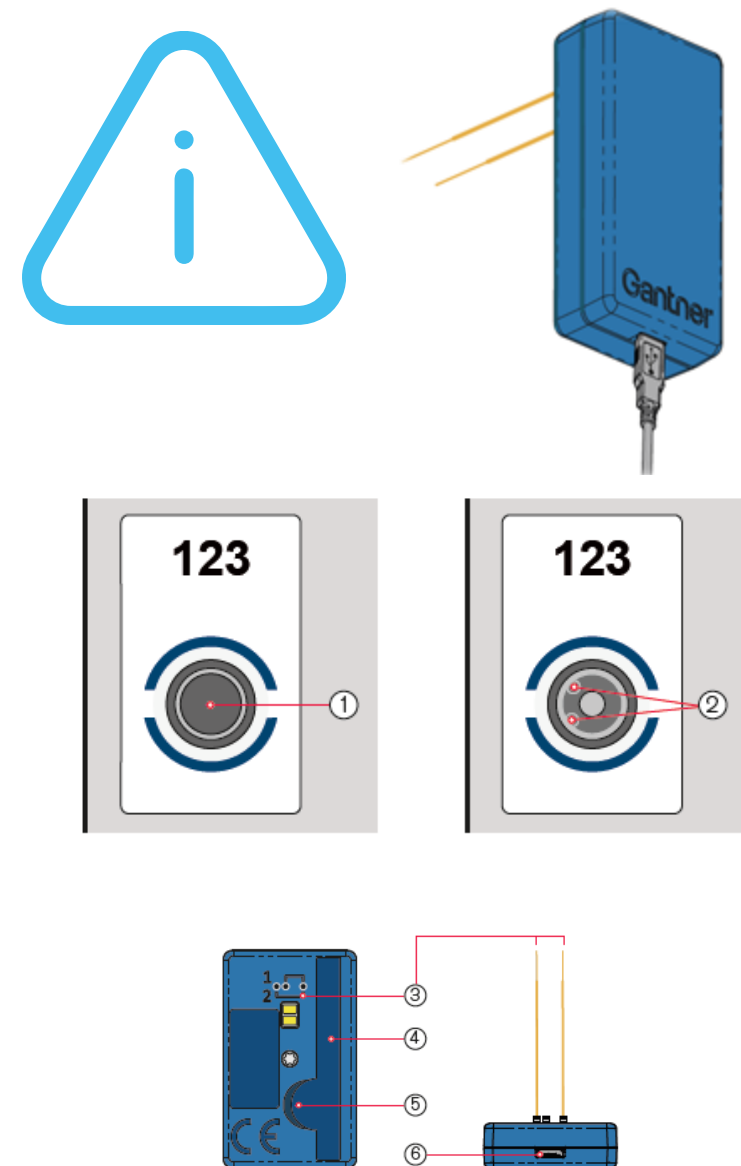
## Technical Characteristics

# Emergency opening due to a battery failure

In case of a battery failure, you can perform an emergency opening by using the GAT ECO.EPS 7000 (G-963733)

1. Remove the rubber cap (1) from the button of the GAT ECO.Lock to expose the holes (2) for the contact pins of the GAT ECO.EPS 7000.
2. On the GAT ECO.EPS 7000, remove the cover of the contact pin compartment (4) by lifting the tab (5) with a finger.
3. Remove two contact pins from the compartment and insert them into position 2 (3) on the GAT ECO.EPS 7000.
4. Connect the USB cable (7) from the power supply to the USB port (6) on the GAT ECO.EPS 7000. The power status LED illuminates green and the LED light turns on.

NOTE! If the power status LED does not turn on, check the power supply and USB cable and ensure that the LED illuminates green before continuing.



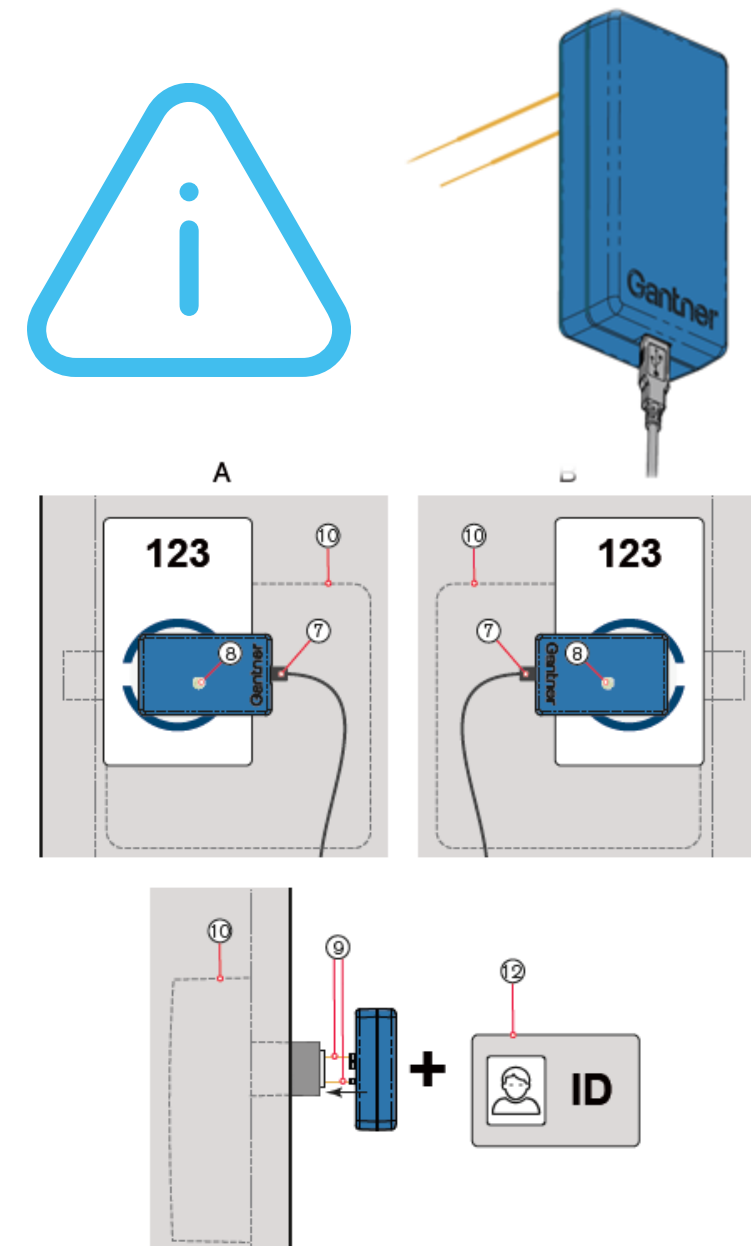


## Technical Characteristics

# Emergency opening due to a battery failure

In case of a battery failure, you can perform an emergency opening by using the GAT ECO.EPS 7000 (G-963733)

4. Insert the contact pins (9) into the openings (2) on the GAT ECO.Lock (10). Pay attention to the correct orientation of the GAT ECO.EPS 7000 - for right-hinged lockers in the orientation shown below in figure A and for left-hinged lockers in the orientation shown in figure B.
5. If a battery alarm occurs, press the GAT ECO.EPS 7000 against the lock with the BATTERY data carrier to deactivate the alarm.
6. Press the GAT ECO.EPS 7000 against the lock with a valid user data carrier or MASTER data carrier. The lock is now supplied externally and unlocked with the data carrier.





## Technical Characteristics

# Cleaning & Maintenance

### > Cleaning

Regular cleaning of the locker components ensures that the locker system remains in good condition and the correct working order is maintained.

NOTE! Do not use cleaning benzene, diluents, or other abrasive detergents.

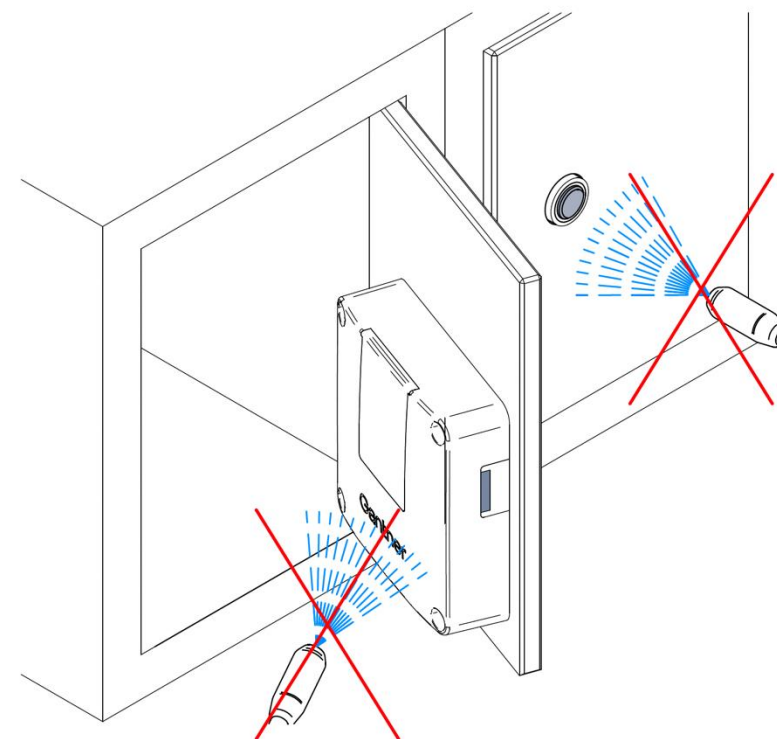
In addition, the components must not be cleaned using a high-pressure or steam cleaner otherwise damage can occur! Complete the following steps to clean the locker:

- Wipe off dirt and dust using a soft, lint-free, dry cloth.
- For extreme dirt, clean the locker components using a damp cloth. Do not allow any moisture to enter the inner parts of the lock.

### > Maintenance

The components of the GANTNER battery locks are maintenance-free, i.e., maintenance of the mechanical parts is not required.

In case of malfunction be detected during functional testing that cannot be remedied, the corresponding faulty part(s) must be replaced.





# Certifications

Security industry certifications



# Certified, Secure and Compliant

- 
- FCC / IC – CE – RCM
  - IP55 (Outside reader)
  - Break-in resistance: DIN 4547-2, Class C

DIN 4547-2 standard applies to wardrobes and locker cabinets made of steel in accordance with DIN 4547-1, which are intended for the storage of clothing and everyday objects.

- Break-in test by turning the lock
- Classification of resistance to breakage by rotation of the lock
- Break-in test with tools on the lock side and on the hinge side





# Why XS4 ECO.Lock?

The top 8 things to focus



## 01

### Cost-effective

Cost-effective, quick and easy installation to upgrade the traditional mechanical key-operated locker locks without having to replace the door and with no hardwiring required.

## 02

### Upgrade Locker

Convert your lockers into a smarter system with all the benefits of the electronic access control.

## 03

### RFID/ NFC/ BLE

Powerful RFID / NFC and BLE technology inside, the user can use mobile or physical RFID credential.

## 04

### SVN

SVN stand-alone networked locking system powered by Data-on-Card SALTO Core Technology.



## 05

### Technology

BLUEnet Wireless ready for an advance connectivity extending your system capabilities.

## 06

### Mobile Credential

Mobile credential compatibility fully bidirectional - JustIN Mobile NFC / BLE Digital Key.

## 07

### Flexibility

Complete and flexible access management system at your disposal

## 08

### Cross-Platform

Salto Cross platform capable - on-premise, cloud you have the choice.



03.

# Commercial Policy

XS4 ECO.Lock

[saltosystems.com](https://saltosystems.com)



## XS4 ECO.Lock digits attributes reference:

**L M 100 A 00 25**

<p><b>Product:</b> L = SALTO Locker lock</p>	<p><b>ID-Technology :</b> M = MIFARE / DESFIRE + BLE + HSE</p>	<p><b>Model:</b> 100 = XS4 ECO.Lock</p>	<p><b>Finish :</b> A = Anthracite</p>	<p><b>Door thickness :</b> 00 = Not applicable</p>	<p><b>Packaging:</b> - = Unitary packaging 25 = 25 units packaging</p>
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# XS4 ECO.Lock Packaging

SALTO XS4 ECO.Lock is a product that is intended to be installed in projects in a huge number of unit per project.

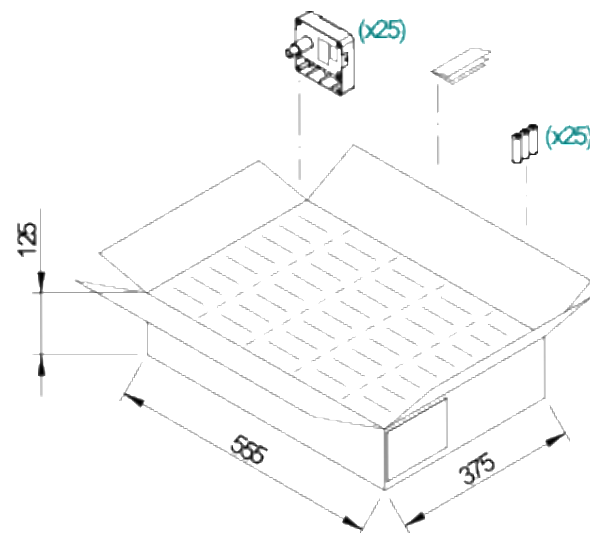
In order to simply the logistics and reduce waste, the XS4 ECO.Lock is the first product from SALTO that will be available in 2 different packaging formats

- **Unitary packaging (1 locker locks per box)**
- **Collective packaging (25 locker locks per box)**

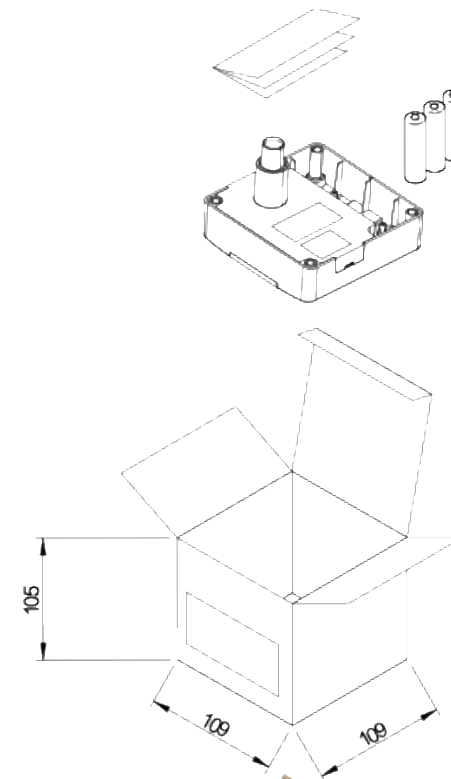
What is included:

- XS4 locker locks
- AA Battery pack
- Installation template

## Collective packaging (25 locker locks per box)



## Unitary packaging (1 locker locks per box)





# Accessories and spare parts

XS4 ECO.Lock

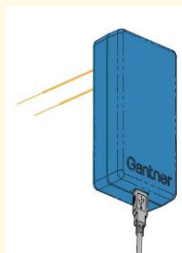


# XS4 ECO.Lock Accessories

## Emergency Power Supply GAT ECO.EPS 7000

If the batteries in the GAT ECO.Lock become completely empty and the corresponding locker is locked, the locker is unable to be opened. For this situation GANTNER offers the GAT ECO.EPS 7000 emergency power adapter.

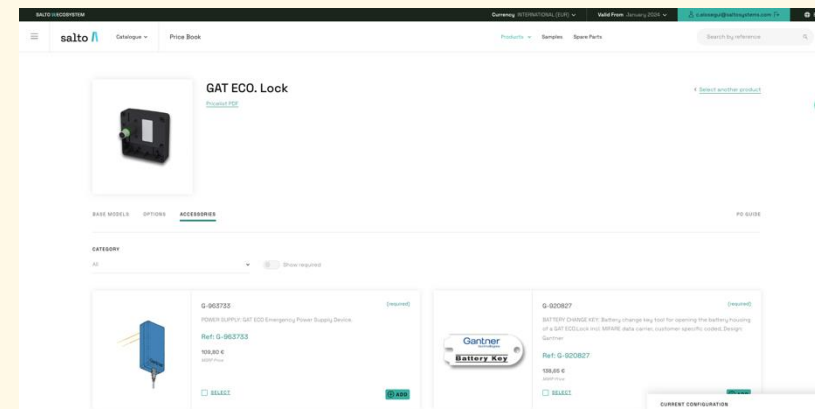
- **Reference G-963733**



## ECO.Lock Battery Change Key

GAT ECO.Lock 7000 Battery Key metal Tool for opening the battery housing of a GAT ECO.Lock.

- **Reference G-616526**



Please check PRICEBOOK to see all the available accessories

## ECO.Lock 7200 Adapter

To enable the installation of the XS4 ECO.Lock into metallic lockers, The GAT ECO.Lock 7200 Adapter is required.

NOTE! A larger 38mm cutout is required in the metallic locker door to accommodate the adapter.

- **Reference G-614322**





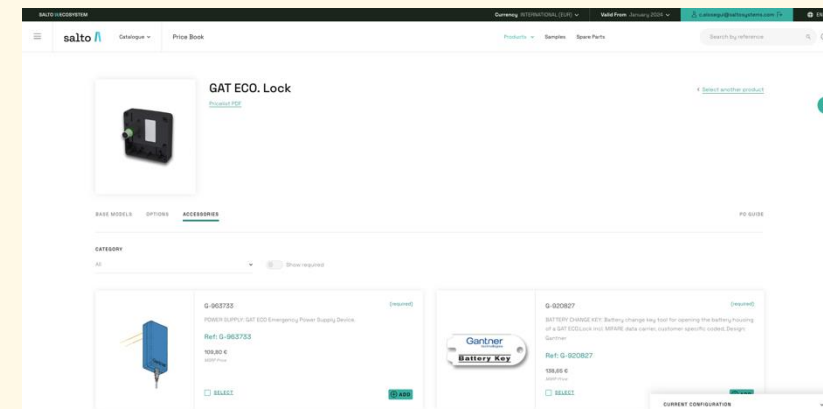
# XS4 ECO.Lock Accessories

## ECO.Lock Door Handle

The optional GAT Lock Door Handle can be mounted onto the locker door to assist door opening. The door handle is installed over the button of the XS4 ECO.Lock using four screws.

NOTE! The door handle cannot be used with metallic locker doors, which have a 38 mm drill hole for the GAT ECO.Lock 7200 Adapter.

- Reference G-610217



Please check PRICEBOOK to see all the available accessories

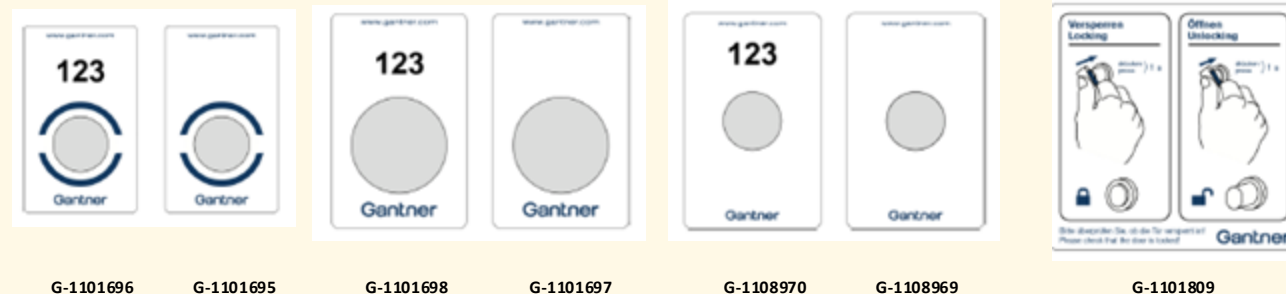
## Door labels

After installing the lock, a label can be attached to the front of the locker door to display the locker number or provide instructions for use.

GANTNER offers a variety of label sizes for the XS4 ECO.Lock.

GANTNER can also design and print customer-specific labels.

Contact GANTNER for more information.






# XS4 ECO.Lock Spareparts


## ECO.Lock spareparts

A complete Spare parts program is already defined and available in PRICEBOOK

SALTO WECOSYSTEM
Currency INTERNATIONAL (EUR)
Valid From January 2025
c.elosegui@saltosystems.com
EN


Catalogue
Price Book
Solutions
Products
Search by reference

HOME / SPARE PARTS



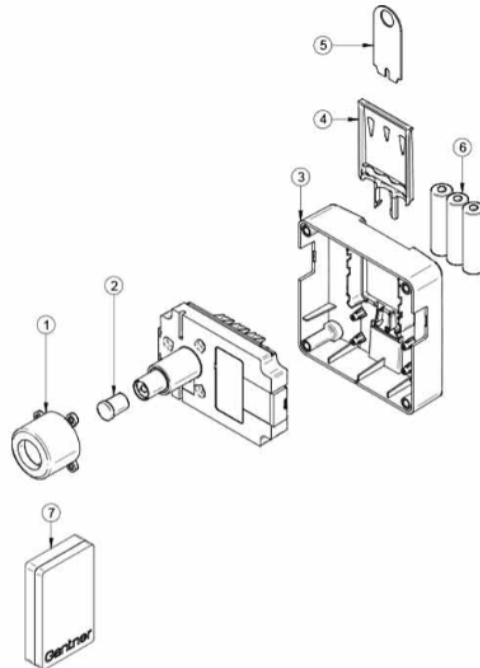
## XS4 ECO.Lock

Select the type of spare part

[Pricelist PDF](#)

← SELECT ANOTHER PRODUCT

1	ECO.LOCK ADAPTER FOR METALLIC DOORS	→
2	PUSH BUTTON RUBBER CAP	→
3	XS4 ECO.LOCK INSIDE CASING	→
4	BATTERY PACK COVER	→
5	BATTERY CHANGE KEY	→
6	BATTERIES LR06	→
7	ECO.LOCK EMERGENCY POWER SUPPLY	→
A	BATTERY CHANGE KEY	→





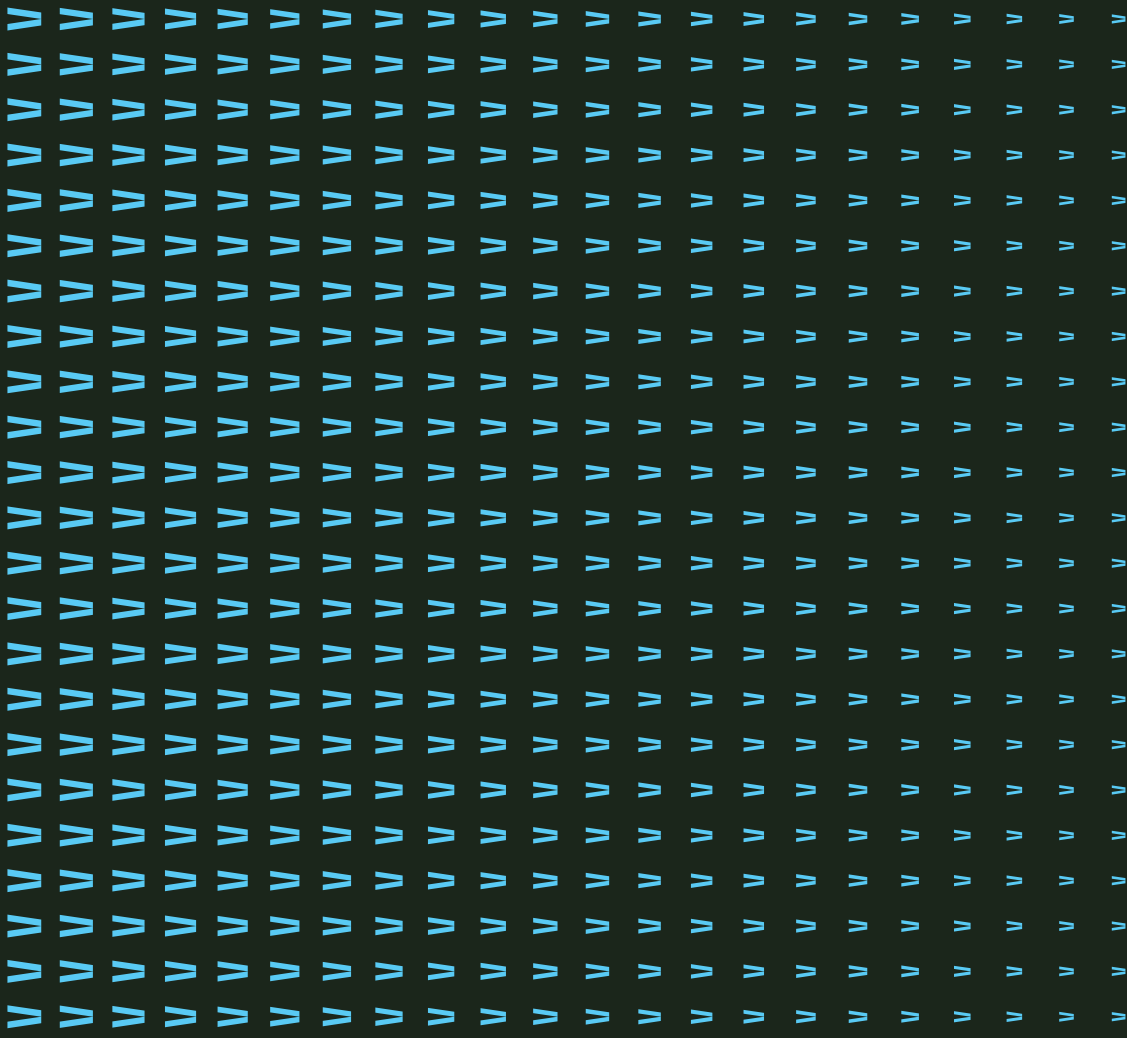
04.

# Marketing Plan

XS4 Eco Lock

[saltosystems.com](https://saltosystems.com)



- 
- 01. INTRODUCTION >
  - 02. VP – POSITIONING & MESSAGING >
  - 03. MARKETIING PLAN – LAUNCH PLANNING >
  - 04. CC PLAN >
  - 05. MARKETING CAMPAIGN >
  - 06. TECH. DOC. >
  - 07. SUPPORT & TRAINING MATERIAL >
  - 08. EVENTS & SHOWS >
  - 09. DIGITAL MARKETING >
  - 10. PARTNER PORTAL >



## TIMELINE & DELIVERABLES

Deliverables to expect for the launch date will support the strategy, messaging, content, sales, and training to position and start selling the Salto XS4 Eco Lock into our smart access ecosystem.

### MESSAGING FRAMEWORK:

Product Positioning & Value Proposition.

**Why the XS4 Eco Lock smart locking solution is relevant** given the broader trends and drivers impacting customers, along with a clear Salto point of view about the implications of those trends for customers.

**How the XS4 Eco Lock addresses customer challenges** and delivers needs-based propositions that address specific customer needs to deliver business benefits.

**Why XS4 Eco Lock is a superior option** over competitive alternatives.

**How the XS4 Eco Lock addresses the specific needs** and objectives for key segments and personas.





04.02.

# VP – Positioning & Messaging

XS4 ECO.Lock

[saltosystems.com](https://saltosystems.com)



**CATEGORY**

# Electronic Locker Locks

**FAMILY**

XS4 Locker

**VP**

The XS4 Eco Lock, an electronic locker lock that combines the power of smart and mobile access control with plug-and-play simplicity for modern buildings. This fully wireless device is compact, cost-effective, and ideal for both retrofits and new installations across a wide range of industries.

**TAG LINE**

The Salto XS4 Eco Lock: The smarter locker solution

**LEGAL CONSIDERATIONS**

Salto XS4 Eco Lock Trademark Registration





# Winning Product Features



## 1. Designed for easy retrofitting of existing lockers:

Smart design enables a quick, wire-free smart locking solution and locker-wall installation that offers a fully wireless, plug-and-play reversible design that's effortless to retrofit – no wiring or complex infrastructure is required, delivering more security and reliability at a lower cost over its lifetime.

## 3. Wireless smart access connectivity for more control, features, and security:

Engineered with cutting-edge locker technology and fully integrated with Salto's access control ecosystem, the XS4 Eco Lock features fully integrated, SVN stand-alone, wire-free, and online BLUEnet wireless connectivity as well as our JustIN Mobile digital key functionality for mobile credentials.

## 2. Keyless and mobile smart access convenience for lockers and cabinets:

Users can securely open and close lockers with a simple press of a credential against the lock's button. Featuring integrated RFID, BLE, and NFC mobile credential technologies, it delivers seamless access through mobile devices or smart keycards.

## 4. Best performance and quality you can trust.

Manufactured by Gantner, featuring Salto technology inside, showcasing superior craftsmanship, reliability, and seamless integration.



04.04.

# CC Plan

XS4 ECO.Lock

[saltosystems.com](https://saltosystems.com)





## Press Release

The official announcement will detail the launch of XS4 Eco Lock, outlining key features and benefits for the media.



## Blog Article

A blog article that explores the growing world of smart locker applications within building environments. Salto locker systems integrate with smart access trends and robust security policies, providing a comprehensive overview of their benefits for modern buildings.



## Mailing

Targeted email communication crafted to inform Partners about the XS4 Eco Locker launch.



## Social Media

Short, engaging posts designed for LinkedIn, YouTube and Instagram to create awareness and excitement about XS4 Eco Locker introduction to the market.





04.05.

# Marketing Campaign

XS4 ECO.Lock

[saltosystems.com](https://saltosystems.com)





## Launch Video

- A serie of 2 launch videos to complement the introduction of this innovative Smart locker application.
- Our launch video will serve as a dynamic visual component to support the XS4 Eco Locker release, and marketing campaign



## Images

- In use
- Studio





04.05.

# Tech. Documentation

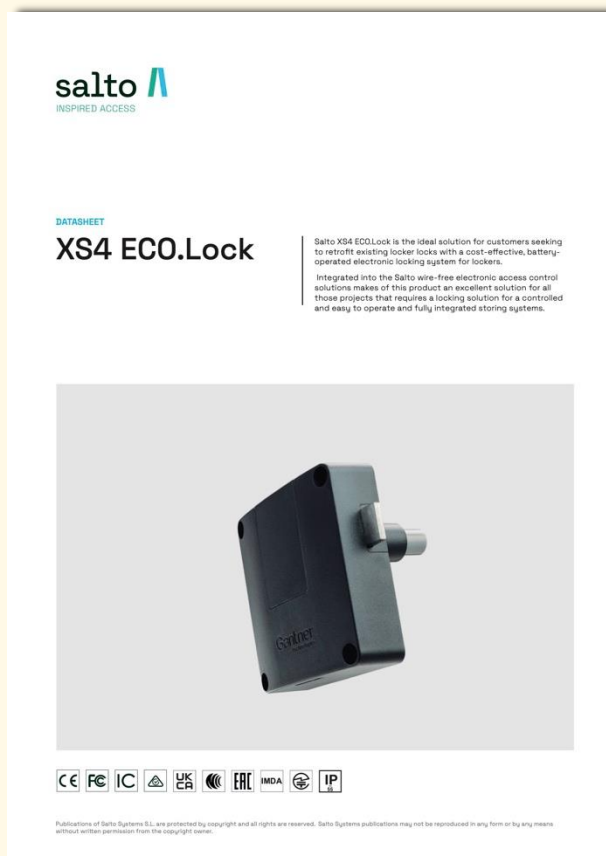
XS4 ECO.Lock

[saltosystems.com](https://saltosystems.com)



# Product Datasheet

Details specs for the XS4 Eco Lock – Smart Locker





04.06.

# Support & Training

XS4 ECO.Lock

[saltosystems.com](https://saltosystems.com)



# Help & Support Portal

## Installation Guides & Videos

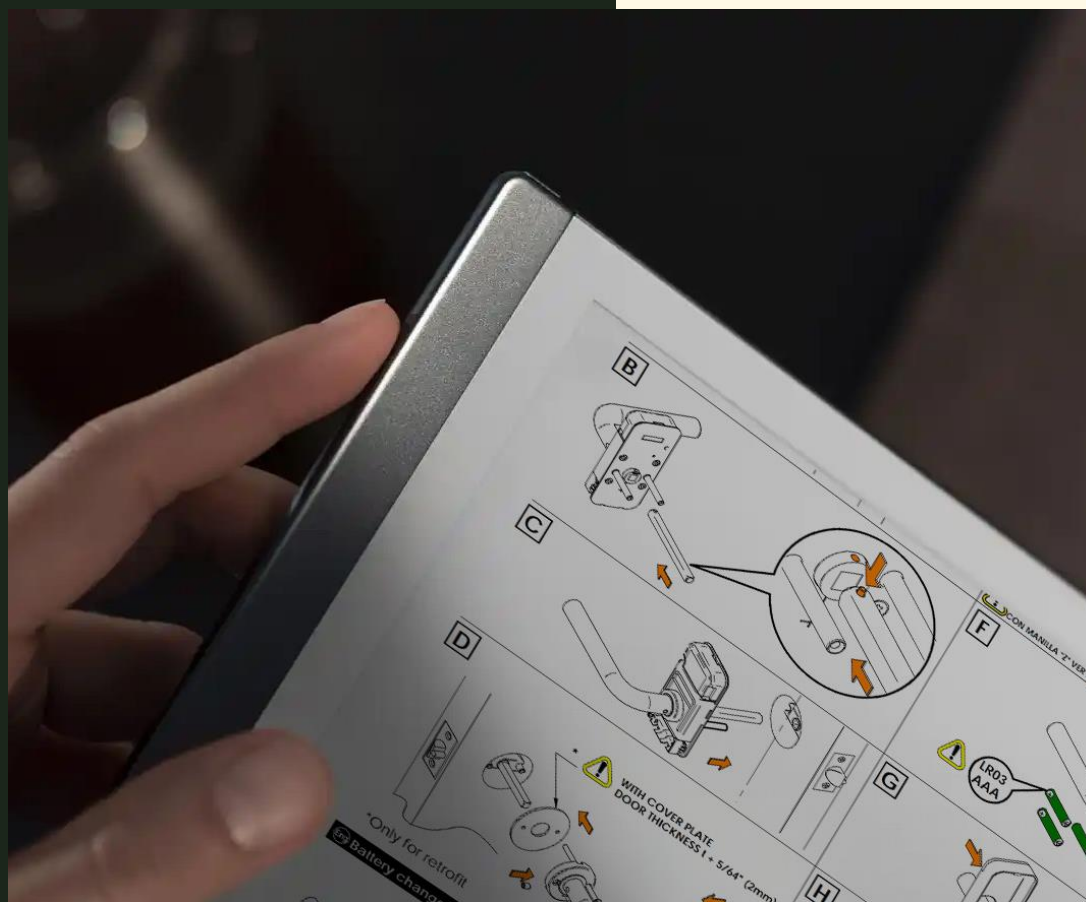
Need help installing the XS4 Eco Lock locker? Browse our collection of installation videos and guides to help you get started!

Find help, resources, and installation guide for the XS4 Eco Lock.



## How-To

A how-to video will be prepared to visually demonstrate step-by-step instructions for installing the XS4 Eco Lock model.





04.07.

# Events & Shows

XS4 ECO.Lock

[saltosystems.com](https://saltosystems.com)



# The Power of Demo Smart Lockers

Helpful insights for Business Units and Partners to effectively showcase the XS4 Eco Lock.

As part of our XS4 Eco Lock marketing launch for the new models, we want to emphasize the value of sample/demo units as powerful tools for:

- Demo Sample Blocks



Customer  
Presentations



Exhibitions &  
Trade Shows



Sales  
Enablement



Hands-On  
Experience





04.08.

# Digital Marketing

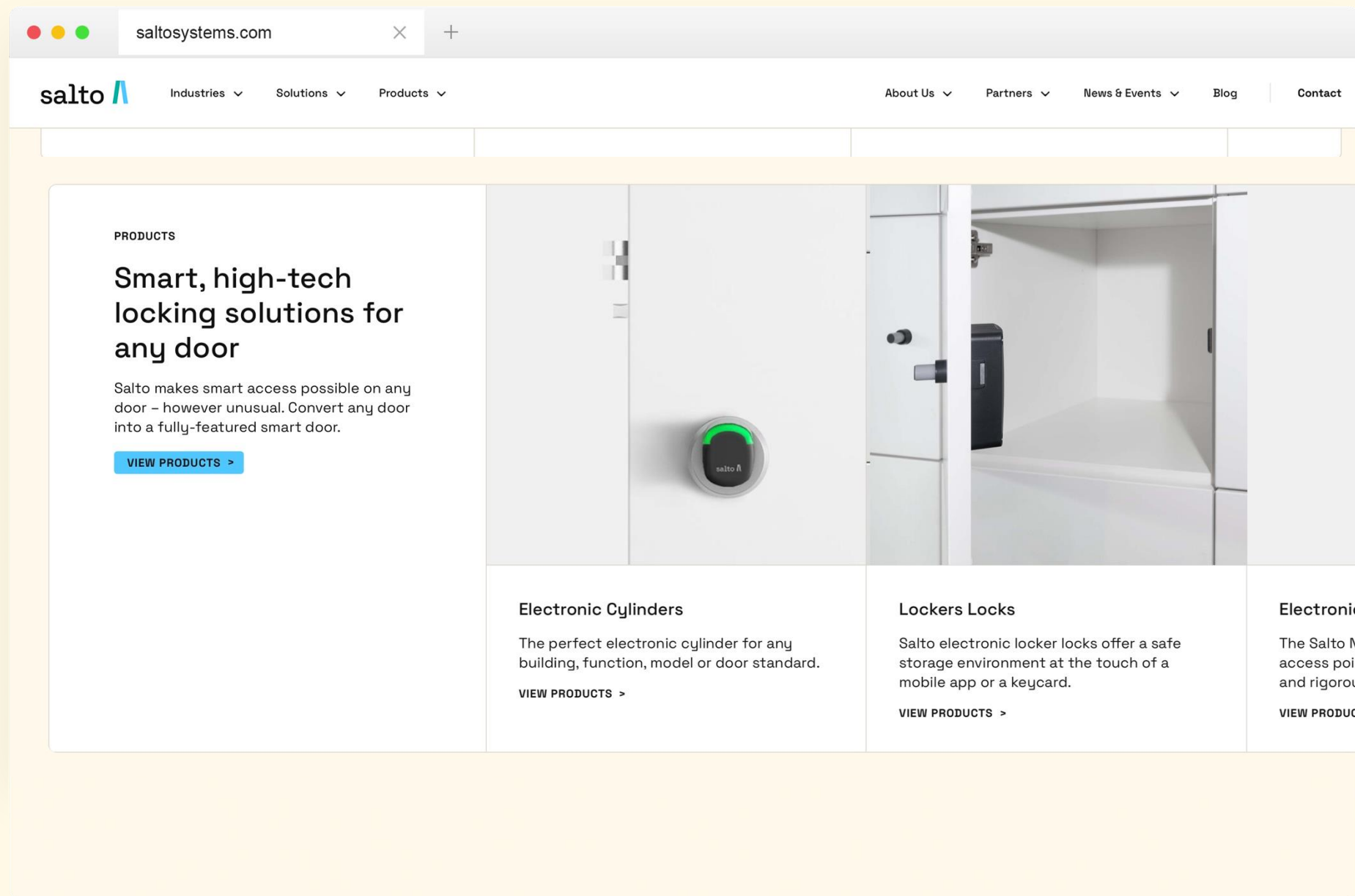
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.com

salto  
systems.com





04.10.

# Partners

XS4 ECO.Lock

[saltosystems.com](https://saltosystems.com)



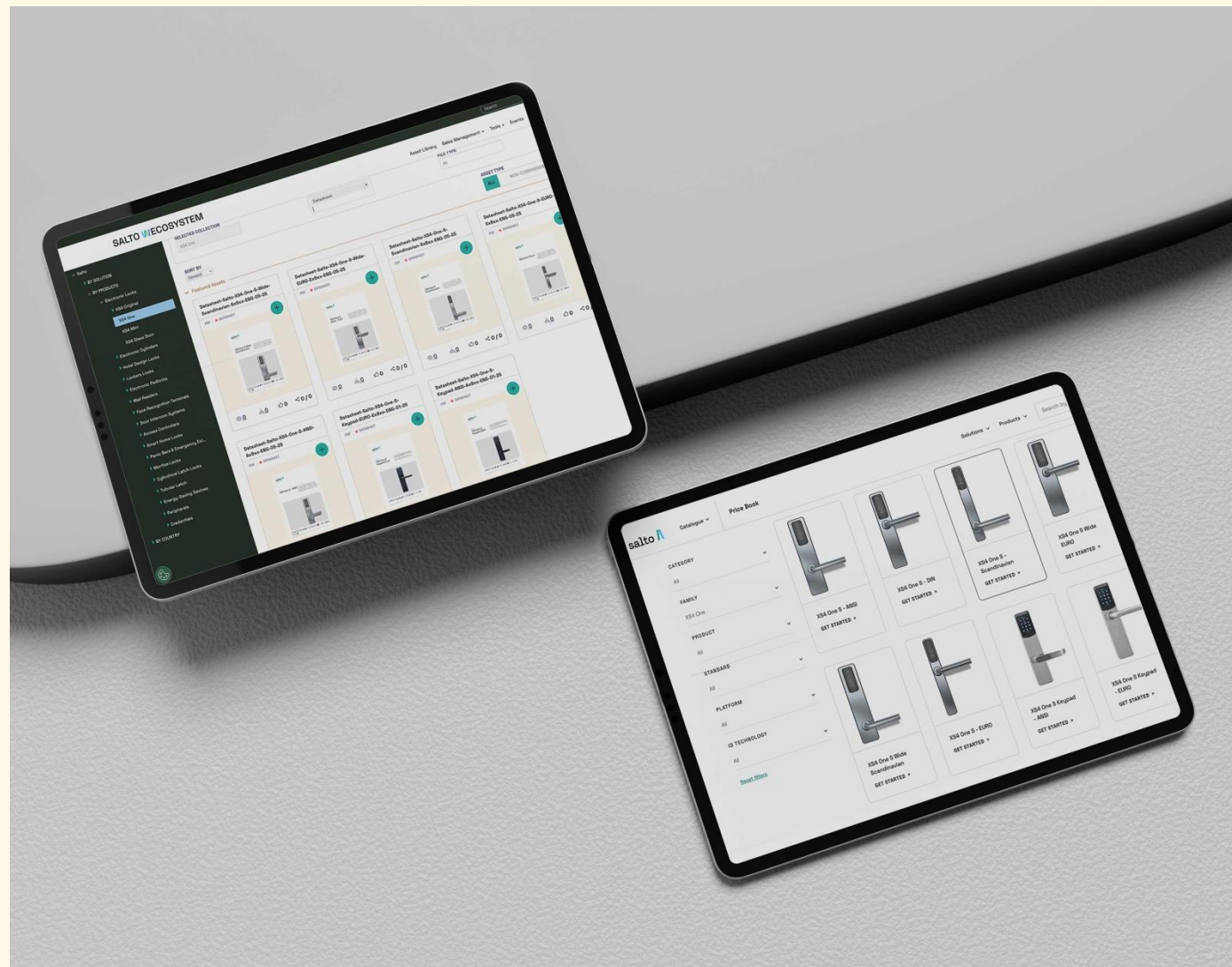
## Partner Portal

Provides detailed information, documents and resources for partners.

- > Product Datasheet
- > Images
- > Certifications
- > Installation Guides

## Price Book

Provides detailed pricing based on different models, technologies and locking options.





# Marketing Product Launch

1

CC plan

2

Tech. Doc

3

Mktg. Campaign

4

Launch Timeline

5

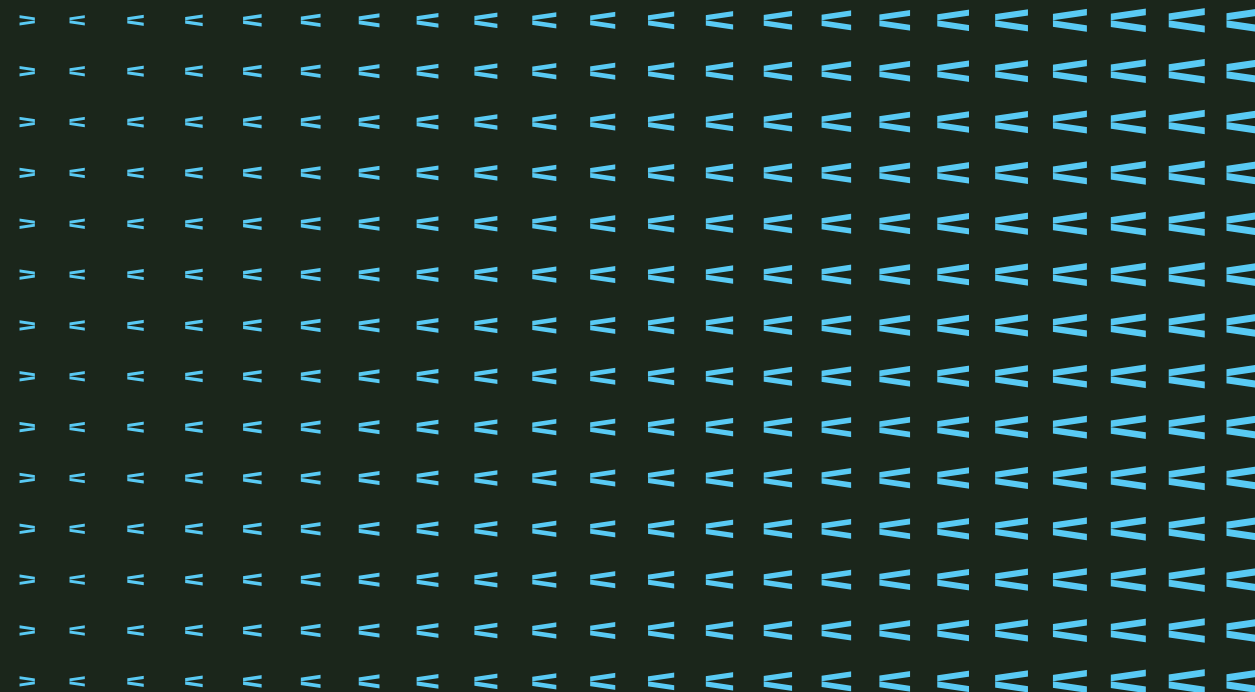
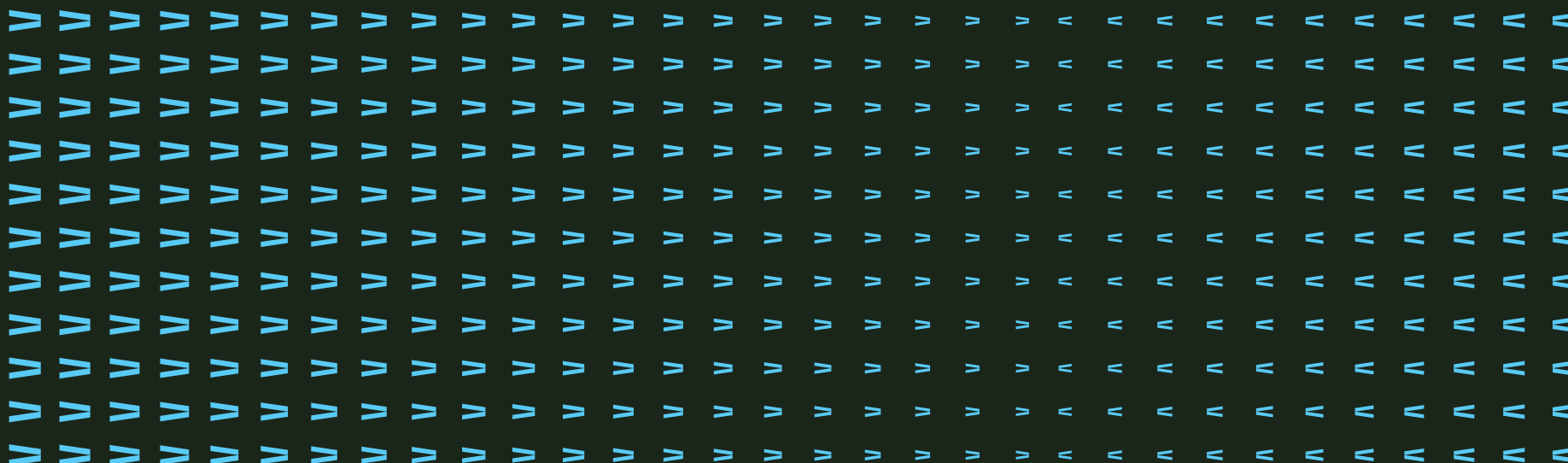
Q&A Session





# Thank You

ALL QUESTIONS ARE WELCOME



## PRODUCT MANAGEMENT

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Spain

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