



Smart Buildings

SHOW

**This presentation was given at
Smart Buildings Show 2024**



Can you make an old building Paris-proof?

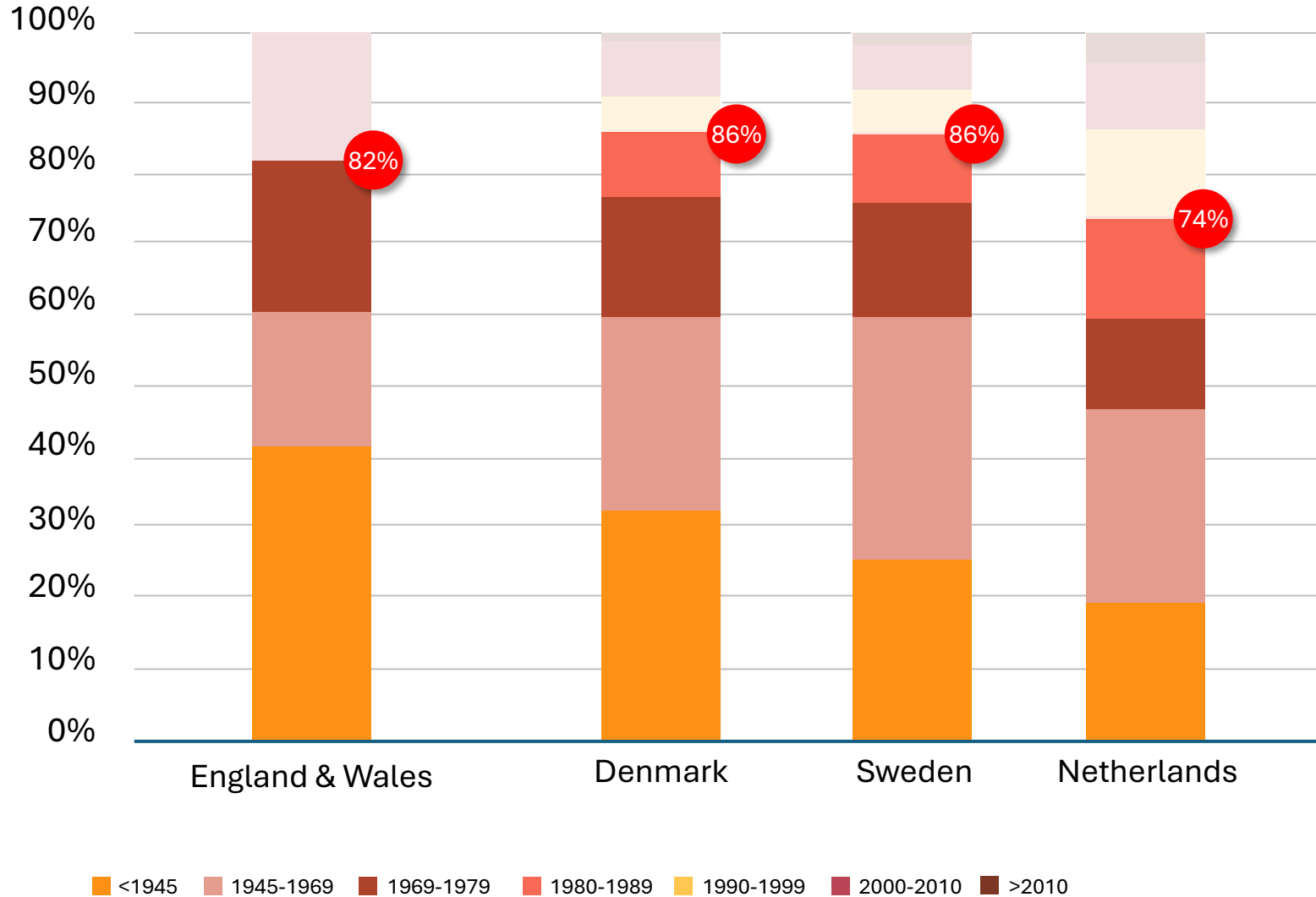
Smart Buildings, Oct. 10th 2024

Leo Hitzert, Sr Business Developer, Priva

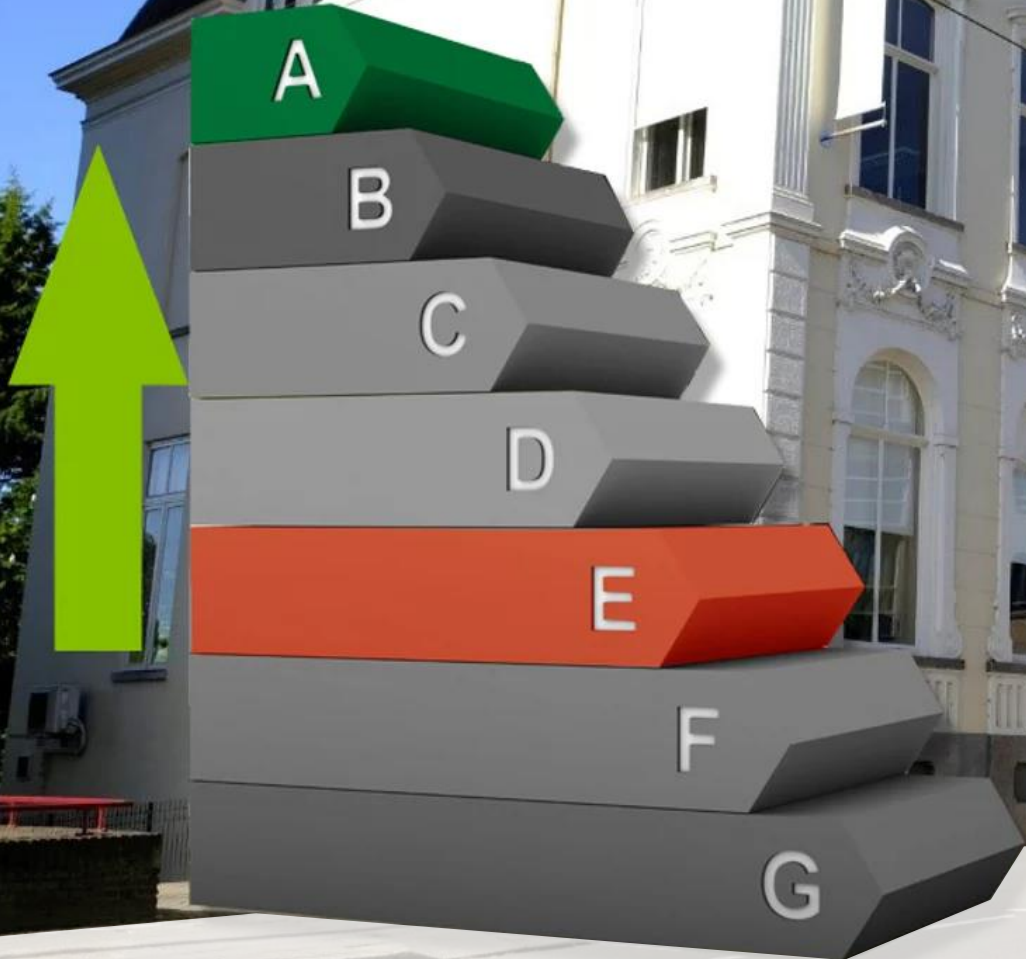


Building stock ages:

Most of the buildings are older than 35 years



van Beek consultants, Arnhem
Floorspace: 800 m²
Build: ca 1850
Usage: Office space
Project name: “from E to A”



“This building will still be here in another 100 years, unlike many younger ones, as seen in many business parks, which are now mostly being replaced by new construction.”

Ron Hendriks | Managing Director van Beek Consultants

“In other words, our office building is already very sustainable. And making this building energy efficient is eminently relevant!”

Ron Hendriks | Managing Director van Beek Consultants



What about the landlord?



Signing the Split-incentive contract between the Landlord and the tenant

Split incentive:

In making real estate more sustainable, this refers to the difference in motives between landlord and tenant. What often happens now is that energy-saving measures are not implemented because the landlord and the tenant do not see eye to eye. The landlord invests in the energy-saving measures, while the tenant only enjoys the benefits, such as lower energy bills. In this case they agreed on a split incentive

➤ Options

- Agree on a long-term lease
- Split the investments between landlord and owner
- Split the incentives between landlord and owner

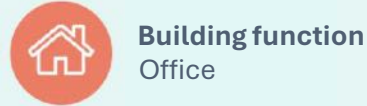
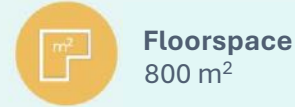


What did they do?



van Beek Office

Utrechtsestraatweg 59
6811 LW Arnhem
Netherlands

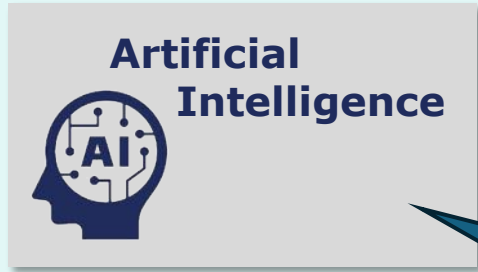


Reduce
consumption

Generate
your own
energy



Use your own
energy



strategic
discussions

Energy Neutral Building
0 kWh/m²

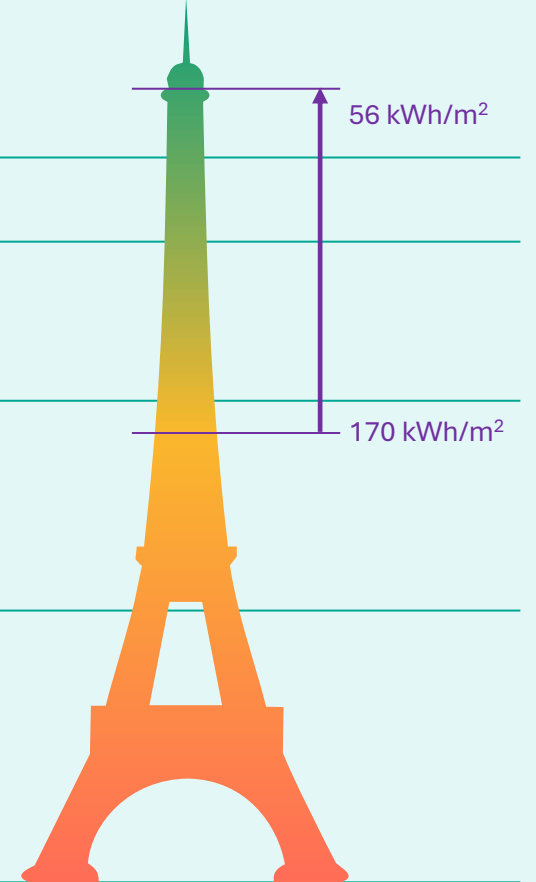
Paris proof
70 kWh/m²

Very efficient
100 kWh/m²

Efficient
150 kWh/m²

Average
230 kWh/m²

Inefficient
330 kWh/m²





AI?

How does that work



**Artificial
Intelligence**

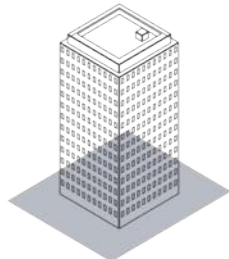
Not only AI, but also

Uses AI, Digital Twin, Live data, Weather, Energy prices, HVAC installation



Artificial intelligence

+



Digital twin

+



Live data from
the BMS

+



Weather forecast

+



Energy prices

+



HVAC Installation

Why would we need all this?

Complexity of modern buildings



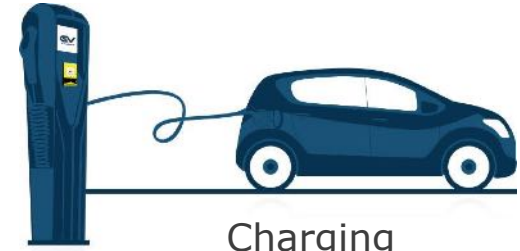
Solar panels



Schedules



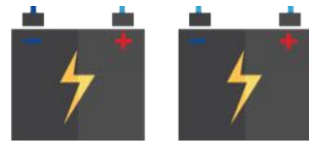
Water buffer



Charging



Grids



Batteries



Comfort levels



Heat pumps



Discharging



Energy contracts



Boiler



We must be able to see into the future....

ecoBuilding

Secures comfort and lowers energy consumption in a building

Save between 20% and 40%



BETTER COMFORT



SMARTER ENERGY



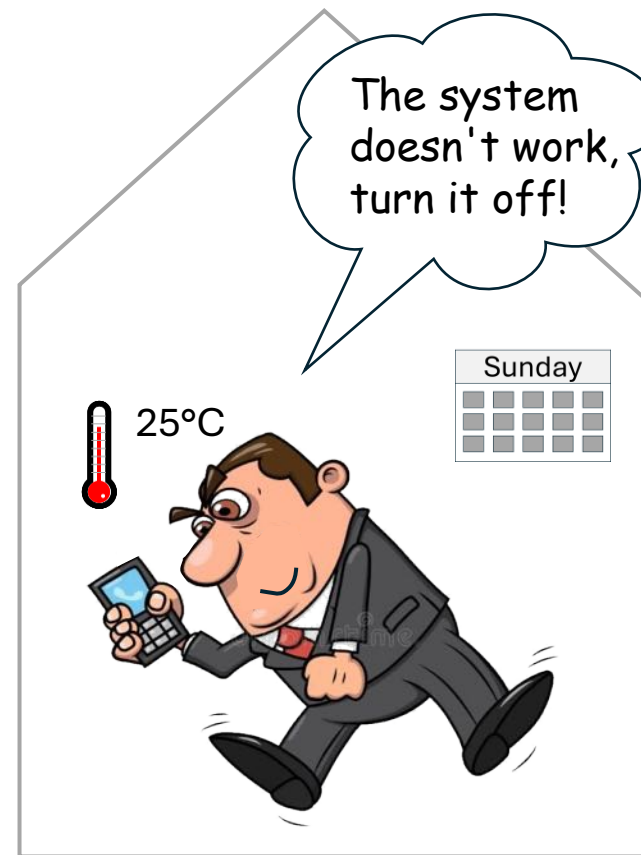
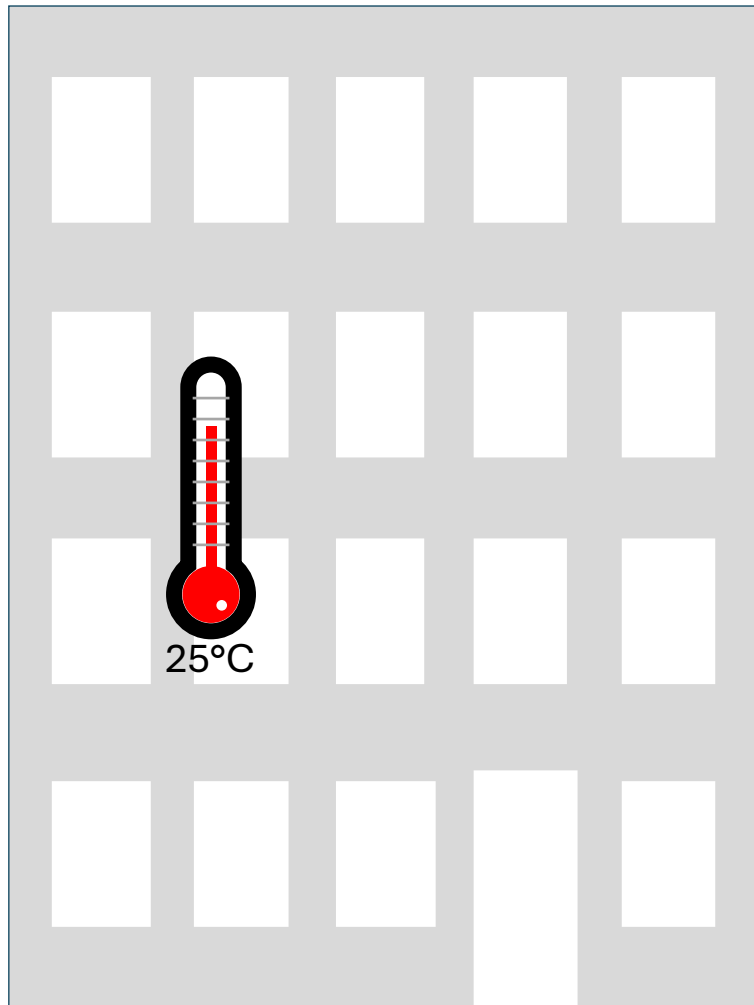
FULLY AUTOMATED



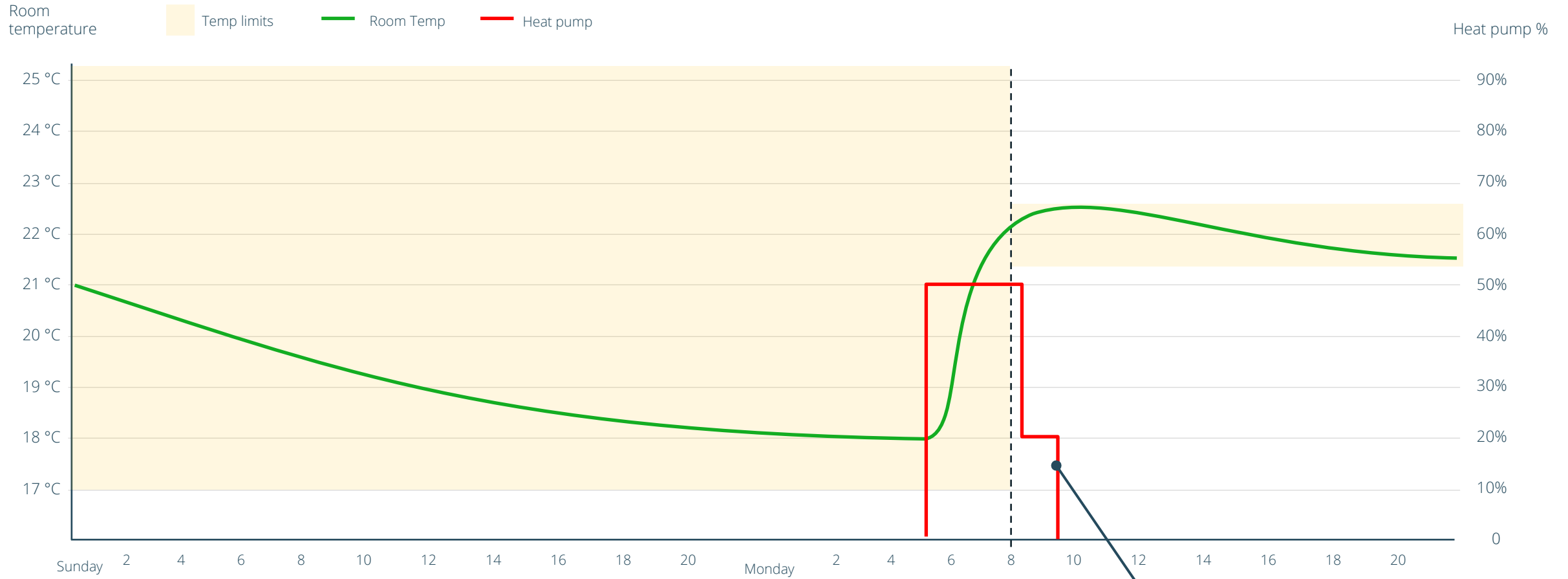
ANY BMS SYSTEM

How can the impact be so big?

How the system surprised us

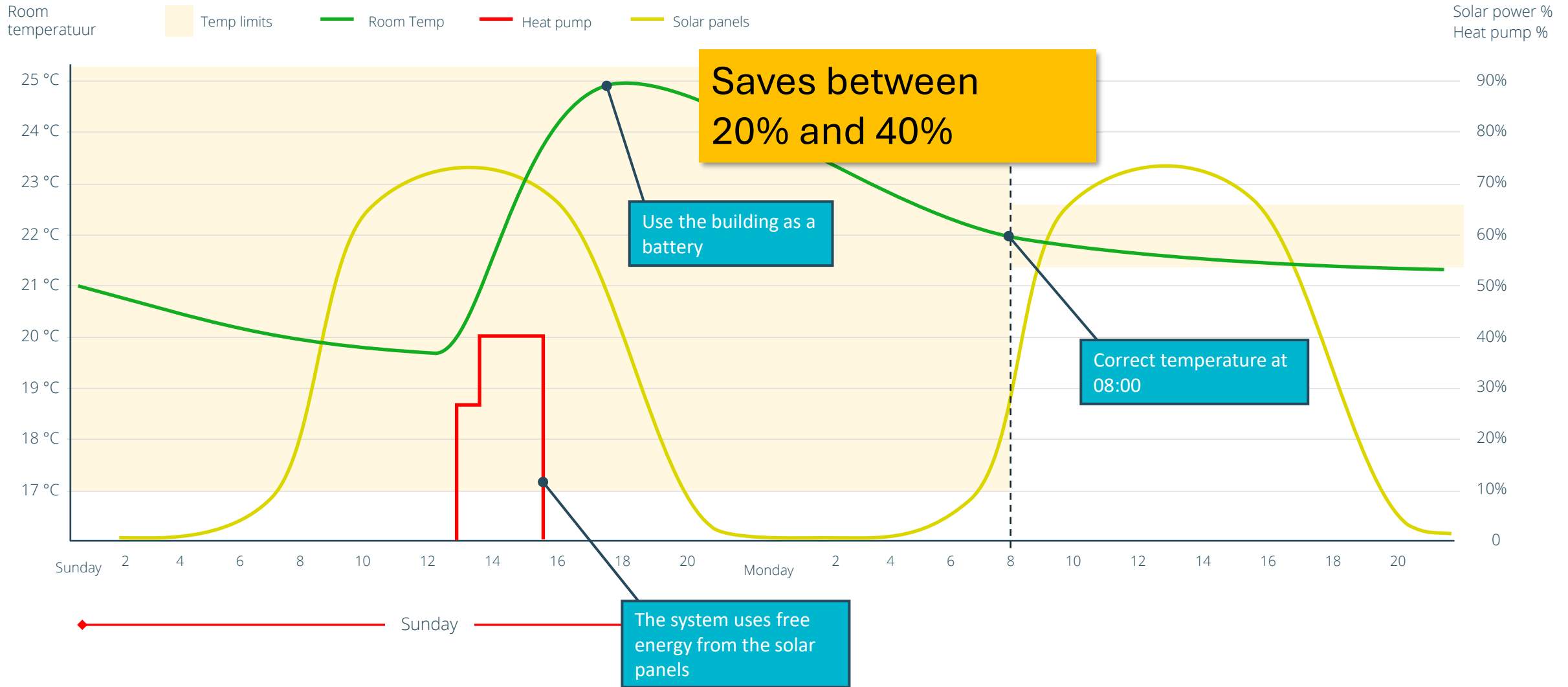


Normal BMS behavior



← Sunday →

The system will need to source energy from the grid



In summary....

> Yes, you can...

- Make your older building Paris proof
If a 150-year-old building can, so can yours!
- Cooperation between landlord and tenant is a vital part of the process
- Already save a lot of energy with just AI

Have a chat with us about the possibilities



What questions do you have

Thank you for your attention!

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15-16 October 2025 • ExCeL London

We look forward to seeing you in 2025