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**Your technology solutions checklist for
driving the value of your property.**

1. You need a customized plan

Sounds obvious, right? Of course, you start with a plan. While the need for proper planning is clear, the onslaught of new technologies, evolving customer expectations and trends in the real estate and property market can make the planning process feel foggier. That said, your planning process really comes down to a few big, but simple questions.

What are the business objectives of your property/ies?

Technology should never be for technology's sake. All technology investments need to be tied directly to business outcomes, and both top and bottom-line financial growth.

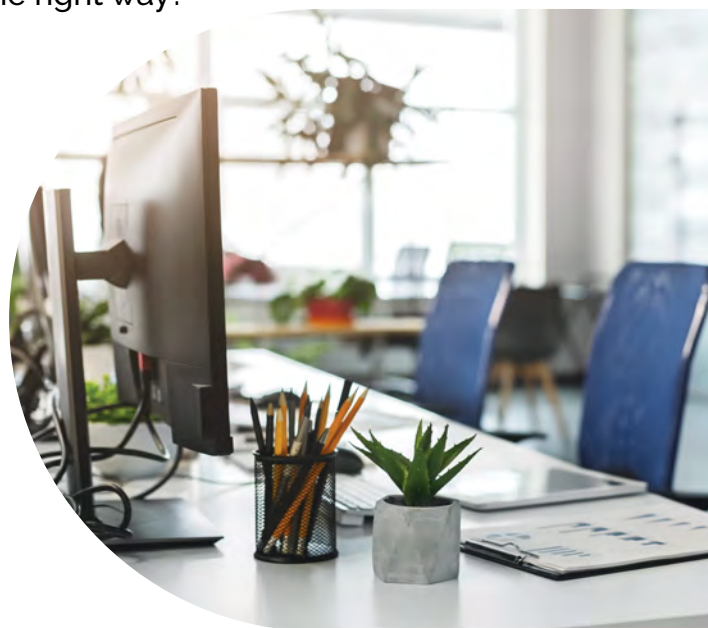
What are the national “must-have” standards that must be applied to each individual property or area of the building?

Differences between buildings can be vast across several measures. Many managers struggle with balancing the efficiency of national or building-wide standards and the pitfalls of a “cookie-cutter” approach. Which way is the right way?

Both. Your project needs to establish benchmarks that ensure there are no weak links, as well as tailored plans where needed.

What are the short- and long-term goals for how technology will be integrated?

While new builds have the luxury of a clean slate, retrofits and update projects need to account for the integration of new and existing technology. You need a plan to include integration of new, and abatement of old.



2. Connectivity

Connectivity matters. It has become the fifth utility in any commercial building. Wireless connection to the Internet is no longer an amenity and features among the top three most important factors for tenants searching for office space.

The absolute need for connectivity comes from two distinct needs :



The tenants will demand it.

The demand for uninterrupted connection from the curb to the desk is the new normal. The building must respond to when and how people want to work.

Integration is key.

Optimal user experience and building efficiency can only be achieved when building systems can be integrated and speak to each other. This new, and fast-evolving world of Smarter buildings is dependent on this flow of information - including previous dead zones like elevator shafts and parking garages.

3. Security

Security can be a game-changer. It is arguably the most foundational requirement of any space, and user expectations are growing rapidly. We need to rethink our approach to building security. In addition, the baseline of controlling building access is that security now includes how traffic moves and flows within a building.

Restricted access points like card swipes now offer critical data on where and how a building is being used, which in turn can drive reactive and proactive decisions about how the building should be set up.



Furthermore, the data garnered from these security sensors can be shared with tenants so that they feel secure about the systems that are in place and can make informed decisions about their own use of the building - like choosing low traffic times for various spaces.

4. Audio-Visual

The way in which we interact with our spaces will change. From traffic to temperature, tenants want to be informed about their spaces. AV solutions in common spaces will help bring the story of a building to the forefront and provide a critical differentiator in the market.

Industry reports continually highlight the significance of AV to enable human communication, yet the technology continues to be a frequent source of frustration and a driver for tenants' low satisfaction with many current systems. Creatively designed and optimally integrated AV systems can be a key differentiator for places that people work, play, live, and worship.

Where we apply AV solutions

- Meeting & Conference Spaces
- Unified & Video Communications
- Learning Centres & Distance Education
- Command & Control, Network, and Emergency Operations Centres
- Digital Signage & Wayfinding
- Dynamic Digital Architecture
- Interactive Multimedia Systems



5. Environmental, Social and Governance

ESG will move from the back seat to the front. Long regarded as a nice to have, it will become a must-have from all angles of the market. ESG will become a core solution in driving bottom-line revenues and will also help secure top line growth as tenants start to demand it, and potentially pay a premium for it. The right ESG path starts with a two-way conversation with tenants with informed data driven initiatives to drive ESG priorities.

The introduction of more stringent, regulatory requirements aimed at improving energy efficiency and reducing carbon emissions has been met with building management systems that are more complex than ever before.

Modern Building Management Systems can be used to monitor and control a wide range of building systems, allow modes of operation, energy use, and environmental conditions to be monitored and controlled to optimize performance and comfort.

Environmental, social and governance work hand-in-hand to offer sustainable and socially conscious solutions tenants are looking for.

