

CoreNet Global & Hochschule Fresenius Heidelberg present:

MaSTERTALK®

ReAL ESTATE

The online real estate seminar series from CoreNet Global and Fresenius University of Applied Sciences Heidelberg:

26.10.2021

MasterTalk #16

THE DIGITAL WORKPLACE -

How transparent is the modern work environment?



Central Europe
Chapter



Speakers:



Yuri Wildemann
Head of Business
Development
EMEA & APAC
VergeSense



Steve Morren
EMEA Channel
Sales Director
iOffice



Prof. Dr. Thomas Glatte
Professor for
Real Estate
Fresenius University of
Applied Sciences
Heidelberg



In order to flourish in the ‘new normal’, employers will need to:



Lean into workforce preferences – and **technology will be a key enabler** of new working models.



Pull in live, rich data to inform CRE strategies, identifying and capturing the new human metrics that matter in this new world of work.



Push out human-centric solutions to enable work from anywhere.

It's all about engagement & insights

Overview of priority solutions and their benefit



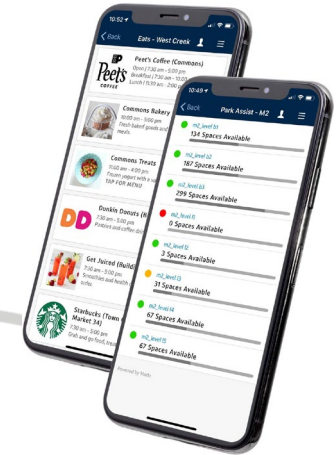
This view represents a number of priority applications demanded by many of our customers, striving to deliver the workplace of the future.

Careful prioritisation, piloting and integration are key considerations for successful deployments.

Improved **EMPLOYER INSIGHTS & DECISIONS**

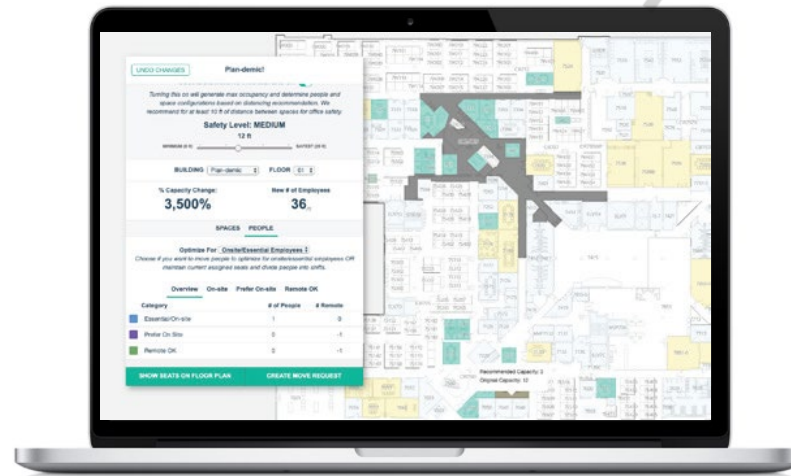


MEASURE
Workplace Analytics

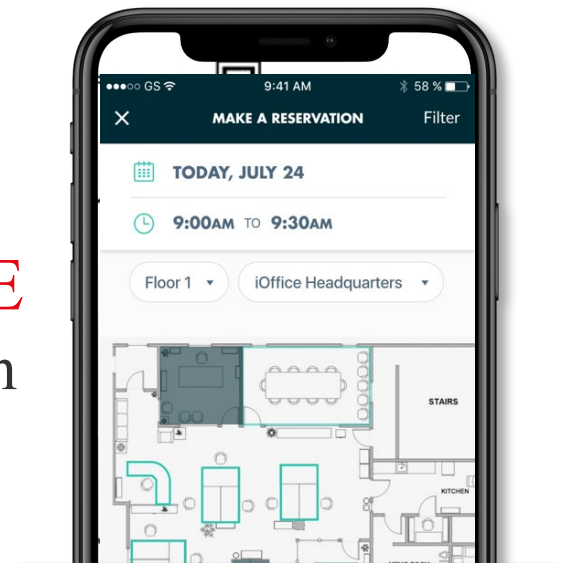


COMMUNICATE
Workplace Experience App

PLAN & ENABLE
Booking & Space Planning



FIND, BOOK & USE
Space Reservation



Improved **EMPLOYEE ENGAGEMENT**



Corenet Global – MaSTERTALK ReAL ESTATE

26-10-2021

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MaSTERTALK® ReAL ESTATE

The online real estate seminar series from CoreNet Global and Fresenius University of Applied Sciences Heidelberg



THE DIGITAL WORKPLACE – How transparent is the modern work environment?

1. What is a smart workplace?
2. Which use cases and practical solutions do exist today?
3. How can we use technologies to optimize space utilisation, building operations and user experiences in real estate?
4. How can we overcome any challenges during implementation phase?

What can you expect?

There will be no future of work, if our work environment does not offer the needed technical support and pragmatic digital solutions!
In our Mastertalk Real Estate #16 we would like to explore, how we can enhance the operation of spaces, their user experience and employees' collaboration in offices through smart technologies based on some concrete use cases. By looking at two concrete technical solutions we would like to discuss the opportunities and risks of those technologies, and we would like to identify, which are the needed steps to implement smart solutions in our built working environment.
Which is the underlying logic of those solutions? What value add can be provided? Two international representatives of iOffice and VergeSense, two of the market leading technologies in that space, will put some light on the value of those technologies and they will share some insights, how we can overcome any challenges to implement those technologies in global Corporate environments.

**MasterTalk #16:
THE DIGITAL WORKPLACE –
How transparent is the modern work environment?**

Speakers:



Yusef Wildmanns
Head of Business
Development
EMEA & APAC
VergeSense

Navey Morris
EMEA Channel
Sales Director
iOffice

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Professor for
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Heidelberg

Date and time:

October 26th 2021 from 5 p.m. to 6 p.m. (CET)
Please take notice: all registrants will receive their access link via e-mail on the venue date.
Registration deadline is October 25th at 8 p.m. (CET)

Please keep in mind, our next MasterTalk® Real Estate will take place on November 23rd 2021 at 5 p.m.
Meanwhile you can visit our website:
<https://www.mastertalk.net>

Best regards

Prof. Dr. Thomas Glatte
Director Global Real Estate, RANF SE
Chapter Office Learning, Central Europe
Professor für Immobilienwirtschaft, Hochschule Fresenius Heidelberg

Contact via eMail: globalreal@fresenius-hochschule.de
CoreNet Global Central Europe Chapter: <https://www.corenetglobal.com/>
Immobilienwirtschaft an der Hochschule Fresenius Heidelberg:
<http://www.hi-chemnitz.de/de/hi-chemnitz-immobilienwirtschaft.html>

Thanks to the support of:

Interface®

office® + SpacelQ®



500+
Employees



10k+
Customers
Globally



85+
Countries
Served



2B+
Square Feet
Managed

Software solutions



- Maintenance & Operations
- Workplace Management
- Employee Experience

iOFFICE iXMS Software - 4 FACTS

(IXMS: Integrated Experience Management Software)

1. Simple to deploy, train, integrate – out-of-the-box
2. SaaS – automatic updates, lower TCO
3. User experience focus – Mobile – Multiple touchpoints
4. Future Proof – backed by Thoma Bravo & IoT (Smart) enabled



Space Management

Visualize floorplans online and understand real-time utilization to plan for future needs



Move Management

Seamlessly coordinate employee and asset moves, consolidations, or expansions with minimal disruption



Reservations

Book desks and rooms on devices or desktop, then deploy mapping and wayfinding for guests



Strategic Space Planning

Let **SPACE-RIGHT™** take the guesswork out of safe space planning now and for the future



Insights

Review real-time dashboards for benchmarks and KPIs or create ad-hoc reports for strategic planning



Visitor Management

Track and identify office visitors, including alerts for unapproved guests



Asset Management

Track location, contract terms, and ongoing maintenance of tangible assets in real time



Service Request

Coordinate on-demand and preventive maintenance tasks in real time



Mail

Create full accountability for mail — from receipt to delivery to recipient



Copy and Print

Effectively manage centralized copy and print production, no matter how complex



Inventory

Track items required for service delivery as well as orders and quantities of important office supplies



Space Management

Visualize floorplans online and understand real-time utilization to plan for future needs



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Book desks and rooms on devices or desktop, then deploy mapping and wayfinding for guests



Strategic Space Planning

Let **SPACE-RIGHT™** take the guesswork out of space planning now and for the future

1.

Space Management to meet the needs of the business while managing costs and staying compliant

2.

Workplace Experience to attract/retain talent and foster collaboration (Mobile Hummingbird App - Wayfinding)

3.

Real-time data insights to ensure data-driven decision making (leveraging IoT , Vergesense)



Asset Management

Track location, contract terms, and ongoing maintenance of tangible assets in real time

Service Request

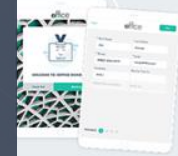
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3 use cases



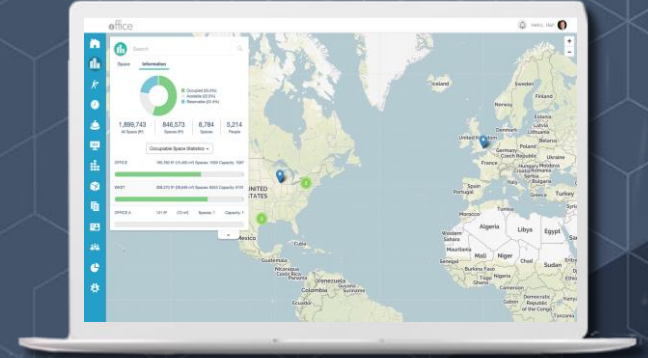
office + SpacelQ

USE CASE 1

**Space Management to meet the needs of the business while managing costs
and staying compliant**

SPACE MODULE

iOFFICE's Space Management module provides real-time information about your facility space and its usage. Using detailed floor plans and comprehensive room information, you can see how your space is being used and manage your available space more efficiently.



- Visualize your real estate portfolio with Google-style maps
- Get a real-time snapshot of your space utilization
- Analyze your space with interactive stacking diagrams
- Get better visibility into your real estate leases and assets
- Navigate your building with digital displays & interactive wayfinding
- Collect unlimited data points through IoT sensors
- Create & plan moves for individuals or teams via drag & drop
- Create dashboards & analyze real-time insights

Space Module Benefits & Advantages

BETTER SPACE UTILIZATION

Nearly 45 percent of a business' space portfolio can be vacant. Space management software helps pinpoint which rooms are being used little, if at all, helping organizations shed excessive real estate and direct resources toward the spaces employees prefer.

COST SAVINGS

An average annualized workstation costs a business around \$18,000. With space management software, you can better prioritize how spaces are being used to save on expenses.

REAL-TIME SPACE MANAGEMENT METRICS

Greater transparency in the workplace translates into improved communication and employee satisfaction. With iOFFICE, you have access to well-defined, real-time metrics like total square footage, percentage of space used and operational costs per square foot.

SPACE → RIGHT™

SAFE DISTANCING MADE SIMPLE.

Workspace distancing feature to automatically reconfigure floor plans



**Set safe
distancing
parameters**



**Automatically
generate safer
seating
scenarios**



**Reduce
capacity in
conference
rooms and
common areas**



**Intelligently
assign
employees to
seats on need
and shifts**



**Create move
tickets to put
your new
floor plan into
action**

office + SpacelQ

USE CASE 2

Workplace Experience to attract/retain talent and foster collaboration (Mobile Hummingbird App - Wayfinding)

RESERVATION MODULE

iOFFICE's Reservation module features the ability to quickly and easily schedule reservations for agile, hoteling workstations and conference rooms and view the status of all available rooms in your facility.



- Quickly & easily reserve a space via kiosk, smart device or desktop
- Invite guests from your address book or other portal users
- Integrate & sync with your calendar
- Interactive signage for your workplace to make and view reservations
- See which rooms are available & get directions to external or internal rooms
- Get insights on actual space utilization based on check-in and check-out
- Coordinate additional services like av equipment or catering

office HUMMINGBIRD

Employee Experience Solution



FIND >>> Information • People • Teams, Projects & Neighborhoods • Assets • Events • Spaces

RESERVE >>> Spaces • Desks • Conference rooms

REQUEST >>> Comfort • Service • Set-up

RECEIVE >>> Guests • Packages

<https://www.iofficecorp.com/hummingbird-video>



iOFFICE HUMMINGBIRD

is a suite of employee-centric digital workplace solutions where employees are connected to one another and to internal workplace services that go beyond the built environment to support workforce-on-the-go. Integrations to external services such as rideshare, food delivery, and maps help empower employees.



iOFFICE®

HUMMINGBIRD

The iOFFICE Hummingbird App provides your employees with a one-stop-shop for managing their experience at your facility. Now your scheduling needs are just a few clicks away, using the convenience of your mobile device.

FEATURES & FUNCTIONALITY

- Find locations, assets and colleagues based on assigned and reserved locations.
- Reserve workstations or conference rooms.
- Submit and follow up with service requests.
- Be alerted to incoming mail.



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USE CASE 3

**Real-time data insights to ensure data-driven decision making
(leveraging IoT like Vergesense)**

USE CASE 3. Real-time data insights

to ensure data-driven decision making (leveraging IoT like Vergesense)



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VERGE
SENSE

Embrace data-driven strategic space planning with next-gen sensors

- Real time, granular data – Optical sensors achieve accurate, real-time people counting for any space type
- Set and forget – Install sensors in seconds that last up to 2 years with common AAA batteries
- 100% anonymous – No personal identifiable information is collected or transferred

office® +

office + SpacelQ

Thank You!



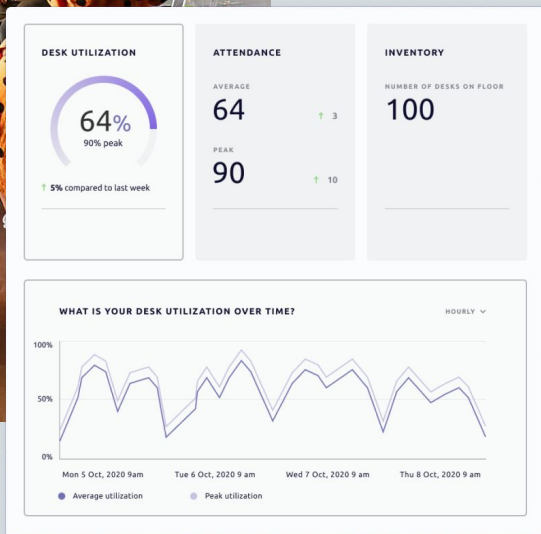
VergeSense Powers the Dynamic Workplace

The industry's leading Workplace Analytics Platform

Rich, real-time **data** on occupancy use, and intent

AI-driven **insight** & visualization

Integration and automation that drives **action**





Static Workplace

1:1 fixed seating | Allocations/Chargebacks



Dynamic Workplace

>1:1 shared seating | Neighborhoods



#2

Real Estate is #2
cost center for
companies (after
salaries)

Dynamic workplaces require accurate, up-to-date utilization data

Power your Dynamic Workplace Strategy with VergeSense



Employee Experience

- Agile seating and desk reservations
- Encourage healthy collaboration
- Help employees find the right work space at the right time
- Display real-time usage information to employees



Portfolio Optimization

- Manage entire portfolio in one place
- Forecast future space requirements
- Integrate additional data sources for complete context
- Better organize space for cross-functional teams



Improved Operations

- Maximize your real estate portfolio
- Discover where teams work best
- Release unused room reservations
- Smarter facility cleaning



Workplace Design

- Passive Occupancy Detection
- Guidance and service from workplace experts
- Versatile reporting for workplace usage
- Curated insights to inform your space design

The Problem

Traditional methods to collect utilization data are inaccurate and unreliable



Manual Surveys



Badge Data



WiFi Data



Low Quality
Sensors

People Counting in Any Space Type



VergeSense Confidential 2021



Best in Class AI Powered Occupancy Sensor



Low-lift deployment



100% Anonymous



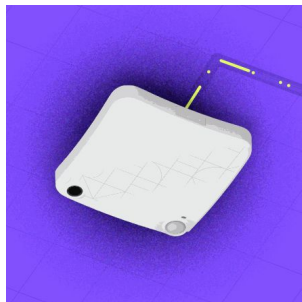
Computer Vision



+95% Accuracy

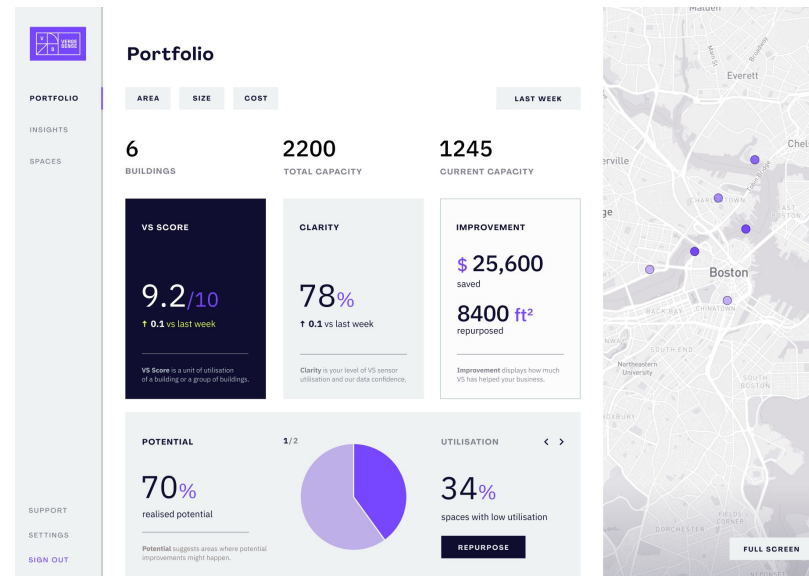


Wireless - Batt
Powered (+2yrs)



Premium High
Processing Sensing
via PoE

The Complete Space Data Platform



Space Analytics
& Allocation



Workspace
Collaboration



API & 3rd Party
Data Integration

People counting for every space type



VergeSense Confidential 2021

Rooms



1 sensor per room

Output: person count

Desks



1 sensor per 6-8 desks

Output: person count per individual desk

Collaboration Areas



1 sensor per ~40 m2 open area

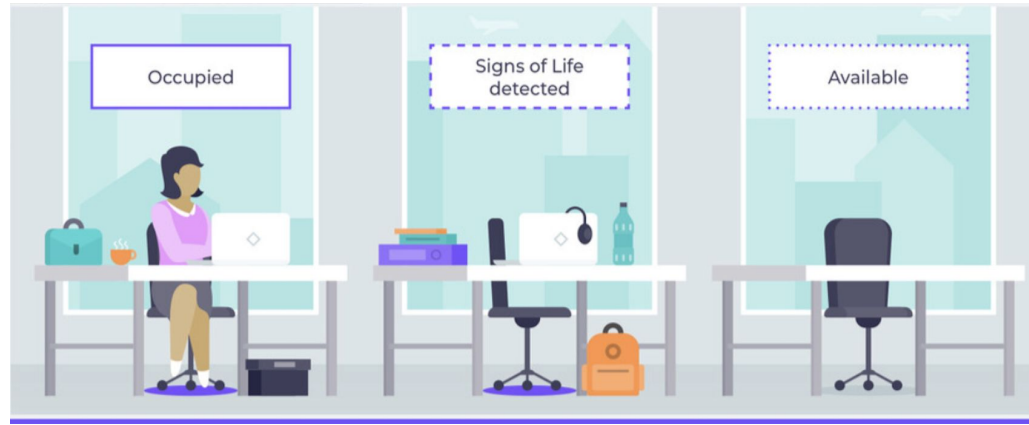
Output: person count

Signs of Life™

VergeSense represents true human decision making

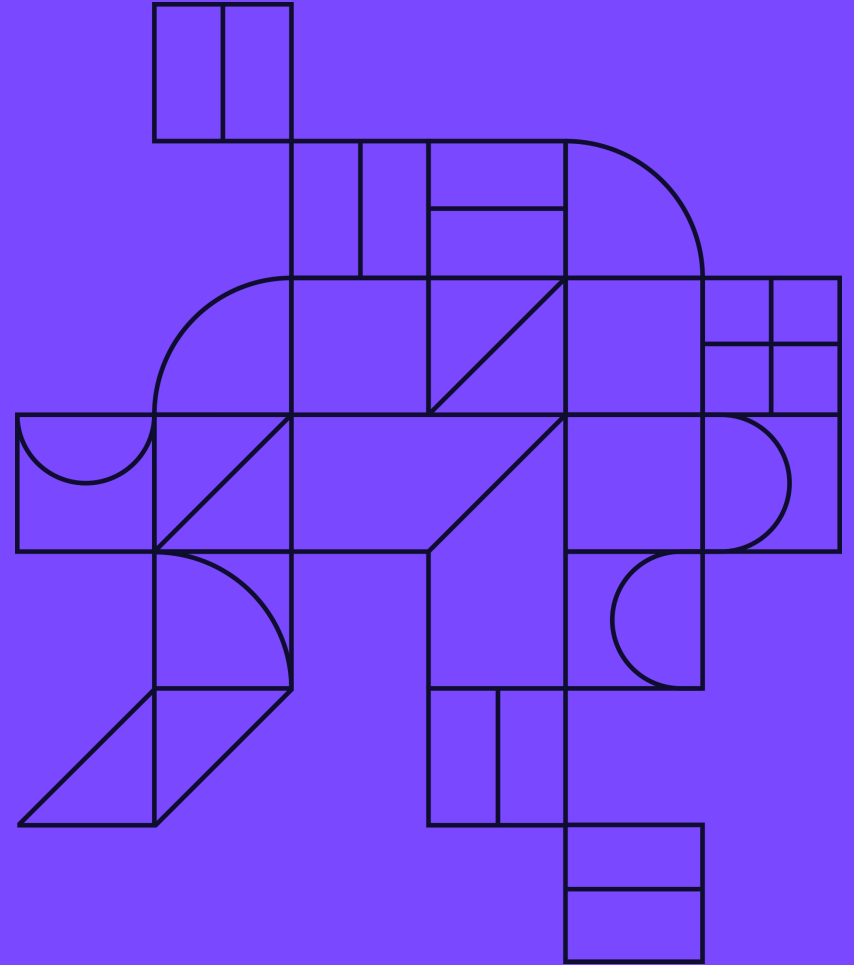
If a coat is hanging on the back of a chair, is that desk in use?

Yes — however other sensors would say no. VergeSense Signs of Life™ detects occupancy just like a human, providing the most accurate data across the industry





Demo

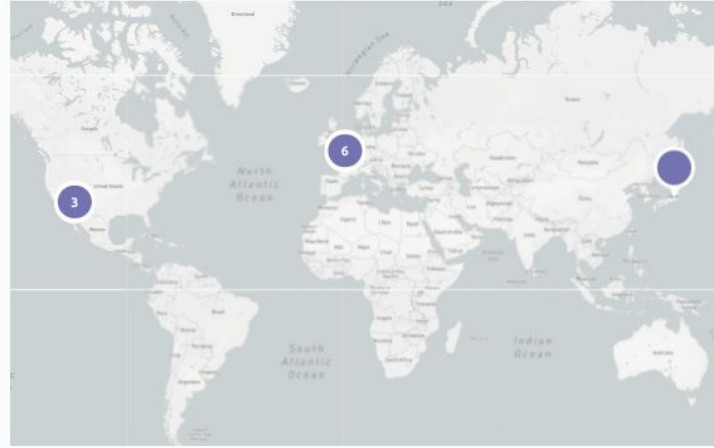


Portfolio live map

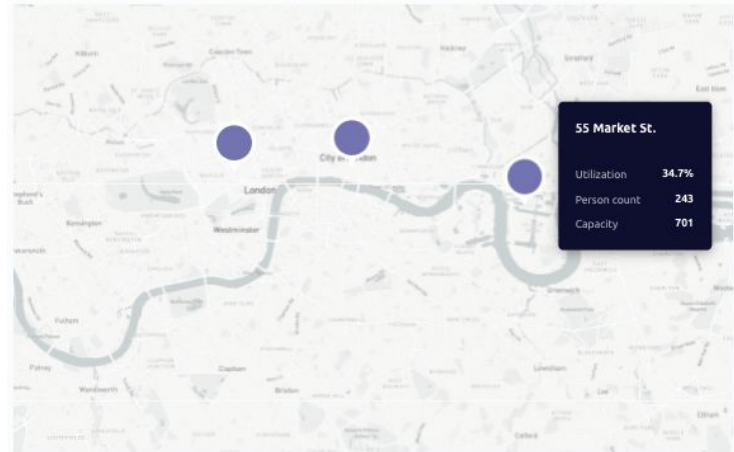
Live map of your real estate portfolio and key metrics

Dynamic zoom capabilities for more granular insights

ANALYTICS LIVE MAP



ANALYTICS LIVE MAP



Live space usage

Live sensor data reports which spaces are occupied, passively utilized (by objects) and which spaces are available for use



FREE	24/156
Box	4/10
Collaborative space	3/5
Lounge area	1/3
Meeting room	3/15
Workstation	13/102

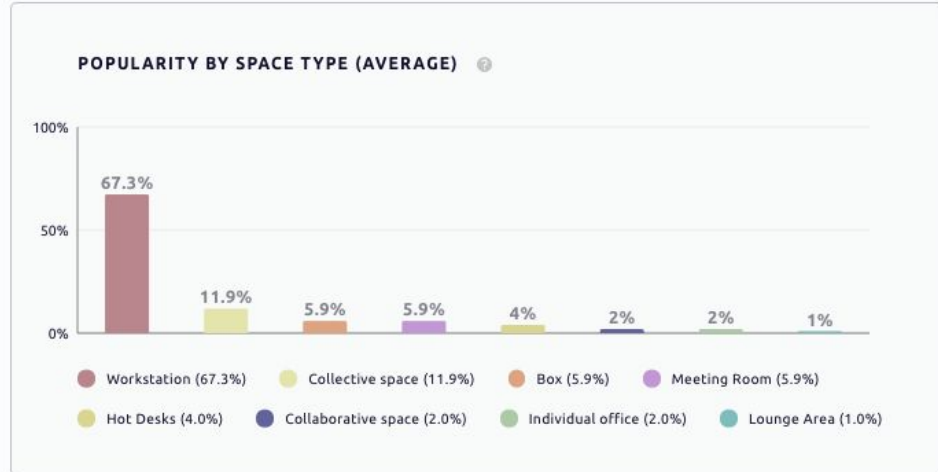
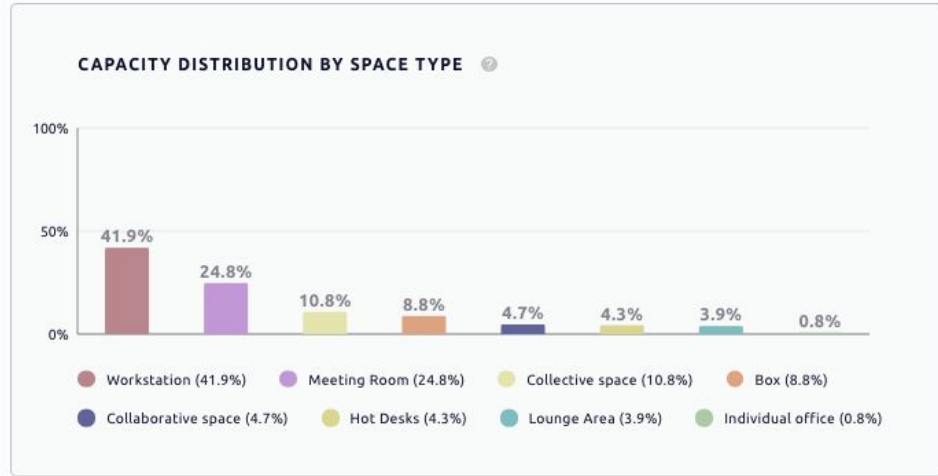
OCCUPIED	105/156	# OF PEOPLE
Box	6/10	6
Collaborative space	1/5	1
Hot desks	17/20	17
Individual office	1/1	1
Lounge area	2/3	2
Meeting room	12/15	12
Workstation	66/102	66

SIGNS OF LIFE	27/156
Collaborative space	1/5
Hot desks	3/20
Workstation	23/102



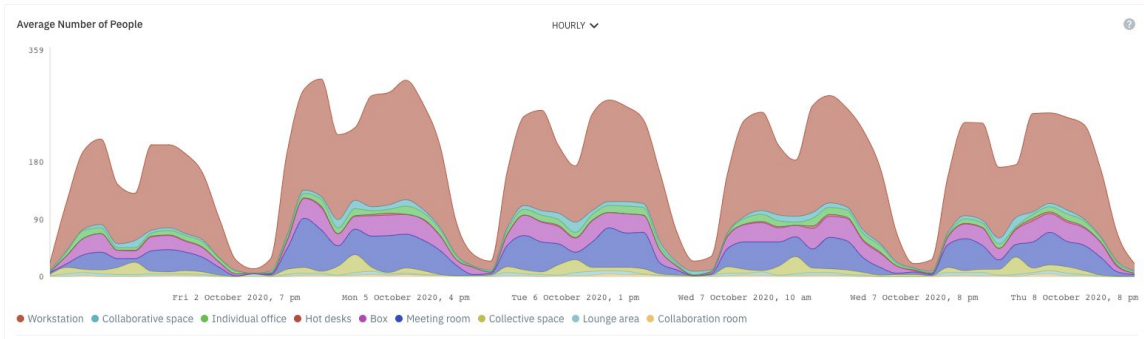
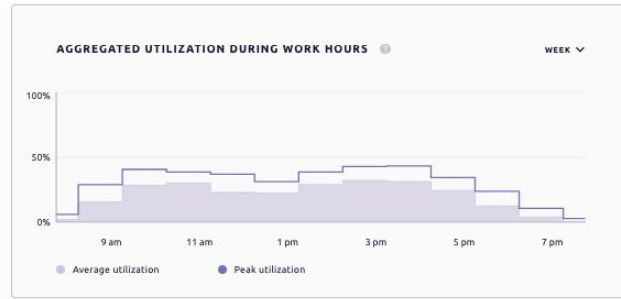
Space Distribution

Assess the popularity per space type, compared to their capacity distribution



Trends & patterns

Analyze your trend data over time, and determine your ideal space configuration



Schedule Meeting Analytics

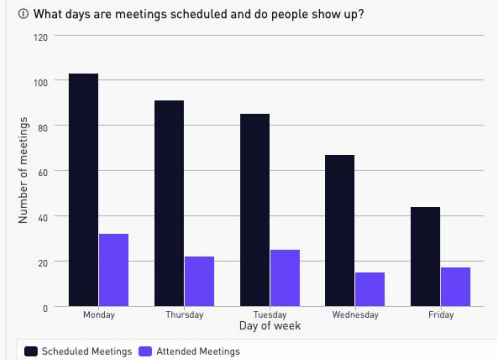
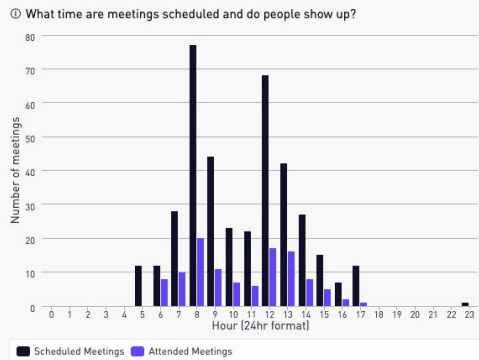
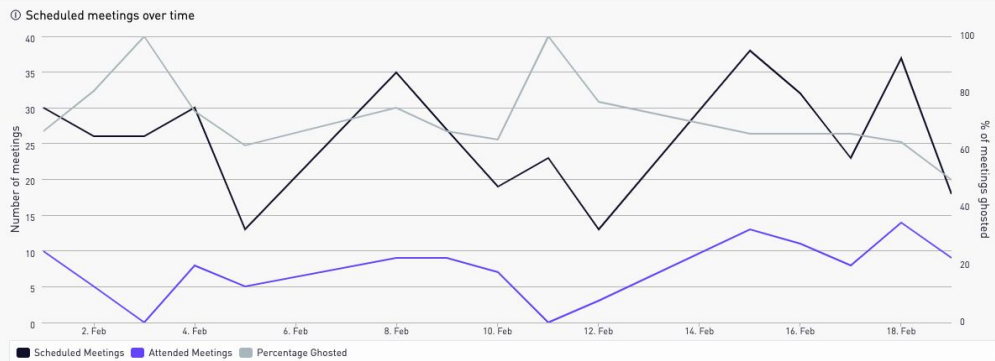
How many meetings are scheduled and do people utilize the booked spaces?

Available through out-of-box reservation data integrations, including O365



VergeSense Confidential 2020

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Thank you

