

This presentation was live at:



# Smart Buildings

**SHOW**

18-19 October 2023 • ExCel London

# **FM, Workplace and Sustainability**

## **Connecting the Dots by Breaking Down Data Silos**



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UK & I Country Manager  
SPACEWELL

# The headlines can sound scary...

- Forced return to office is backfiring as employees stick to hybrid and occupancy remains 20% on average
- FM on cliff edge as office space becomes less needed
- Cushman & Wakefield reports 95% drop in earnings Q2-2023
- Rise of Zombie Buildings and the real estate doom loop. The horror is real.







# ...but there is good news out there too

BMSI



52 Lime Street  
31st May 2023

"The energy platform visualizations show a 13.99% reduction over the previous three months and a whopping 25.23% reduction over the next three months..."

[Read more >](#)

MERCK



## How Merck Optimized Office Space and Energy Efficiency in its Buildings

Sector Healthcare, life sciences, and electronics Scope 15 buildings (in a first phase) Location...

[read more](#)

onesIGHT SOLUTIONS



80 Charlotte St, LONDON

Optimised



Large supermarket saved 22% energy saving of HVAC in less than 7 months

[DOWNLOAD CASE STUDY](#)

Case Studies

global associates

## Need for Speedy



Speedy, the UK's largest tools, plant and specialist equipment hire provider with over 200 depots across the UK and Ireland, recently opened its new Innovation Centre in Milton Keynes, an industry-first low carbon facility packed with cutting edge smart control technology.

SMS



30 January 2023

Battery Storage, Company News, Energy Infrastructure, Net Zero, Press Release, Renewable Energy

**SMS brings online 90MW of energy storage in Yorkshire and Suffolk**

ELCOMPONENT



## Elcomponent Keeps An Eye On Energy In The Antarctic

In support of its strong commitment to minimising the environmental impact of its operations, the British Antarctic Survey (BAS) is making extensive use of energy sub-metering equipment and software supplied by Elcomponent, a leading developer of energy monitoring systems and solutions. Elcomponent equipment is installed both at the

[Read More](#)

mitie

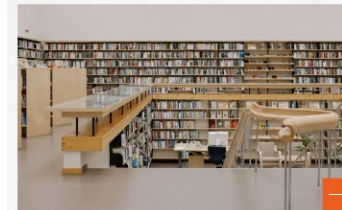


CASE STUDY 6 APRIL 2023

**Case study: Upgrade to building systems saves £75,000 for UK government department >**

Overview of the challenge A large government department needed industry expertise to upgrade its Building...

ETS



Wokingham Borough Council – 49% Proven energy savings

The existing BMS controls for the site were poorly controlling the LTHW boilers across various plant rooms at the site, some plant areas were found to be running...

accenture



## Accenture: Space and Comfort Monitoring for an Optimal Workplace

Sector Professional services Location Brussels, Belgium Site In October 2019, Accenture moved to...

[read more](#)



# FM & Maintenance



How do I **move** my maintenance, and services from a reactive to proactive approach. Focused on delivering outcomes.



How can I optimally support the employee **experience** in this change



How to **analyse** & optimize the space and ensure a healthy **workplace**



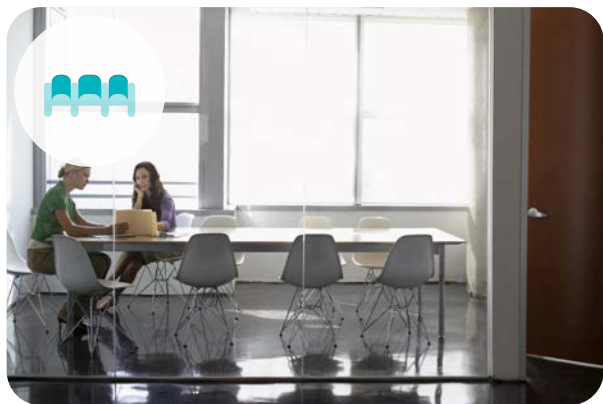
How does this support our objective of becoming **climate-neutral** by 2050

Facility management (FM) is evolving from a mere service provider to a proactive decision-maker, responsible for the design, maintenance, and utilization of the office environment.





# Workplace



**82%**

of meeting room seats  
are **not used**



**25%**

Of millennials prioritize **office  
air quality** over salary and  
benefits



**26%**

of meetings involve  
**just 1 person**



**50%**

of the available office space is  
**underused**

The way people work and how they experience work is changing rapidly, and the spaces in which they work must also evolve.



# Hybrid Working



**29%**

Of large organizations want to manage their data through a single software platform

SOURCE: VERDANTIX



**20%**

of a company's total costs comes from **real estate and facility management costs**

SOURCE: REASERCH & MARKETS



**35%**

Of the average employee's life is spent at work, in **sub-optimal working conditions**

SOURCE: GARTNER



**80%**

Of employees in US & EU want to work **3 days from home & 2 days at the office**

SOURCE: COLLIERS

These extreme pressures on office costs with the changing dynamics of digital working - demands a more flexible, intelligent and connected workplace





# Occupant Experience



**40%**

of employees, waste  
**10 min per day** looking  
for a workplace



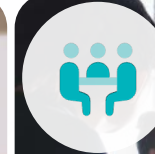
**47%**

say their workplace  
doesn't support them  
to be **fully productive**



**87%**

Of employee's work  
in buildings with  
**poor air quality**



**81%**

of **collaborations** happens  
between 4 people or less,  
some at work, some remote

Employees are demanding better workplace experiences, healthy environments,  
whilst being connected to their colleagues



# Sustainability



Understanding energy consumption & **reducing energy bills**, whilst Energy Management **process are not fully automated**



Increase portfolio-wide value by being sustainable, whilst energy teams having **no time to analyse data**



Supporting ESG reporting, certifications, **and comply with legislation**



**Just 9%** of surveyed companies are actively **using software that supports data collection, analysis and reporting on ESG<sup>3</sup>**

Buildings in the EU account for 40% of the energy consumption and 36% of greenhouse gases, now is the time to act!

<sup>3</sup> World Economic Forum: The No. 1 ESG challenge organizations face: data.



OCCUPIER



OWNER



SmartScore  
CERTIFIED





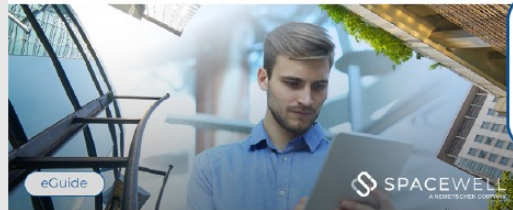


# Access to research and insights



**Transitioning to a hybrid workplace** involves complex considerations, from understanding work patterns and formulating evidence-driven policies to best leveraging the benefits of data and technology. This white paper in collaboration with Memoori presents a transformative framework that empowers organizations to confidently chart their own course.

## Data-Driven ESG Strategy: How Facilities Management Can Lead the Way



This report presents a **deep-dive on data-driven ESG** strategies for the built environment. It takes an in-depth look at how facilities management can lead the way in achieving ESG targets, exploring the role of data collection in corporate buildings.



Uncertain about investing in smart office technology? This report sets out the financial arguments and provides a **step-by-step guide to figuring out your own potential cost savings**.



Given **the long lifecycle of buildings and their significant contribution to global heating**, the real estate sector has a critical role to play in the energy transition. Against this background, building and facilities managers are looking to integrate cost-effective digital solutions that will reduce their organization's carbon footprint while ensuring a high ROI.



**Real-time data is driving change in the hybrid workplace.** So how do you collect and analyze these data streams? And how can you make the data actionable in new scenarios that benefit everyone? Read it in this guide.



In this eBook, Erik Ubels, former CIO at Deloitte and pioneer of the Edge building in Amsterdam, shares a **pragmatic approach to making buildings smart**, which can be done step by step, but always with an eye on the end goal.



When addressing each area in isolation, it can  
impede **collaboration** among **multiple stakeholders**  
**and departments...**

# Making buildings work for people

involves collaboration with multiple stakeholders



## OCCUPIER

### DEMAND

- Flexibility in Lease contracts
- Financial independency
- Focus on main activities
- On demand spaces
- Workplace as a Service
- Horizontal community
- Service & hospitality concepts
- Simple UX/UI
- Data-driven support
- Sustainability & Wellness
- People analytics
- Culture & engagement



PORTFOLIO &  
ASSET MANAGEMENT

PEOPLE  
MANAGEMENT

ENERGY  
MANAGEMENT

FACILITY  
MANAGEMENT

IT/SERVICE  
MANAGEMENT



## OWNER

### SUPPLY

- Location & volume of building
- User personas
- Prediction of use
- Size & configuration of floorplates
- Quality of fit-out
- Lease level
- Building management
- Amenities
- Events Curation
- Technology & Smart Building applications
- Sustainability & Wellness certification
- Flex & on demand spaces







**OCCUPIER**



Expert  
Advice



Energy  
Management



Smart  
Buildings



Maintenance  
Management



Workplace  
Management



Facilities  
management



Space  
management



Property  
management



Real  
Estate



**OWNER**

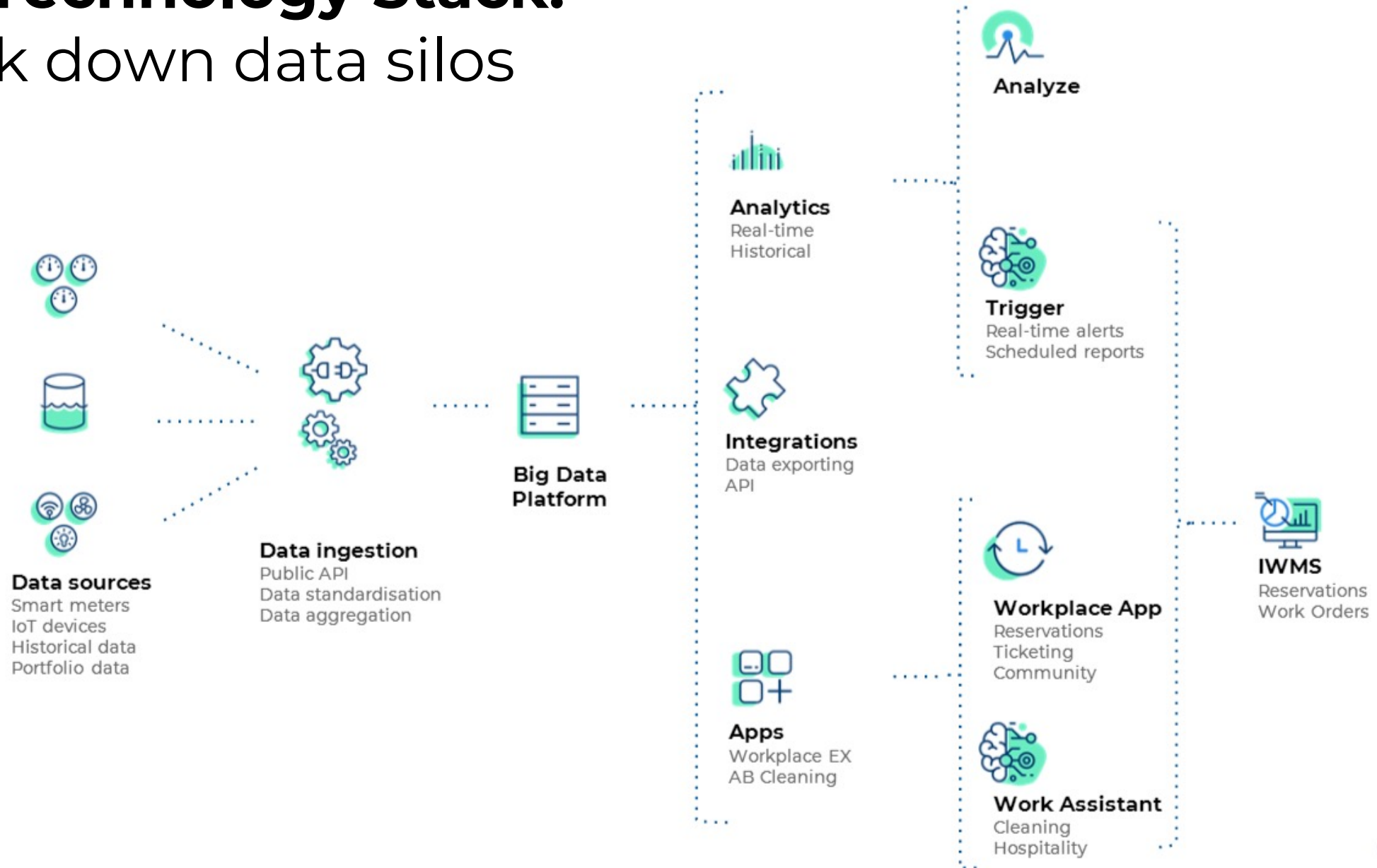




...By integrating various **data sources**, eliminating silos, can leads to **more profound insights and cooperation** between different departments and stakeholders across the **building value chain**.

# The Technology Stack:

## Break down data silos

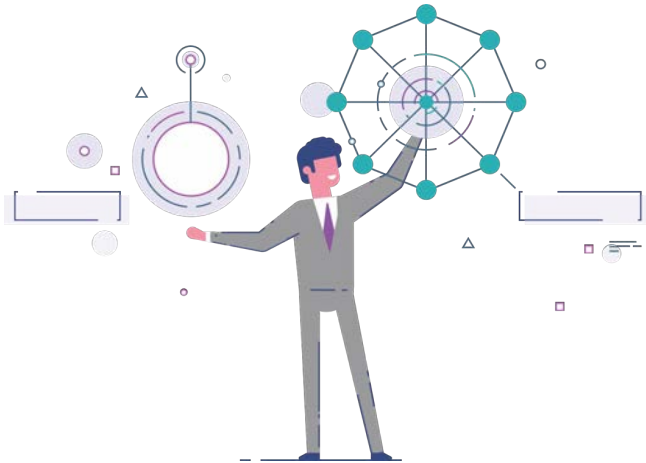




# Taking the platform approach: By connecting the dots

## What is a connected portfolio intelligence platform' (CPIP)

*"Cloud-connected platforms that help firms enhance the performance of buildings across portfolio management, operations and employee experience. These platforms intelligently combine data from building systems, smart building devices and IoT sensors with advanced analytics, such as AI and ML."*



VERDANTIX



Broad **suite of modules** across FM, Workplace, Maintenance, assets, lease, energy & ESG



**Real-time data** input from sensors, building equipment and existing systems.



**Integrations** across third-party and best-of-breed solutions



Advanced **analytics** across multiple modules



Consistent **user interface** across modules and devices

# What approach are we taking at SPACEWELL

A NEMETSCHKE COMPANY



1989  
Since



350  
Employees



2M  
Users worldwide



97%  
Renewal  
rate



100k+  
Connected  
buildings



200+  
Growing partner  
network



OCCUPIER



Occupant  
Experience



Energy  
Management



Smart  
Buildings



Maintenance  
Management



Workplace  
Management



Facilities  
management



Space  
management



Property  
management



Real  
Estate



OWNER



# Spacewell application portfolio

## A Connected Portfolio Intelligence Platform



### Workplace Management System

Flexible workflow and IOT platform to manage your FM business processes

Workplace **Management**

Workplace **Experience**

Workplace **Analytics**



### Maintenance management system

Develop a multi-year maintenance plan & manage hard service operations

Maintenance **Management**

Maintenance **Planning**

**Compliance**



### Energy Management System

AI powered energy saving tool to optimize your energy and carbon footprint

**Detect**

**Analyze**

**Optimize**



All built on a global, reliable and scalable

# Platform



**Component  
Based Cloud  
Architecture**



**Secure and  
Compliant in  
Public Cloud**



**Persona based  
User experience  
& Design**



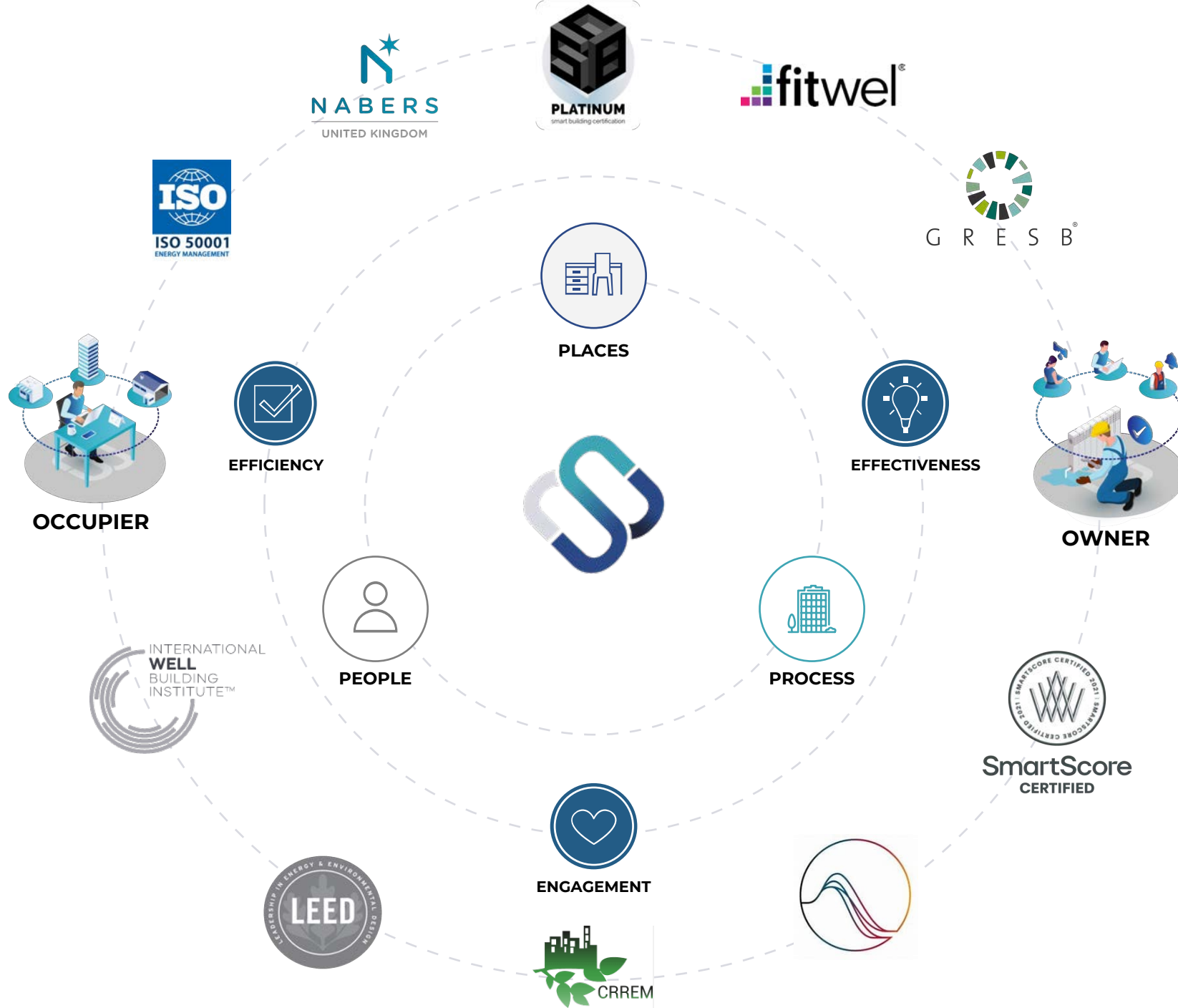
**Open API &  
Connectivity  
Marketplace**



**Scalable  
Platform  
Management**



**Embedded AI & ML /  
Business  
Intelligence**



**Thank you**  
**Let's Connect**

Billal Vindhani



Come see us @ Booth 44





# Smart Buildings

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9-10 October 2024 • ExCeL London

We look forward to seeing you in 2024