

What is the service offering?

- ✓ The Smart (connected) Living solution focuses on connecting users with the assets in their dwelling (such as changing temperature set points, blind control, lighting control, door alarm integration etc); via the inhouse Smart Buildings hardware solutions (e.g. multisense), all controlled either directly or remotely via the single pain of glass z3ro application.
- ✓ 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 output is the ability for landlords, tenants & housing associations to drive tangible benefits which include reducing carbon through reduction in unnecessary asset usage, provision of big data on usage and spend for building owners usage to enable commercial guarantee agreements with the tenants, improvements to the lives of residents who also have the ability to increase social value through the social and amenities elements of the application, aswell as living in environments that enhance their wellbeing - all through connected technology.

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.

- ✓ Additionally the introduction of solar PV generation and intelligent sharing of renewable energy - within local communities via PV systems, helps to balance grids and limits the amount of carbon contributed by Housing / Dwellings into the wider environment.

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

- ✓ By introducing smart 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.
- ✓ Working together in local communities: sharing excess energy generated by neighbouring buildings via controls - powered by the z3ro app, creates a sense of green communities both locally and the broader environment, whilst boosting local morale and wellbeing.

What are the key client benefits?

- ✓ Commercial savings / guarantees - driven by early understanding and reaction to spikes in consumption, alongside encouragement of more sustainable behaviours ... controllable via the z3ro application.

- ✓ Ability for landlords and building owners to demonstrate tangible commitments to the UK zero carbon (and associated) target KPI's.
- ✓ Increased welling of local users / residents.
- ✓ More connected communities with a common ethos.
- ✓ Preservation of unnecessary carbon impacts on the environment.

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?

- ✓ Predominant focus is on the residential construction, social housing & private rented sectors (PRS).
- ✓ However as highlighted throughout the alternative solutions, the general advantage of Smart Buildings Ltd (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.

Who buys it today?

- ✓ Key large scale portfolio investors such as Cheyne Capital, Studytel & Kingston University are a few investor / education customers Smart Buildings are currently developing residential / dwelling solutions for; amongst a list of local target investors and developers will developing pipeline interest.

How is the solution delivered?

- ✓ The Smart Living solution is delivered inhouse from manufacture through development, test, to implementation & support. 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 in place via the Smart buildings service desk.

Reduce carbon impact whilst increasing commercial

certainty: A single platform to monitor & control energy usage, increase well being, create connected communities and keep your properties at optimal performance 24/7.

In the smart living doc on page two under client benefits it says “increased welling of local users / residents” can the word welling be changed to “wellbeing”. On the same page within the UN sustainability’s goal section directly after it says “the following 9 can be impacted by the smart assets solution” can the words “asset solution being changed to living solution”.

What are the commercial benefits?

- ✓ **Building owner yield increases** – a smart, higher-performing building can conservatively add as much as 11.8% in lease value, alongside 5% - 35% higher sale values.
- ✓ **Tenant cost savings** - better usage of assets within the building can conservatively save users between 3 – 5% energy reductions which can potentially offset rental rate rises.

What is unique or innovative about it?

- ✓ Unlike the competition, Smart Buildings Ltd's 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. Controls manufactures providing install & maintenance solutions within the sector 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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