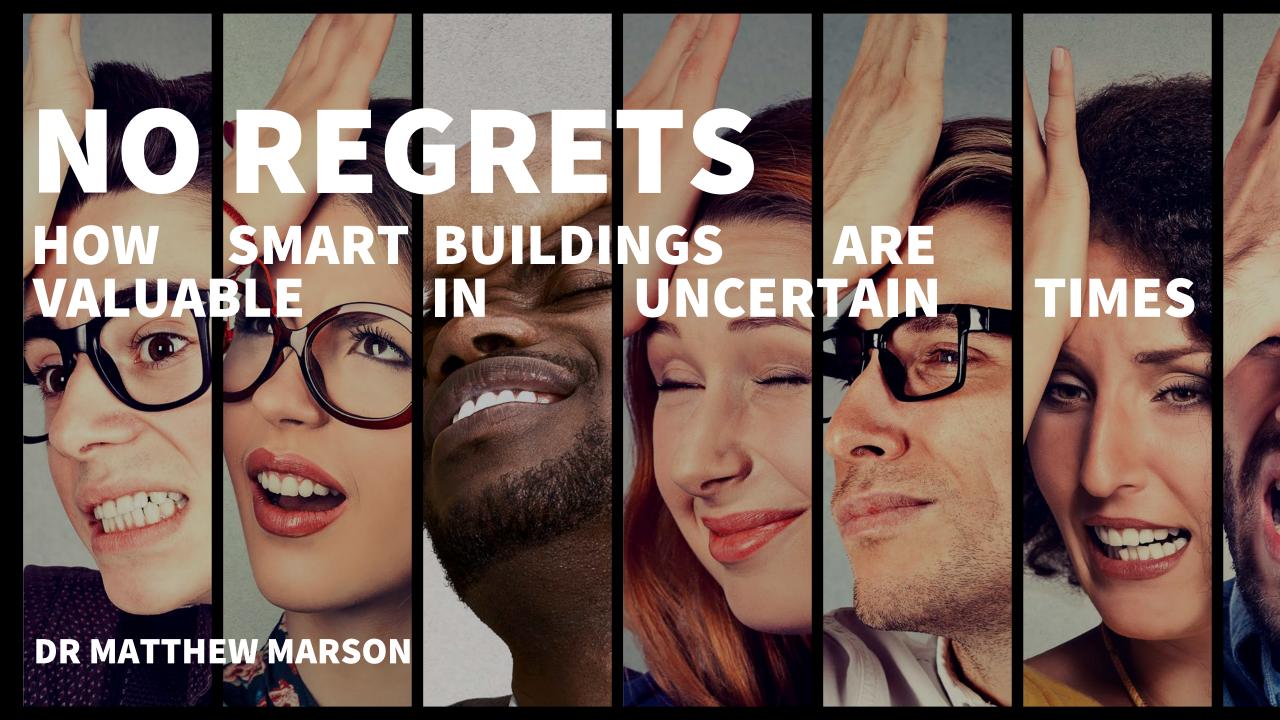
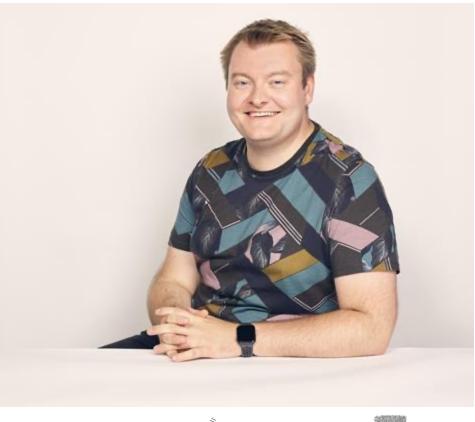
This presentation was live at:



18-19 October 2023 • ExCel London





EUR ING Dr

MATTHEW MARSON

MEng (Hons) CEng IntPE(UK) FIMechE FRSA

MANAGING DIRECTOR - EMEA, JLLT ADVISORY

Smart Buildings PhD

MEng Structural Engineering + Architecture

Head of Smart Places, WSP

Connected Spaces Lead, Accenture

Board & Fellow at the Institution of Mechanical Engineers

Royal Academy of Engineers Young Engineer of the Year 2022

IMechE Young Visionary

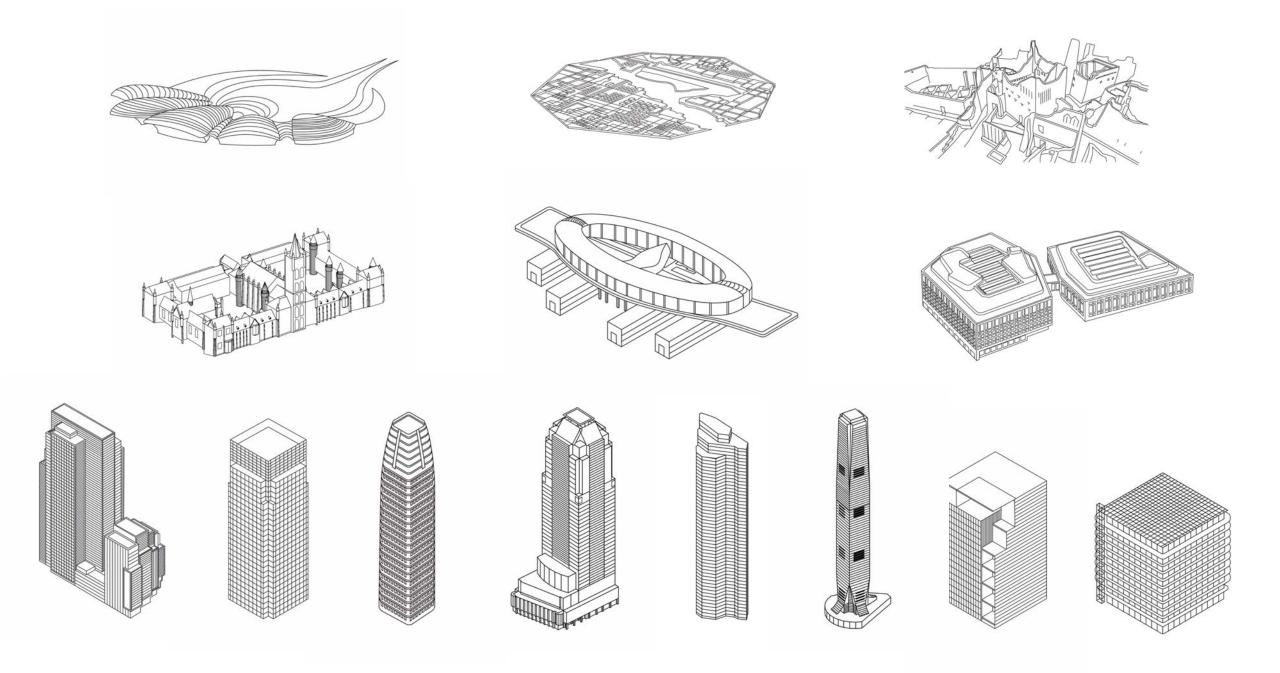
Fellow of the RSA

Co-author, Encyclopaedia of Sustainable Technologies

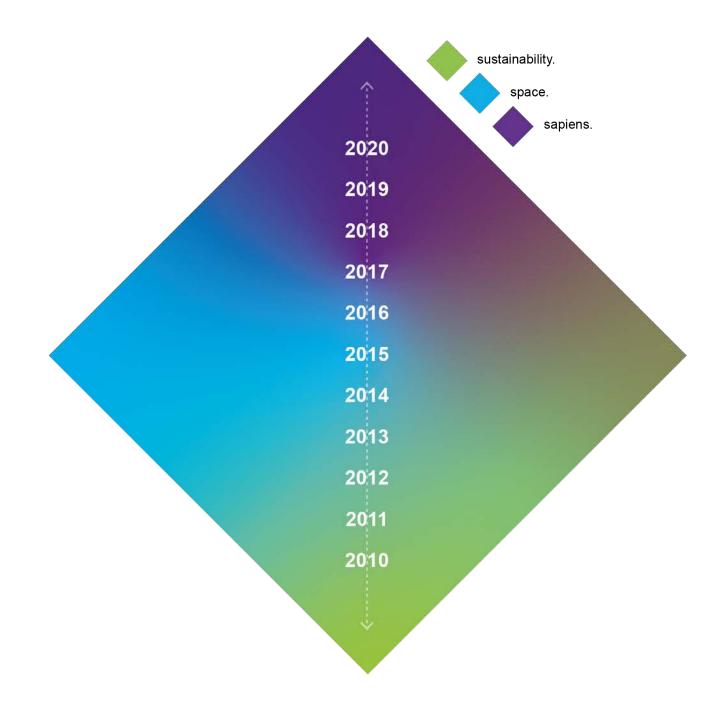


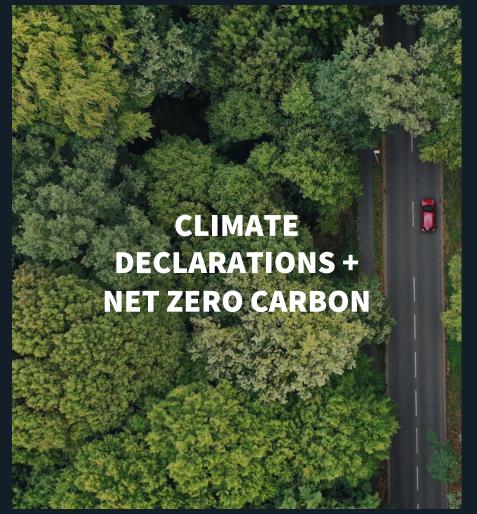


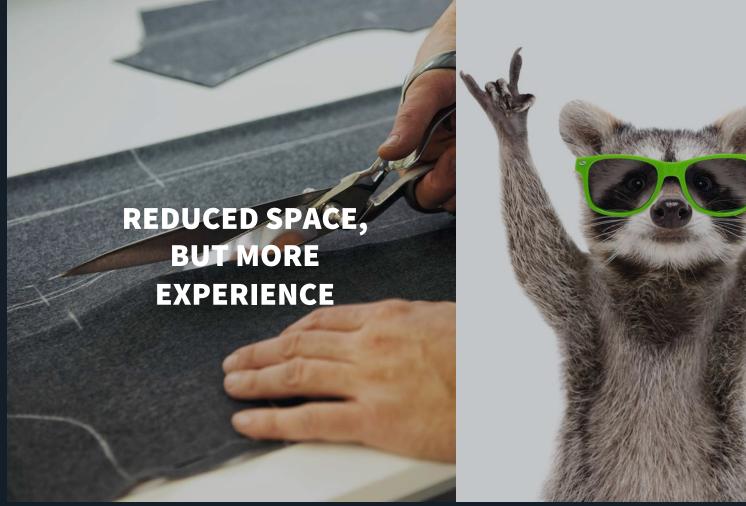




Value has changed over the years









New developments - net zero carbon ready

Our new developments are modelled on the flong-life loose-fit' principle with carbon reduction, flexibility, circular economy and active lifestyle at the core.

















All-electric

placing

saving

felting



stalcase

we estations





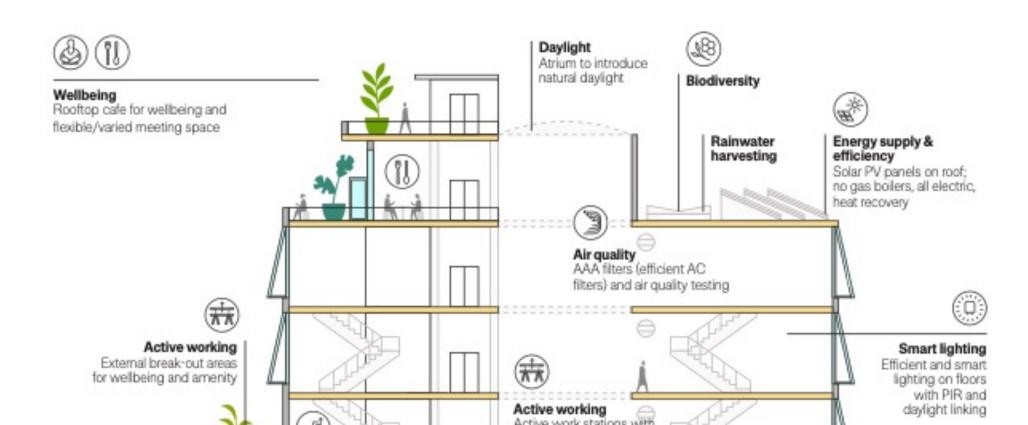




tricilities.



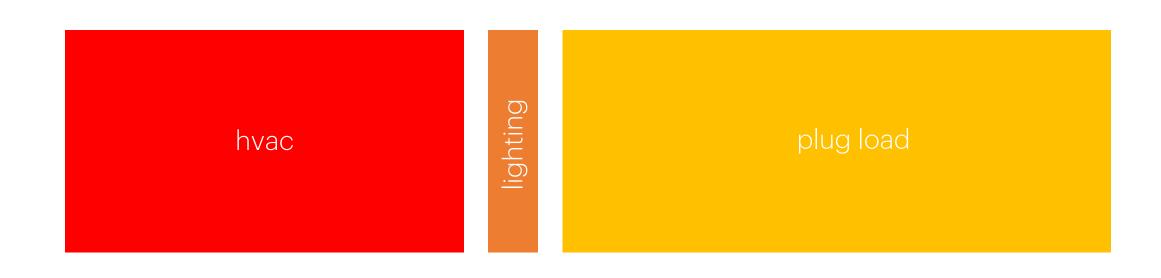
efficiency







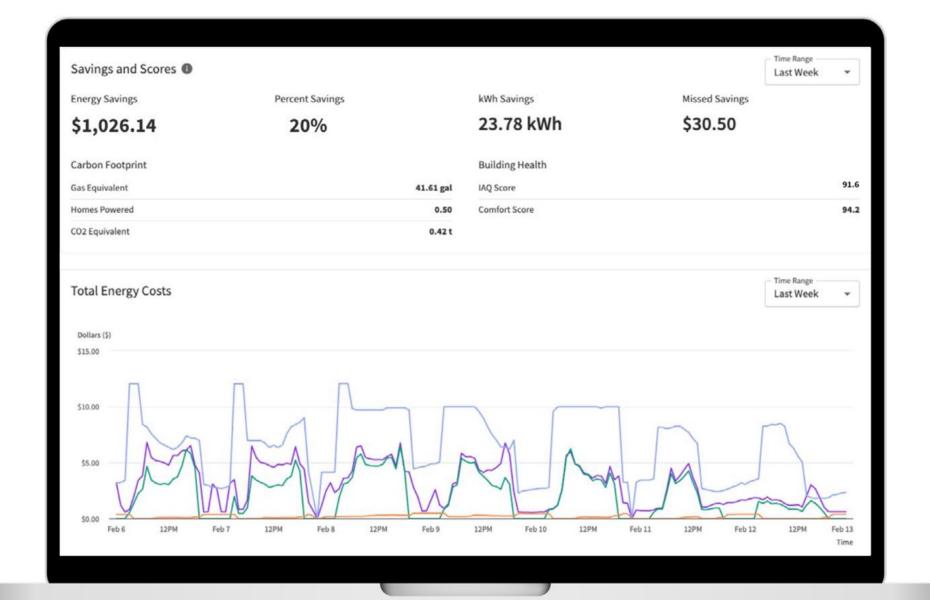
160 kWh/m².year average today 55 kWh/m².year 110 kWh/m².year best-in-class today



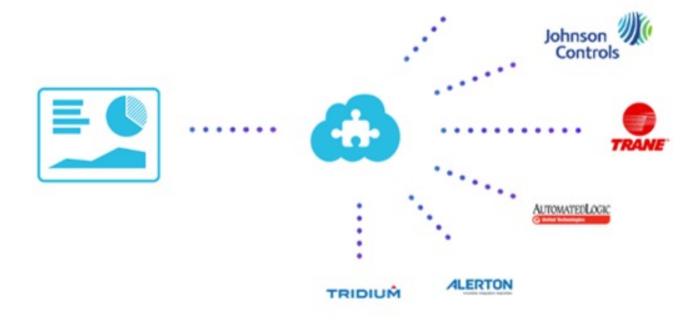








SIEMENS



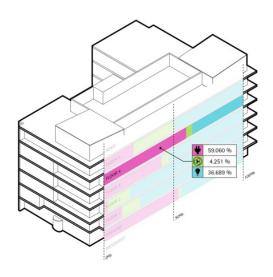
20% £10k

typical savings

per month

A Phased Approach Maximises Value

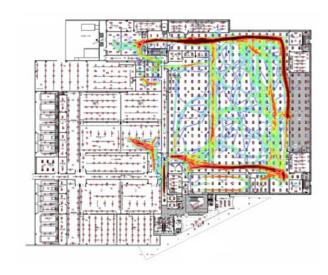
1 - BMS Optimization



HVAC Analytics

Applying machine learning and engineering algorithms to optimize and automate operations and identify low or no CapEx energy conservations measures.

2 - Usage Driven Demand



Occupancy Demand-Driven Energy

Using real-time occupancy sensors, allows the BMS to flex energy operations in the most energy-efficient way. Begin to explore temporary zone/floor closures.

3 - Health & Human Driven Operations



Health-based Operating Regimes

Using real-time Indoor Air Quality (IAQ) sensors to determine if additional air changes are required. Light sensors determine the need for circadian sunlight-based lighting approaches.

INSTALL HVAC ANALYTICS NOW

USE THE SAVINGS TO INVEST IN SOME CAPEX PROJECTS

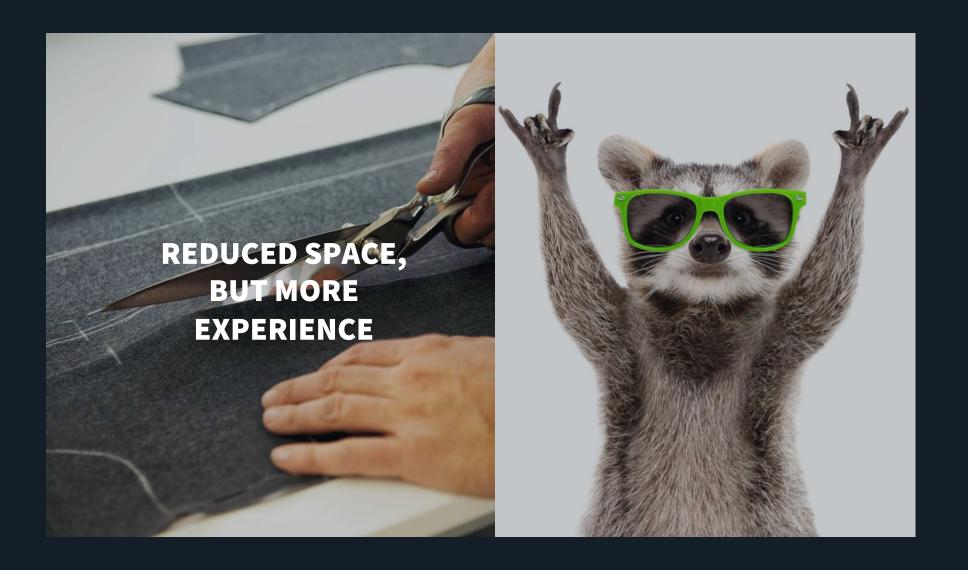
RINSE + REPEAT

WANT MORE?





tinyurl.com/smartbbc

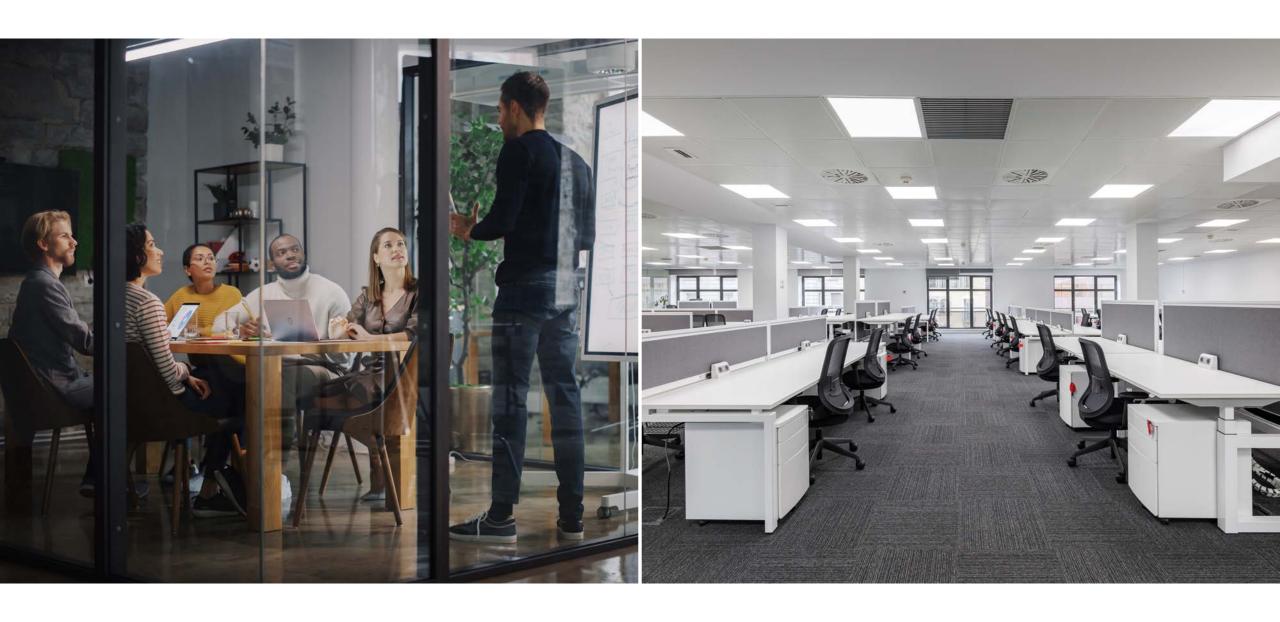


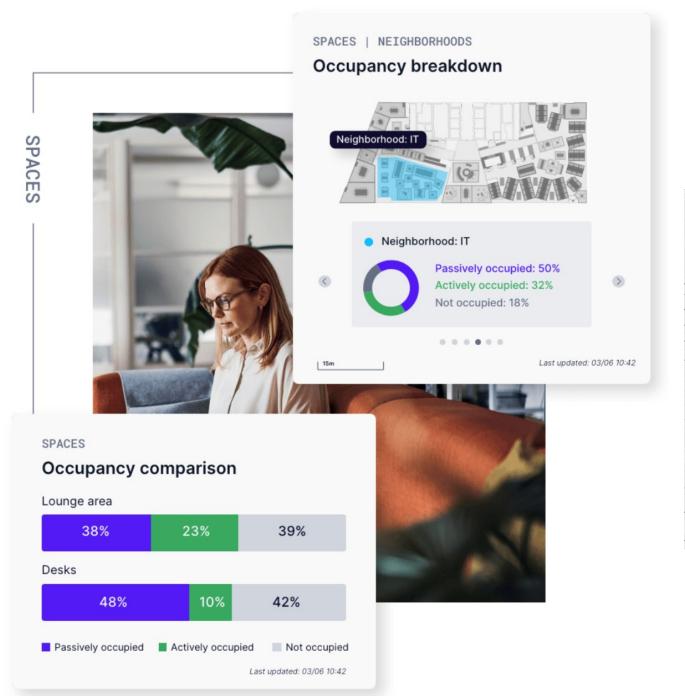
CRE PROFESSIONALS CANNOT PREDICT WHO'S COMING IN

CRE PROFESSIONALS CANNOT PREDICT WHO'S COMING IN WHAT THEY'RE DOING

CRE PROFESSIONALS CANNOT PREDICT WHO'S COMINGIN WHAT THEY'RE DOING WHAT SPACE THEY NEED











£65 X

x 40,000

conservative grade A Central London per sqft cost (source: Okta 2023 London Market report) sqft. demonstrative mid-large company office space

10% = 4,000

£65 X

conservative grade A Central London per sqft cost (source: Okta 2023 London Market report)

x 40,000

sqft. demonstrative mid-large company office space

10% = 4,000

£65 x

conservative grade A Central London per sqft cost (source: Okta 2023 London Market report) 40,000

sqft. demonstrative mid-large company office space

£260k

saving

TODAY

individual working

70% 30% collaboration

TODAY

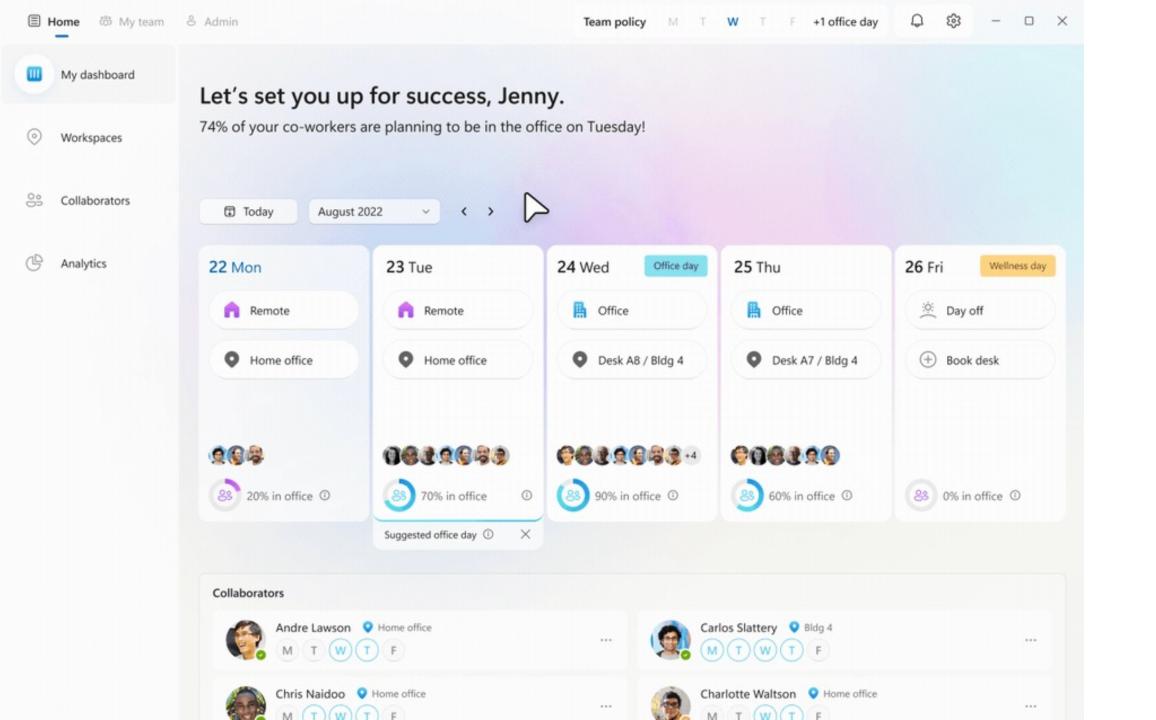
individual working

70% 30% collaboration

TOMORROW

30% 70% individual working

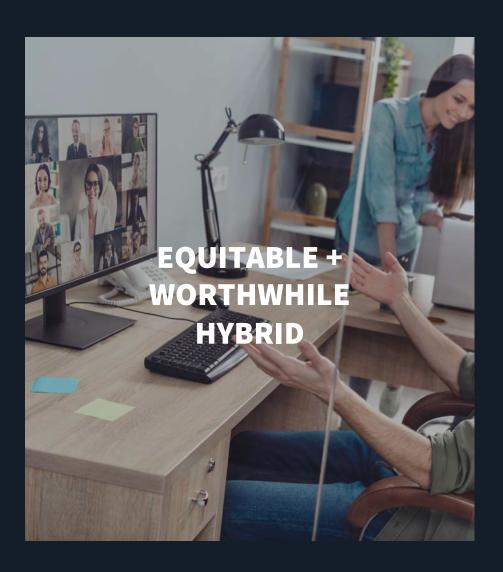
collaboration



CAPTURE A DATA-DRIVEN BASELINE

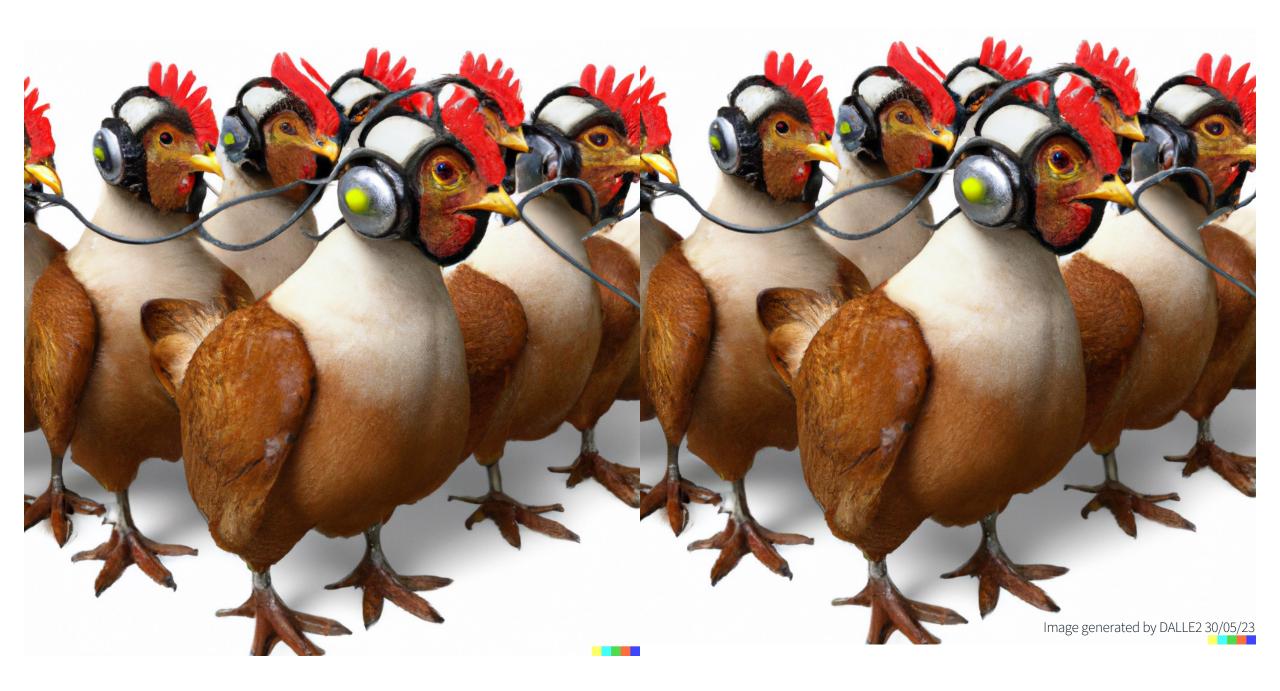
ASK YOUR STAFF

CREATE THE BUSINESS CASE



WE'RE STILL TRYING TO DELIVER THE PRODUCTIVITY OF THE PANDEMIC, BUT WITH A DROP OF FACE-TO-FACE.

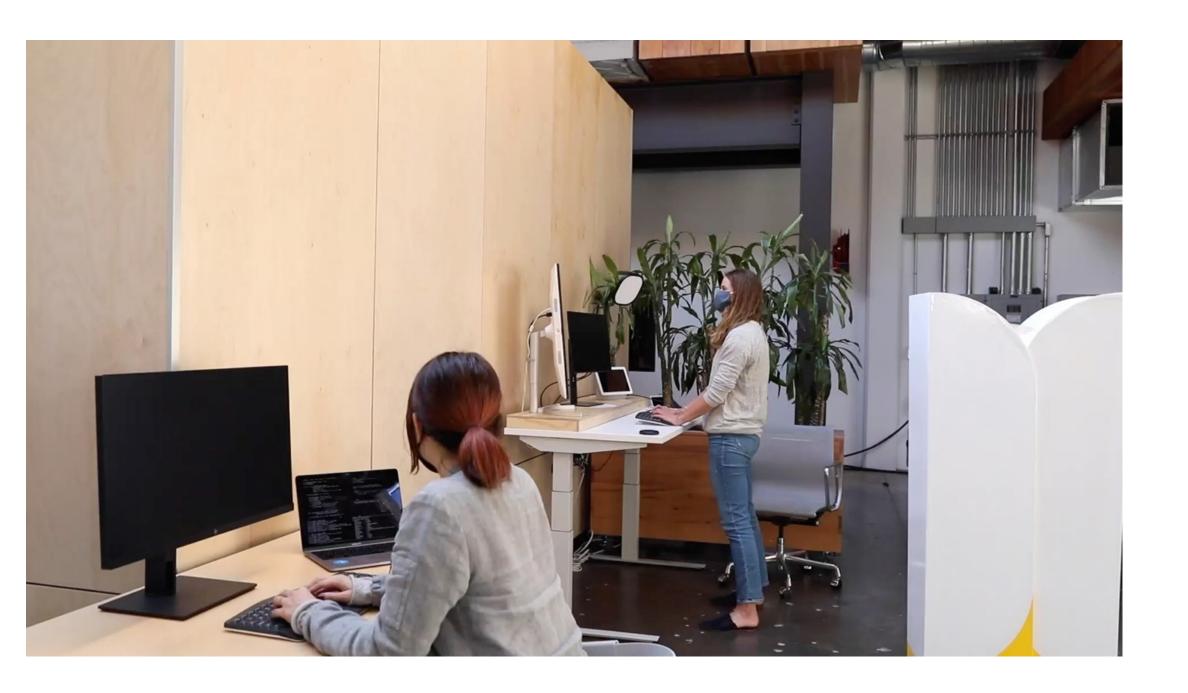
IT'S NOT WORKING FOR MOST.











THE TIME TO ACT WAS LAST YEAR

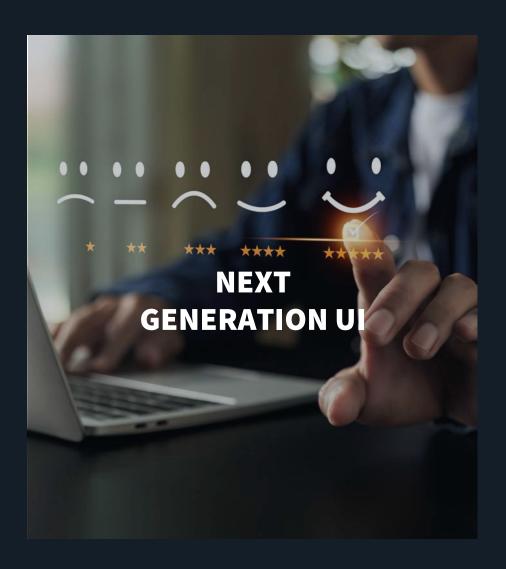
TRIAL A ROOM AND GO FROM THERE

MORE IMPORTANT THAN EMAIL

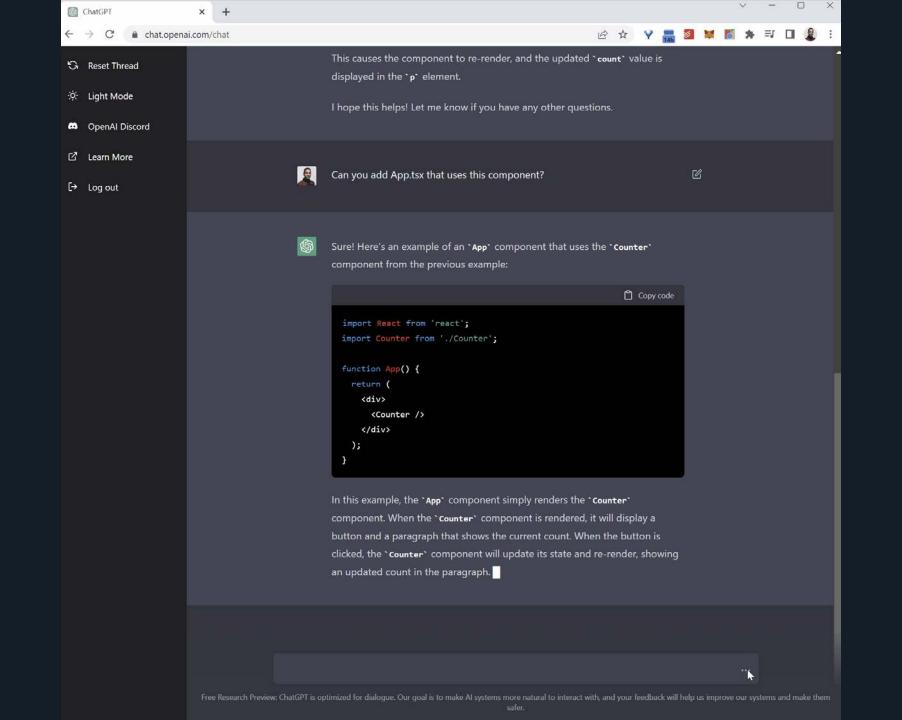
WANT MORE?

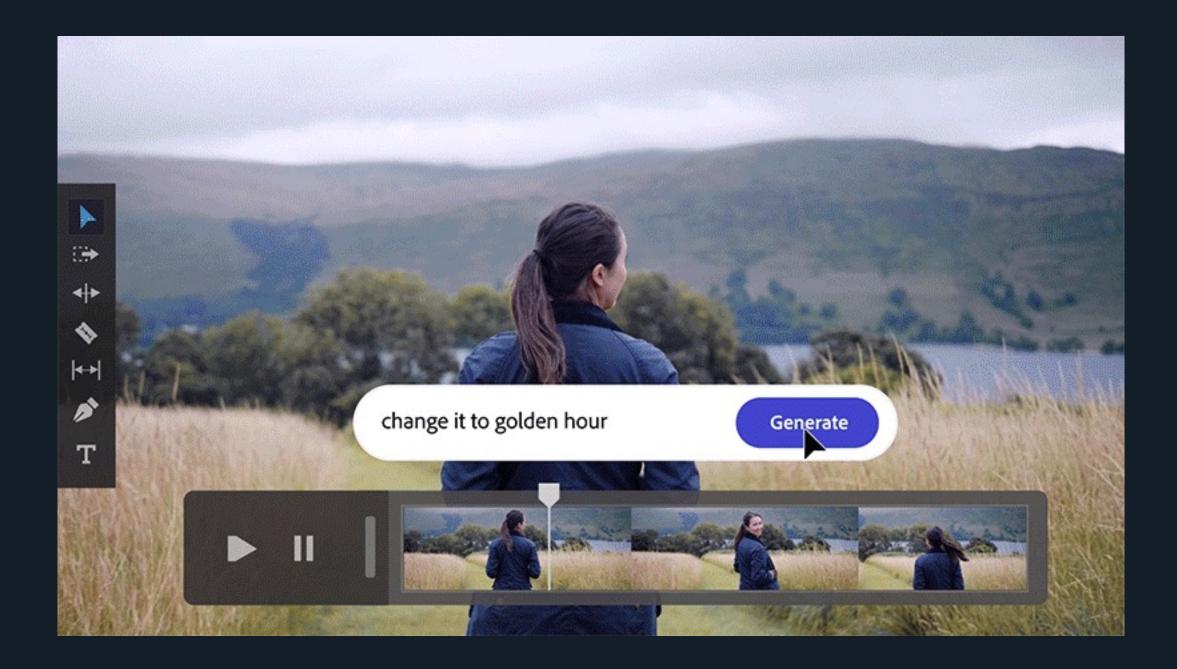


tinyurl.com/597r5scc















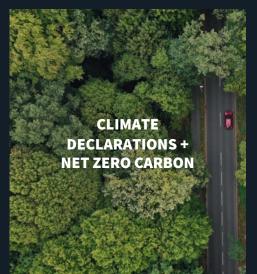


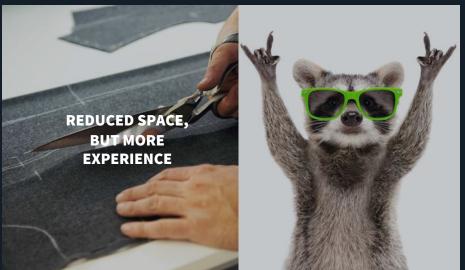


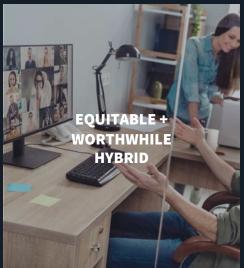
SERVICE-LED BACKEND

ANY FRONT-END AS THINGS CHANGE

CREATIVITY COUNTS









WHERE'S THE VALUE?

Typical costs

1%

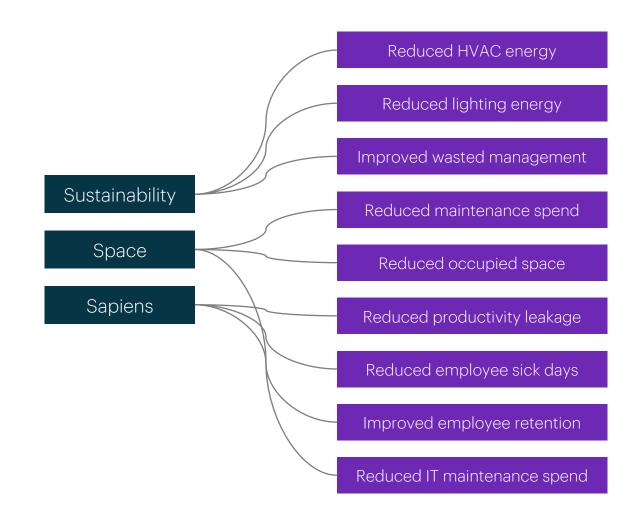
Sustainability

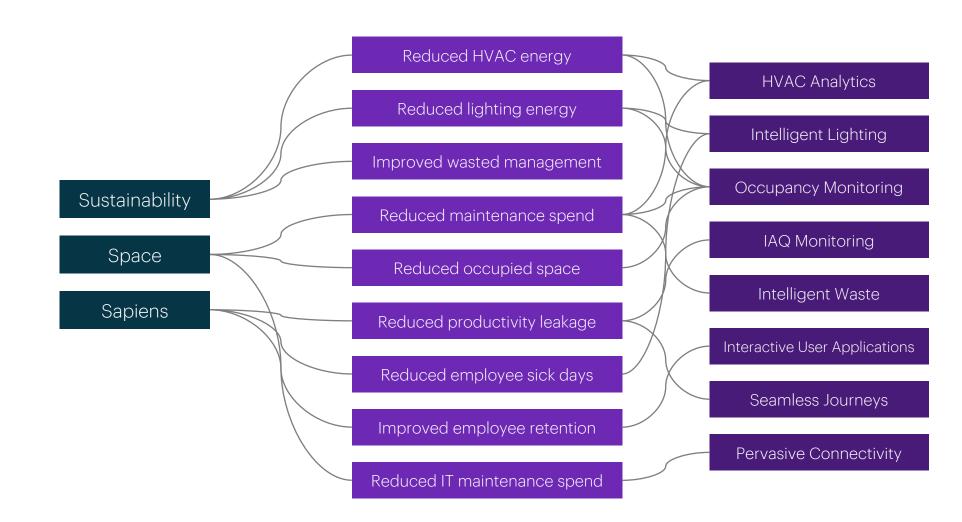
9%

Space

90%

Sapiens

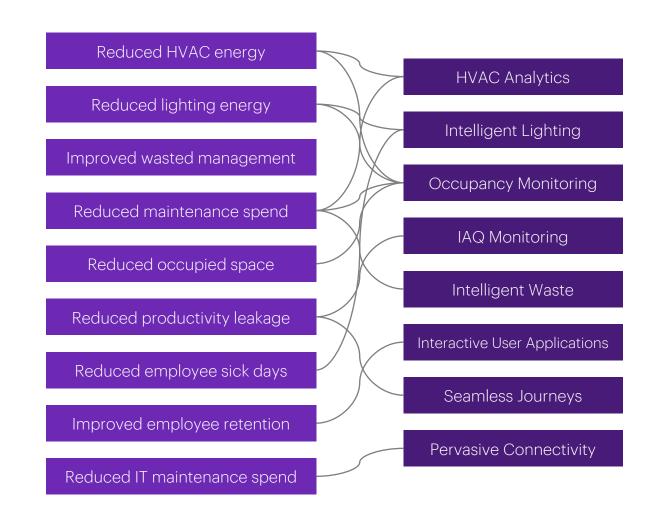


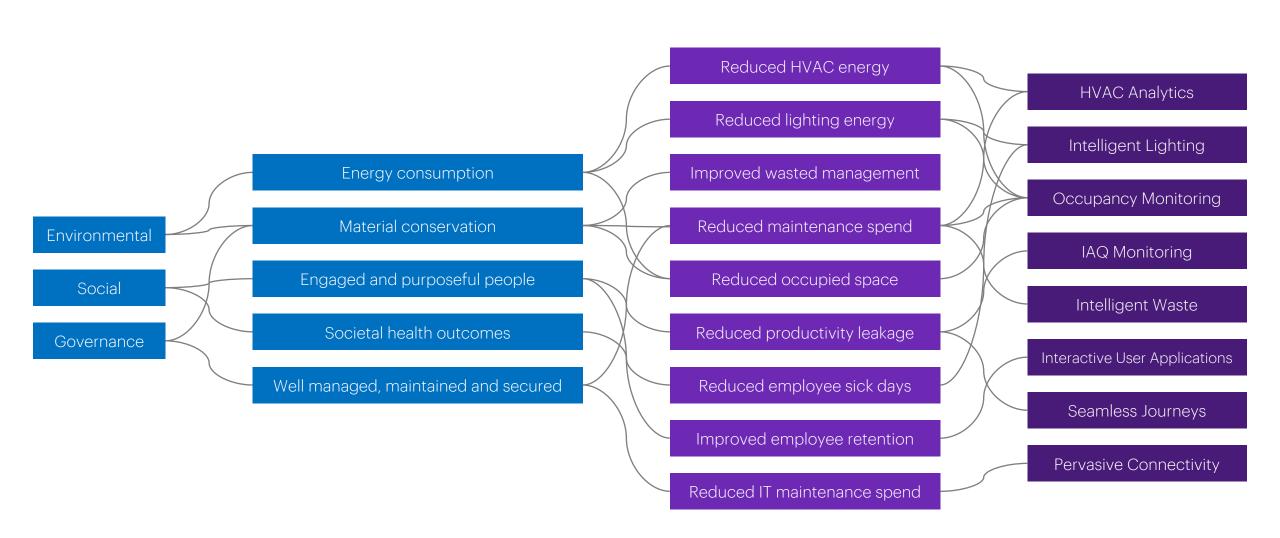


Environmenta

Social

Governance

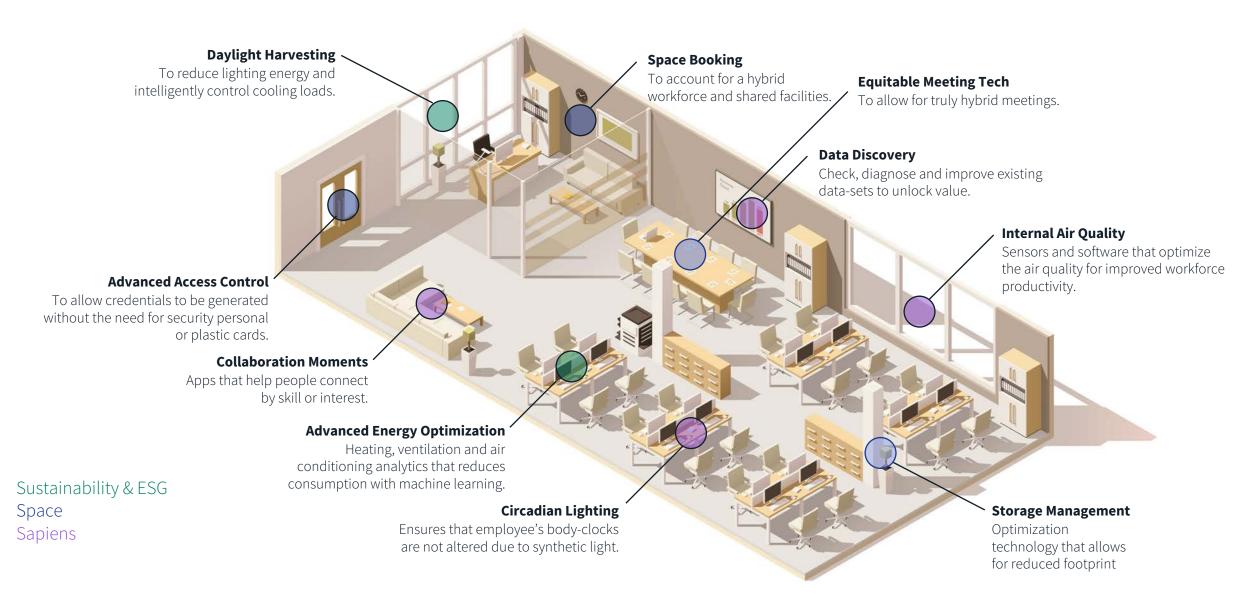




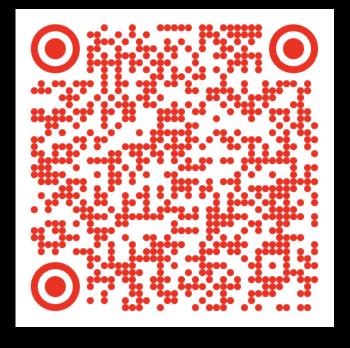
MY RESEARCH SHOWS

FOR EVERY £1 INVESTED, £3 IS RETURNED OVER 5 YEARS

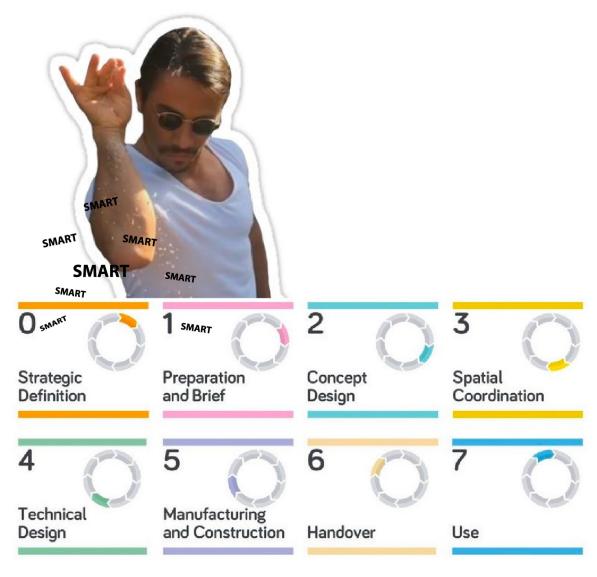
There's latent value in every space







smartbuildingsmagazine.com



The RIBA Plan of Doesn't Work



@matthewmarson linkedin.com/in/matthewmarson



9-10 October 2024 • ExCeL London

We look forward to seeing you in 2024