What is the service offering?

✅ Within the asset management space, Smart buildings provide customers with everything from Project Consultancy (inc high / level design architecture) through to hardware product manufacturer, software development within the z3ro platform and product install / commissioning – each service delivered via in house resources.

✅ Core propositions include connecting core building assets (Building Management Systems (BMS), access control, security systems etc) to the z3ro cloud platform via inhouse developed sensing hardware, to centralise the multiple products a customer has to manage - into one single pain of glass software application. Customers can then remotely manage, monitor and automate traditional maintenance tasks; saving time on engineer visits, costs associated, unnecessary carbon impact of the engineer cycle and increased productivity to staff on site through more efficient buildings.

✅ z3ro is the digital eco system Smart buildings Ltd created and utilise to host all integrable applications across the Space, Asset, Zero carbon and Living value propositions.

✅ The asset solution is sold in 2 models. Option 1 as a stand alone solution / service (particularly effective with customers that either wish to increase their digital innovation footprint), or where customers have rationalised their portfolios through leaner FTE / supplier methods - but still require innovation inclusion to continue their evolution path.

✅ Option 2 see's the solution sold as an integrator, either connecting the zero carbon value propositions which introduces preventative maintenance via early monitoring (Smart bureau or c3ntinal), or connecting the assets within a plant room to the smart spaces solution the assets reside in; customers then have the option to reduce from 1 through 3 pockets of spend and environmental impacts via these 2 integration methods.

How can the capability contribute to carbon reduction?

✅ At a service level – integrating key asset information in near real time, with remote capabilities to manage quick fixes (temperature set point changes or system overrides e.g.) - all visible via the z3ro mobile application or web page; reduce engineer related travel to fix issues remotely resolved. In addition this process allows building owners and users to accurately predict future

usage, and act/resolve in advance - via use of more sustainable solutions (renewable, battery, solar, optimised space management e.g.). All of which are key ways of reducing negative carbon impacts and significant costs.

✅ At a product level, each hardware component used has carbon support features including Bluetooth low emissions (BLE) which provides considerably reduced power consumption, and costs; while maintaining a similar communication range as classic Bluetooth for elements such as asset tagging / tracking as an example. Through to use of broader wireless technologies such as zigbee which connects different internet of things (IoT) technologies in Self-Forming, Self-Healing MESH forms at low powers, to automate tasks such as controlling blinds within a room as another example.

How can the Capability contribute to a client's Social Value KPIs?

✅ By introducing Smart asset solutions, budget holders can invest with confidence in return / outcome durations, enabling increased focus on re investing the savings / avoidance back into local resources and / or community initiatives.

✅ Smart solutions both directly and indirectly (via stronger supplychain management and optimisation) are proven to reduce waste and associated emissions by up to 40%.

✅ Enables clients to offer end users the ability to use the z3ro mobile or web application, to control how when and where they book either workspaces or meetings; inline with the government push for flexible working.

✅ Numerous features inc find a colleague enable users to align themselves with key colleagues if they are to attend an office / meeting to increase user satisfaction.

✅ The app has imminent roadmap features to integrate broader than space booking, to incorporate event booking, social activity, display local amenities (inc tube / rail / food etc) — all of which support social drives within user groups.

What are the key client benefits?

✅ Staff productivity increases – Air quality improvements, controllable spaces and assets within, advantageous working conditions / environments.

✅ Cost avoidance, savings and certainty – Asset automation reducing either the frequency and / or need for some traditional maintenance tasks (AHU, Fire, Water); remote control over issues before they become and issue or during the event; central portfolio / divisional performance visibility in near real time, enabling early interventions. All of which saving certifying and / or avoiding costs.

✅ Environmental support – More efficient people, assets and processes = fewer negative impacts on the environment; alongside an ability to provide guarantees against environmental targets for business owners / investors.

Can the capability contribute to a client's efforts at embedding a particular UN Sustainability Development Goal, if so, which one(s)?

Of Equans's 11 direct contributions at least the following 9 can be impacted by the Smart Assets solution;

3 Good Health & Well-being

6 Clean Water & Sanitation

7 Affordable & Clean Energy

8 Decent Work & Economic Growth

9 Industry, Innovation & Infrastructure

11 Sustainable Cities & Communities

12 Responsible Consumption & Production

13 Climate Action

17 Partnerships for the Goals

In which buildings, markets or sectors is the Capability most applicable?

✅ The general advantage of smart buildings (which was a key driver for the Equans acquisition) is the agnostic integration capabilities. Smart solutions can be implemented into any building type from new build to retrofit locations within corporate office spaces (anything from car dealerships to banks and government buildings); right thought to domestic / residential spaces. The key is introducing non-intrusive efficient wired / wireless sensor networks, feeding data to the z3ro software platform (+ cloud), enabling users to make remote / automated decisions helping to manage their daily operations more efficiently.

Reduce maintenance & energy costs by up to 30%: A single platform to monitor & control occupancy, integrate air quality and isolated building management platforms and keep your staff and buildings at optimal performance 24/7.

Who buys it today?

✅ Smart buildings have a wide range of customer relationships across the Retail and Commercial (Cubex / CEG group), Healthcare (Midland Metropolitan Hospital), Education (Studytel), & Government (HMCTs) arenas; which demonstrate that as long as you have a building with a set of assets within it – Smart buildings have a solution. The current strategic focus is working with upfront Asset Owners / Investors who are investing capital in New / retro fit long term projects, whereby Smart Buildings can install infrastructure that enables incremental connection of technologies over time - to continually evolve the performance of their building(s).

How is the solution delivered?

✅ The Smart asset solution(s) are delivered inhouse from manufacture through development, test, to implementation & management. The Smart buildings team install owned hardware to customer sites, then the smart buildings development team commission key users on to z3ro platform so they can utilise the software via permissioned rights; with a service management process inplace via the Smart buildings service desk.

✅ The solution is also available as a Software only solution under a software as a service (SaaS) agreement whereby users are simply commissioned onto the platform to manage assets remotely, via digital drawings and pre input BMS controls withing the z3ro application.

What are the commercial benefits?

✅ **Cost Savings** - better usage of assets can save between 20 - 30% of the FM spend within their budget.

✅ **Integrable** - Linking spaces into broader asset management strategies (i.e. Using the infrastructure for space management to introduce further sensing to building assets for automation and remote controlling) can save customers up to 40% on their total operational + space maintenance budgets.

✅ **Cost certainty** – clear control over space and asset usage provides an energy reduction blueprint which can avoid millions in KPI deductions across portfolios / sectors. This is currently being evidenced by the closer workings with the Equans Public Sector teams and contracts, that have significant commercial exposure to digitally reduce this risk.

What is unique or innovative about it?

✅ Unlike the competition, Smart Buildings Ltd's Asset Management solutions are delivered inhouse from manufacture through development, test, to implementation & management. This provides full control and visibility across each layer of the process which are benefits that flow through to customers in the form of savings, guarantees or simply early informed hard evidence.

✅ Whereas the competitions sole focus in in their individual markets (i.e. BMS manufacturers providing install & maintenance solutions for BMS specifically), Smart Buildings Ltd's focus is on integrating key building and operational components, and providing building owners and occupiers with one single pain of glass platform (z3ro) to manage their budgets in full – not in isolation. This enables business decisions via one source of the truth with significant reductions in unnecessary spend (replacing multiple supplier operations / lack of operational with remote control of buildings in near real time via sensors / analytics e.g.).

Feel free to contact us so we can support you on your journey to a smarter building.

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smart buildings