## What is the service offering?

✅ Smart spaces is the provision of digital room and space management solutions accessible by the smart z3ro software platform.

✅ The solution consists of leased hardware products (including room tablets, space kiosks and sensors to name a few) controlled by the inhouse z3ro software cloud platform; and / or the z3ro mobile application (available in both the apple and android app stores). This enables users to control both rooms and spaces, as well as provide key administrators and managers will full governance control including reporting and analytics.

✅ 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 solution is sold either as a stand alone product / service particularly effective as part of the COVID modern workplace resolutions; or as an integrator to connect to the asset within a room / spaces to form a broader asset management strategy – enabling users and managers to control set points in a room / space (heating, lighting, blinds etc), to drive efficiencies throughout their portfolios.

## How can the capability contribute to carbon reduction?

As a minimum, the solution ticks both the Energy Efficiency and Carbon Compensation capabilities as better usage of space means building owners / manager / occupiers can predict key areas of unused / misused space and re structure their operations, to rectify - saving unnecessary spend and reducing negative environmental impacts across their portfolios, as well as providing a more flexible user experience via an interactive app.

✅ Example would be a building with freely bookable rooms and spaces 5 days a week. This leads to 10 person rooms being booked by 2 people in some instances, or buildings being fully occupied on a Monday and hardly occupied on a Friday yet the building assets still running regardless. They will be using heating, lighting, power etc and overrunning the assets within the room unnecessarily - which increases the likelihood for traditional planned and reactive maintenance repairs. All these factors contribute negative carbon impacts within a building.

✅ With the remotely controllable smart solutions, the building owner can create groups and restrictions of booking capacities, restricting users to book within specific areas or at specific times and or control the asset usage - whilst they are in their meeting via

the room controls functionality; as well remotely reducing the asset after their meeting is complete. All of which reduce energy usage, restrict engineer call out requirements which carry carbon impacts associated with travel etc, and provide the assets with the ability to extend their traditional lifespans through better management, again providing better impacts for the building owner, users and the environment.

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

✓ 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 (including tube / rail / food etc) – all of which support social drives within user groups.

## What are the key client benefits?

✓ Cost savings driven by remote management and asset integration capabilities - Industry reports indicate better managed spaces can save up to 40% of property spend.

✓ User productivity increases – industry reports also prove that more flexibility in working capability coupled with more efficiently run asset within buildings increase end user productivity.

✓ Carbon commitments – Reporting analytics and a stronger certainty around annual building usage / spend enable clients to commit to key suitability KPI's.

## 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 spaces 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.

## Who buys it today?

✅ The technology was introduced as part of the COVID return to work strategic discussion back in September 2020. Since then its been rolled out to the Equans Canary Wharf, Titan Court, Cadmus Court, Kings Yard and Newcastle Contact centre locations; with a roadmap to continue rolling out across the remaining Equans sites alongside a selection of core external customers throughout the remainder of this year+.

## How is the solution delivered?

✅ The solution is delivered inhouse by the Smart buildings team installations team who install owned hardware (where applicable) on a leased basis 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.

✅ 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 spaces via digital drawings and administration functions within the z3ro application.

**Reduce property costs by up to 40%:** 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.

## What are the commercial benefits?

✅ **Cost Savings** - better usage of spaces can save up to 40% of the property 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 30% on their total operational maintenance budget.

✅ **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 whose sole focus in in their individual markets (i.e. Room and space booking manufacturers providing install & maintenance solutions within the space sector specifically), Smart Buildings focus is on integrating key building and operational components, 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.)