normo

DEVELOPERS TEASER · 2026

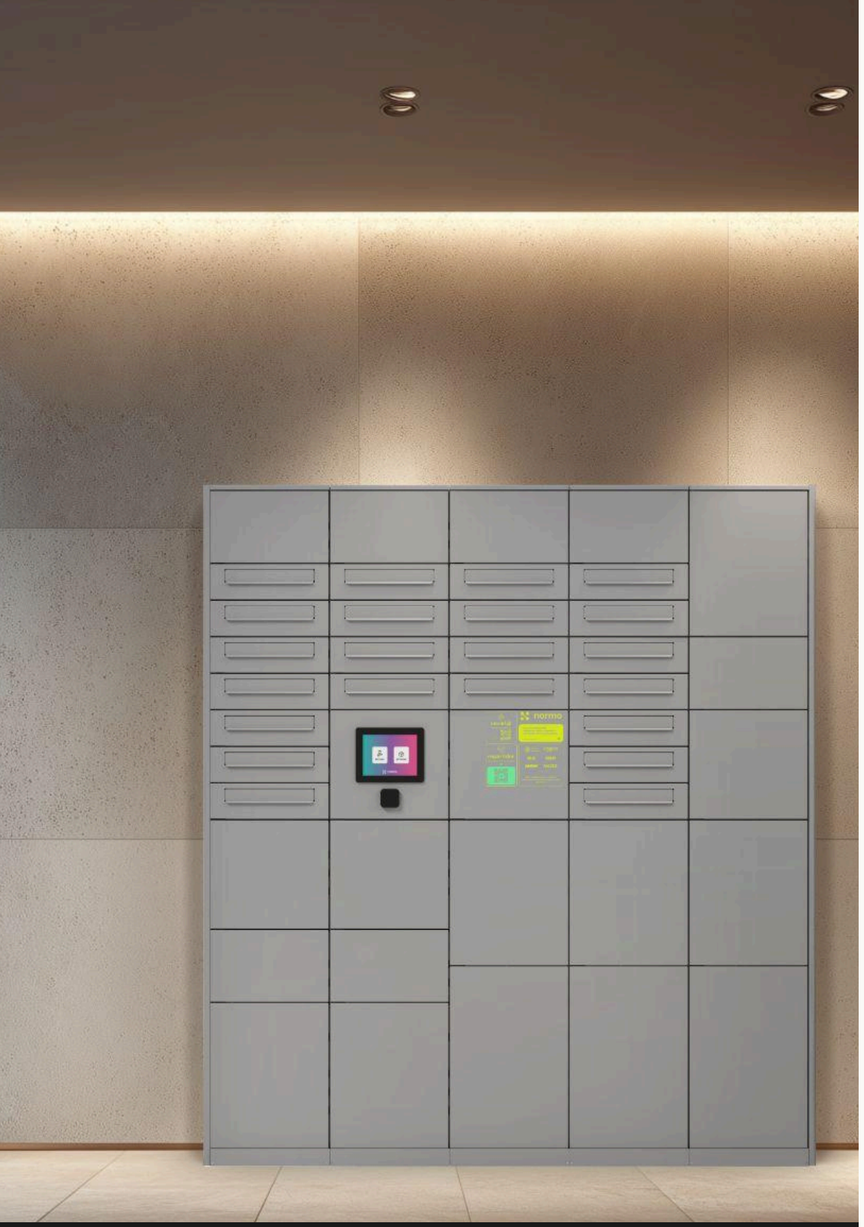
Over 80 years making it work. Now intelligent too.

We turn the traditional mailbox into a connected system for storage, delivery and internal logistics: smart lockers installed in the building and run on our own software.



SMART LOCKER DIVISION | **SALTO WECOSYSTEM**

NORMO.ES



+24.000
LOCKERS INSTALLED

02 / WHAT WE DO

We manufacture smart lockers. And we take care of everything else.

01	DESIGN	**Technical office** We adapt the module to the space, the capacity and the regulations.
02	MANUFACTURING	**Our own factory in Legutio (Álava)** Manufacturing since 1942, with capacity for construction-scale runs.
03	INSTALLATION	**In-house team** Installed in new builds or in occupied buildings.
04	MAINTENANCE	**National network** San Sebastián, Madrid and Málaga, with support across Spain.
05	SOFTWARE	**NORMO OS, app and screen** Built in-house: maintained and developed in the same place.

Six use cases, one system

What changes is the volume, who manages it and who pays. The product and the software are the same.

Developers and builders

Equipment specified in the project and installed before handover.

Residential

Occupied buildings: retrofit onto finished work, without touching the entrance.

Corporate and coworking

Offices and coworkings: personal parcels and internal distribution. API integration.

Hospitality

Check-in and check-out with no front desk: luggage, keys and guest deliveries.

Click & Collect

Shops and markets: customers collect their order whenever they like, no opening hours.

OOH operators

Pickup point networks and an API for third parties.

WORK IN PROGRESS Refrigerated locker for retail and business. In development: not yet available.



04 / CONTEXT

Buyers expect more from the building than from the flat

80%

of residents receive parcels regularly. Without management they pile up in the entrance or go missing.

Mobile

Residents want to enter their building from their phone: no keys and no concierge.

Sales

Developments with built-in smart services sell sooner and at a better price.

Works with every carrier and retailer, no integrations required

Autonomous deliveries

The courier delivers with no prior coordination and no help from the building.

24/7 pickup

Residents collect and return whenever they want, with no schedules and no third parties.

Compatible with every logistics company

No apps, no integration.

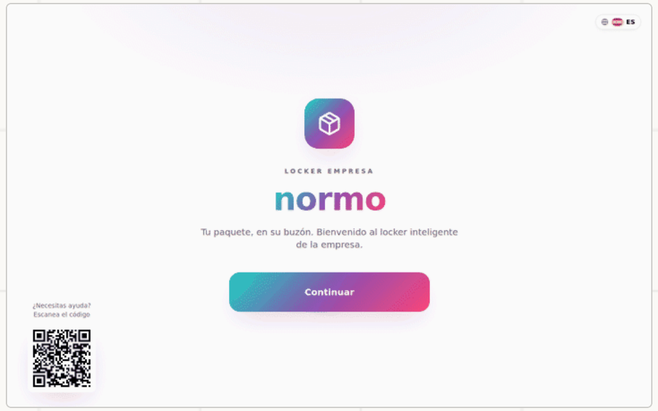
amazon · Correos · MRW · SEUR · GLS. · NACEX

Delivery no longer depends on someone being home.

The courier drops the parcel off, the recipient collects it with their code, and every opening is logged. Two steps to deliver, one to collect: no training, no instructions, nothing to download.

Delivery · 2 steps

COURIER



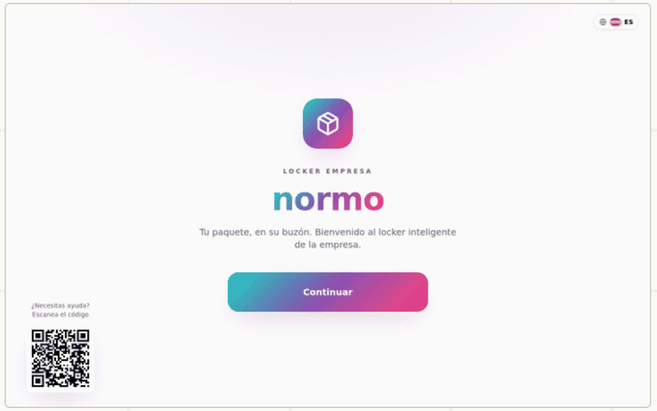
01 Select the recipient: apartment or phone number.

02 Select the box size.

The door opens automatically so the parcel can be dropped off.

Collection · 1 step

RESIDENT



01 Enter the code received and open the locker.

The code arrives by email or notification and expires once used.

Receive
Online orders and mail

Return
No pickup point involved

Log
Every opening, with time and user

Four parts, one system

They combine to suit the building: a lock, a column with a screen, the postal mailbox and the access panel.



LOCK + APP

Normo Lock

Power	Not required
Connectivity	Not required
Best for	Retrofit and small communities



TOUCHSCREEN

Normo Display

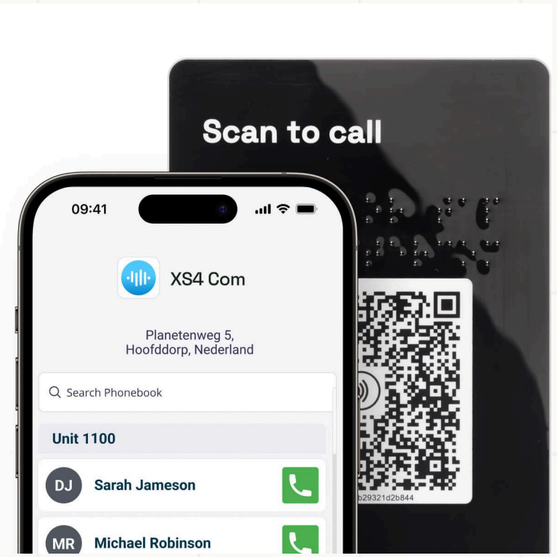
Power	220 V
Connectivity	Ethernet, Wi-Fi or 5G
Best for	New builds, BTR and electronic mailbox



POSTAL MAILBOX

Electronic mailbox

Mail and parcels in the same front, keyless.



ACCESS

XS4 Com panel

- Digital video intercom
- Remote access from the phone
- Keyless access (QR and NFC)
- Unattended access for couriers



POSTAL MAILBOX · SHARED FRONT

08 / POSTAL MAILBOX

Keyless electronic mailbox, built on Normo Display

The postal worker drops the mail into the shared front and the system assigns it to the right home. Residents collect it with the same credential they use for parcels.

01 **No keys to replace**
Tenants added and removed from the panel, on the spot.

02 **Meets postal regulations**
Front accessible to the postal operator, with a record of each deposit.

BUILT-TO-RENT

One digital credential opens the entrance, the mailbox and the locker. At each tenant turnover it is reassigned in seconds, with no key copies and no locksmith.

Smart building access, from anywhere

Digital video intercom

Real-time video call with the visitor before opening the door.

Remote access from the phone

Residents open the entrance from anywhere, with no physical keys.

Keyless access

QR and NFC credentials for residents and visitors, with expiry and logging.

Unattended access for couriers

The code travels on the parcel and validates entry. Nobody has to open the door.

WITH SALTO

No physical keys

No copies or cylinders to replace: the costs and hassle of lost or misplaced keys disappear.

24/7 security

Every opening is logged and every credential can be revoked instantly.

Remote management

Move-ins, move-outs and permissions per home, without going to the building.

Built into your management

Connected to the operator's software and its residents' app.

A decision that affects the asset, not just the building

Built to sell

In build-to-sell developments, NORMO is a real differentiator: it raises the perceived value of the building and turns an everyday need into a sales argument.

Built to rent

In build-to-rent, NORMO provides infrastructure that organises key building services, improves the resident experience and aligns the asset with what residents expect today.

Already installed where failure is not an option

Developers, builders, corporate and retail. Every installation goes live backed by the same factory and the same service.

KPMG · INDITEX · ferrovial · acciona · sacyr

AXA · URÍA MENÉNDEZ · Estrella Galicia · urbania. · Avintia

INTEGRATED WITH DEBOS Data space for intelligent building management.

The hardware is bought once. The service is what keeps it alive.

The annual fee is not an administrative surcharge: it is the connectivity, software and support that keep the unit working in year five exactly as in year one.

Software

- User app and management panel
- Delivery and collection notifications
- Users added and removed on the spot
- Remote firmware and app updates
- Screen and app in 8 languages: ES · EN · FR · DE · IS · GL · EU · NL

Connectivity

- Data line for the unit included
- Local server for network outages
- Opening logs and traceability
- Integration with building apps, BMS and API

Support

- Support for users and administrators
- Corrective maintenance and spare parts
- Nationwide network run from our own factory
- Long-term supply guarantee

YEAR 1

Invoiced together with the hardware, at back-office activation.

YEAR 2 ONWARDS

Annual renewal by SEPA direct debit, signed at activation.

WITHOUT THE SERVICE

The unit still opens with a key, but it stops being a system.

Help is built into the locker

The screen shows a QR code to the help centre. And when a person is needed, WhatsApp goes straight to our team.

01 Users, couriers and administrators on the same channel

02 Issues solved remotely: opening, codes and notifications

03 If needed, a technician is dispatched from our maintenance network

HELP CENTRE

help.normo-tech.com

SUPPORT WHATSAPP +34 621 18 46 34

A real person from our team, no call centre

A fixed price per home, across all your developments

01
Agreed prices
Fixed €/home by development size, installation included.

02
Discount on list price
Also on postal mailboxes and SALTO access control.

03
Fixed price
No price review for the full term of the agreement.

04
Faster service
Factory priority. Delivery in 4 to 6 weeks.

05
Marine finish
Anti-corrosion, salt-spray tested (UNE-EN ISO 9227).

06
Technical office
Dimensioned sketch and technical sheet per development.

THE PROPOSAL

A comparable offer, on two pages

Page 1 · Price per home

Configurations by development size, with list price struck through and the agreed price.

Page 2 · Terms

Extras, access control, warranty, lead times and who stands behind it.

Each developer has its own agreement, versioned in the configurator. In-house installation and technical service across Spain.

The smart locker division of the SALTO Systems group.

NORMO comes out of a factory, not a pilot. Over 80 years making mailboxes and locks at our own plant in Legutio (Álava), now with the technological backing of SALTO Systems, one of the three largest access control manufacturers in the world.

1942
MANUFACTURING SINCE

+100
COUNTRIES WITH A SALTO PRESENCE

3,4 M
ACCESS POINTS INSTALLED

700 M€
GROUP REVENUE

GROUP BRAND **SALTO WECOSYSTEM**

CONTACT

Over 80 years protecting what matters inside a building. Now intelligent too.

Tell us about the project and we'll size it: number of doors, location and how it will be managed.

SALES

comercial@normo.es

WEBSITE

normo.es

OFFICES

San Sebastián · Madrid · Málaga