

Developing a comprehensive “Smart” telecom & technology strategy.

WHY?



Building Owners and Managers
Association of British Columbia

RYCOM

Welcome!

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What to expect today.

- Why “Smart Buildings” are no longer the future – they’re the buildings of today.
- How leveraging a “Smart Building Strategy” can drive business outcomes and ROI
- How Telecom & Technology are impacting your tenants and property?



What do you want Smart to be?

TENANT SATISFACTION

SECURITY

OPERATIONAL COSTS

ENERGY

CAPITAL COSTS

OPERATIONS

MARKETING

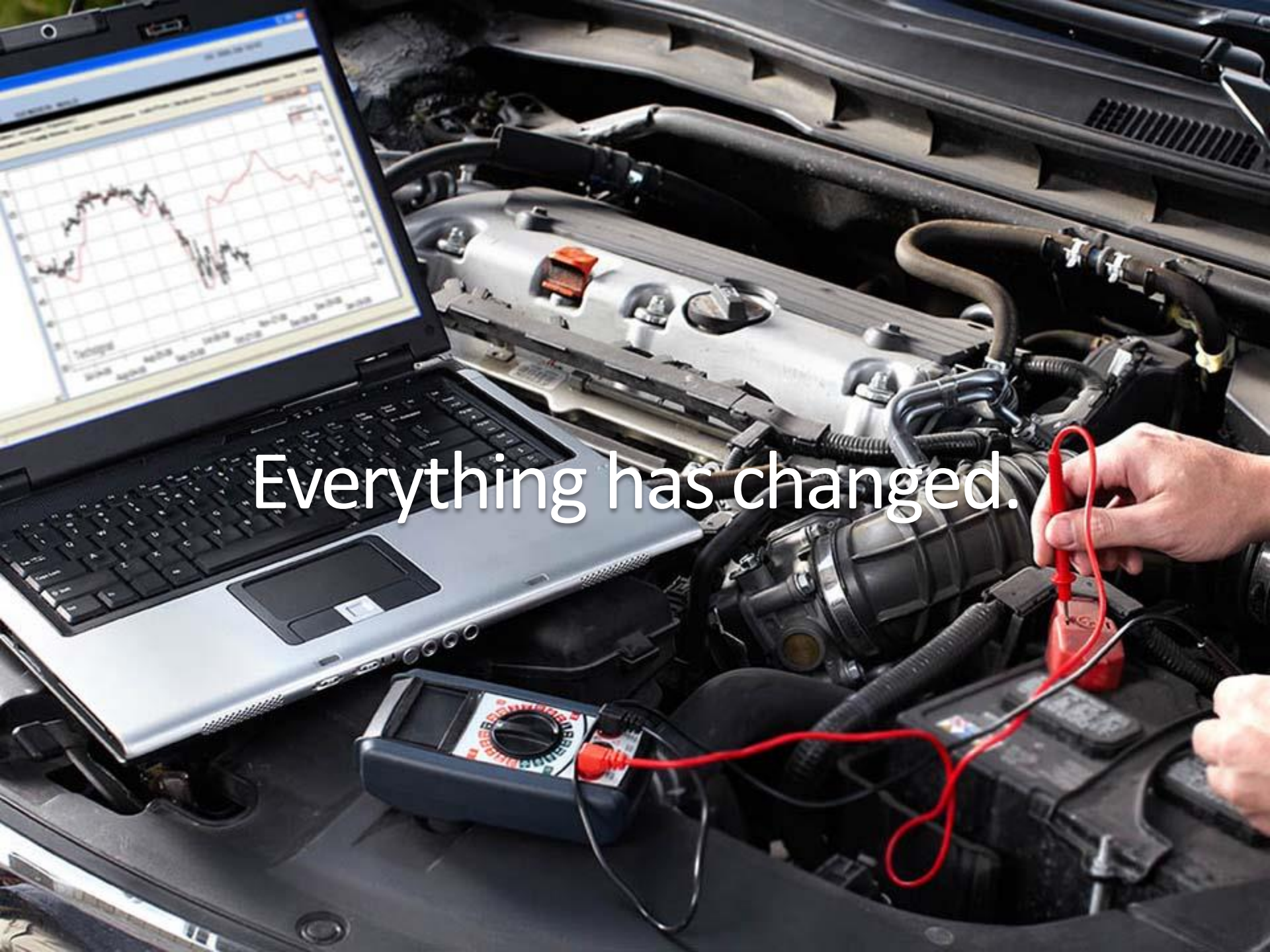
SUSTAINABILITY

LEASING

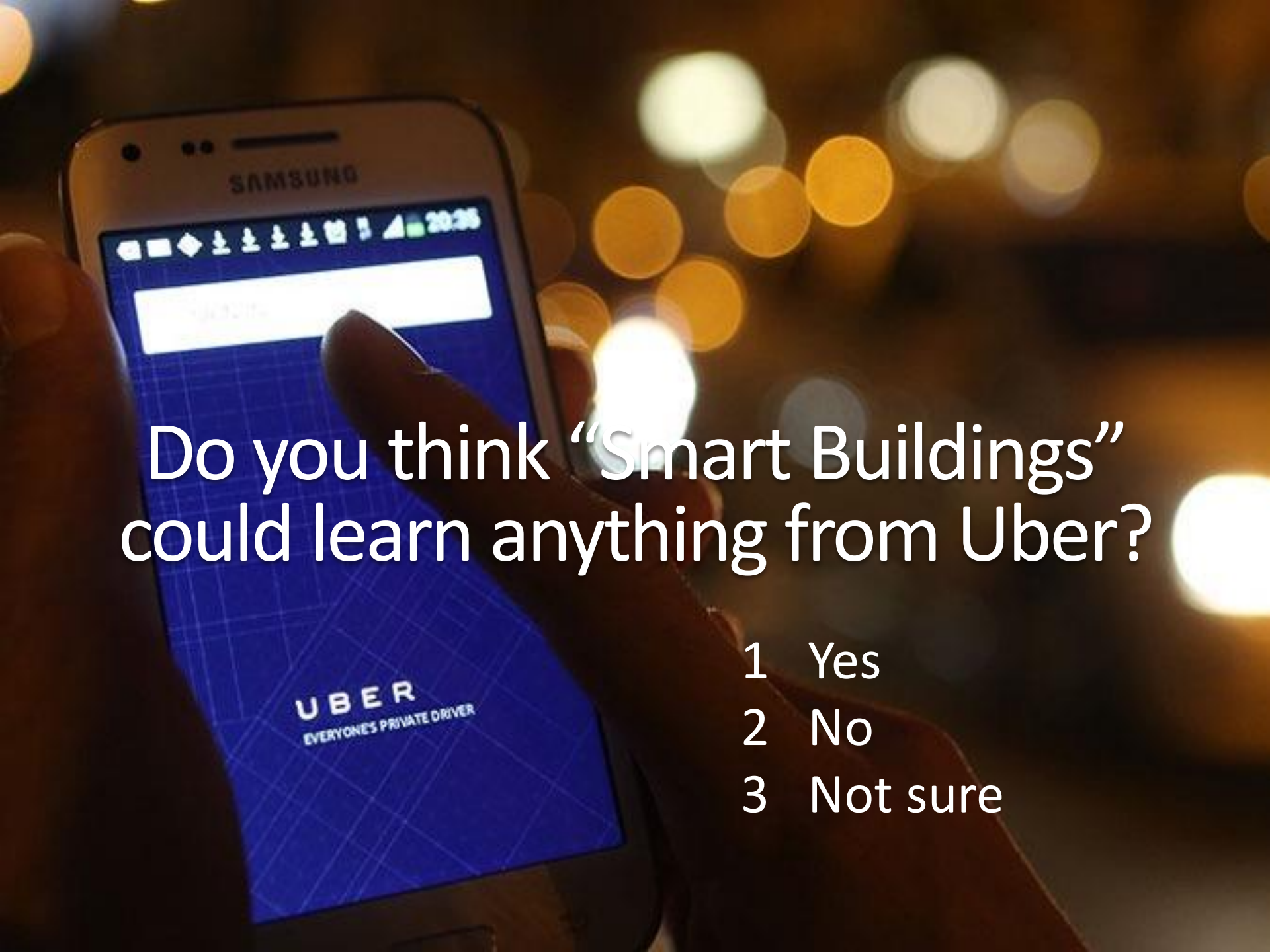
CONTRACT MANAGEMENT



imagine...

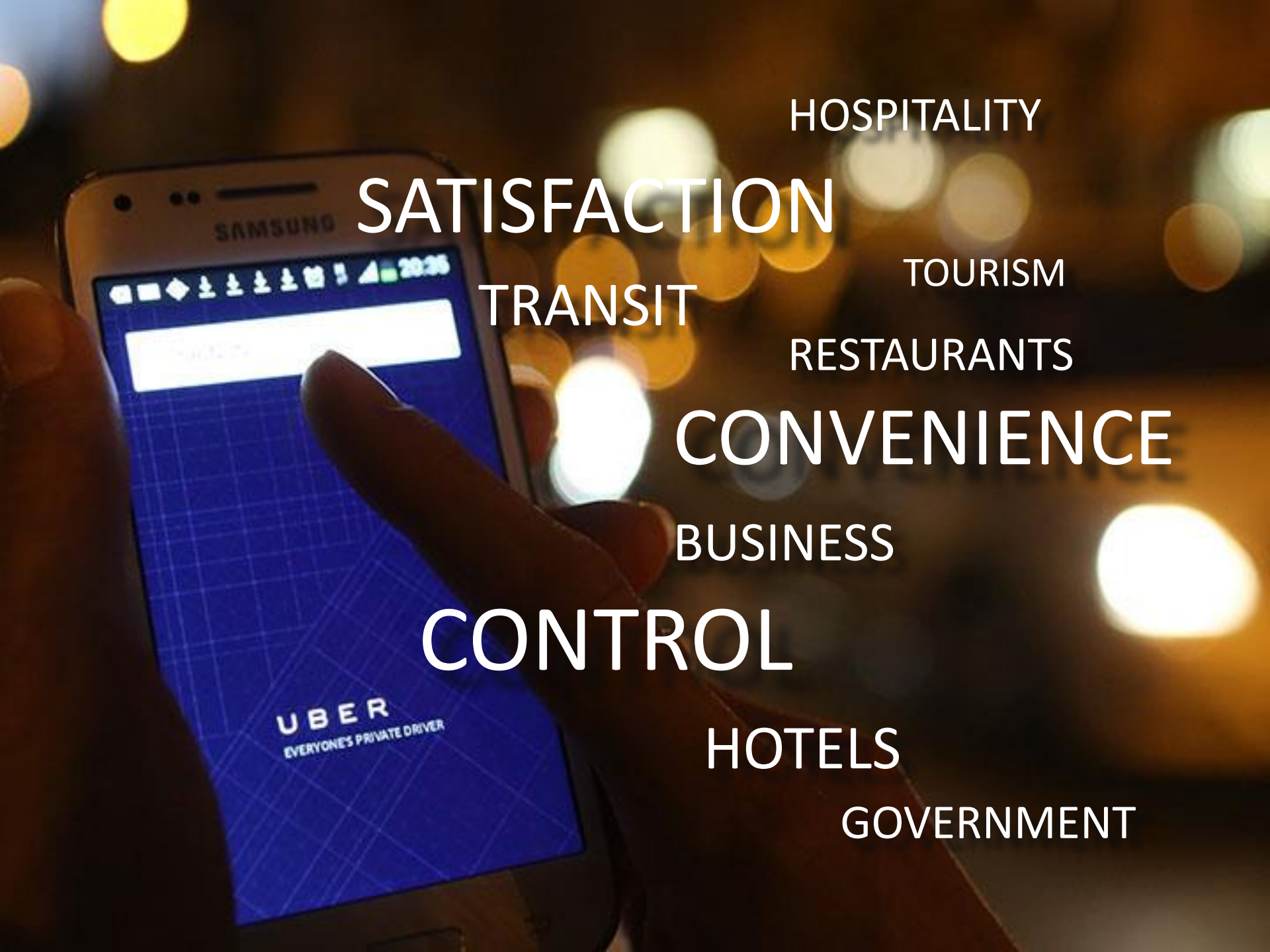


Everything has changed.



Do you think “Smart Buildings”
could learn anything from Uber?

- 1 Yes
- 2 No
- 3 Not sure



HOSPITALITY

SATISFACTION

TOURISM

TRANSIT

RESTAURANTS

CONVENIENCE


BUSINESS

CONTROL


HOTELS

GOVERNMENT

UBER
EVERYONE'S PRIVATE DRIVER

A hand is shown interacting with a digital interface. The interface features a network diagram with nodes and connecting lines. One node is highlighted with a bright orange glow. In the background, there are various data visualizations, including a bar chart, a line graph, and a circular radar chart. The overall color scheme is warm, with orange and yellow tones. The text "What do you think is driving this change?" is overlaid in the center.

What do you think is driving this change?



Tenants/Consumers
Generate &
Consume Data

Information will
accelerate your
performance and
improve how we
serve your business.

Data is creating faster
and more informed decisions.

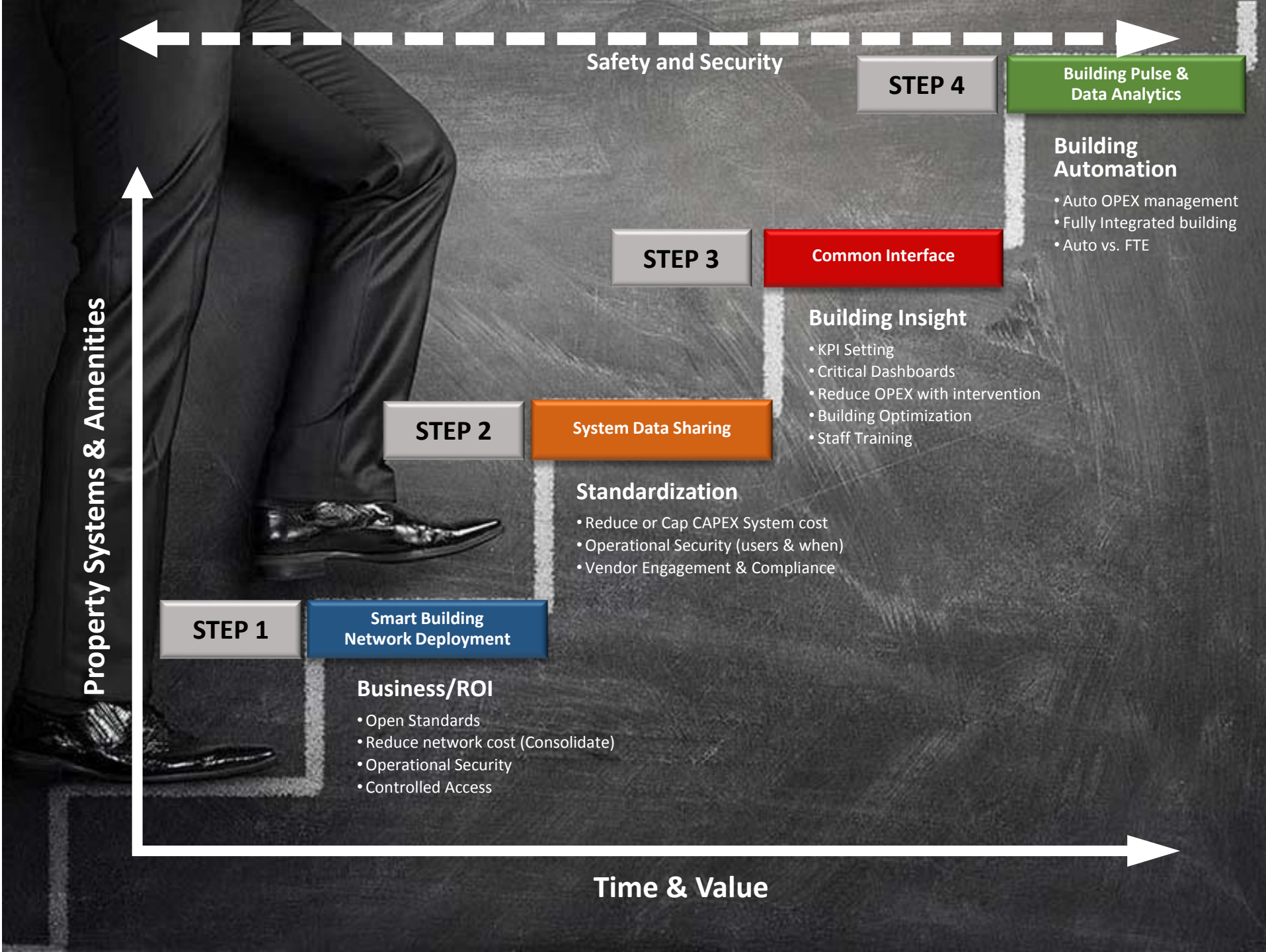
Customize Data
for target
audience

Technology and
data are improving
building operations

What is all this creating?

Doing things better
with the tools
you have.

- At the property, increase automation & integration
- Automated building optimization
- Tenant/Consumers
- Partnerships
- Smart Building + Smart Tenant = New Opportunities
- Tenant & Property Safety and Security



Monetize the investment

| Capital Investment with Separate Networks | | | Total |
|--|--------|--|-------------------------|
| Cabling & Network | Year 1 | BAS People Counting Security | \$236,000 |
| Cabling & Network | Year 2 | BAS Security Wi-Fi Metering Digital Directories | \$201,000 |
| Total Capital Spend in Year 1 and 2 (excludes building system) | | | <u>\$437,000</u> |

| BBN Infrastructure Costs a Building Owned Network | | | Total |
|--|--------|--|-------------------------|
| Integrated Base Building Network | Year 1 | BAS People Counting Security | \$295,705 |
| Integrated Base Building Network | Year 2 | BAS Security Wi-Fi Metering Digital Directories | \$38,783 |
| Total Capital Spend in Year 1 and 2 (excludes building system) | | | <u>\$334,488</u> |

| | |
|---|-------------------------|
| Non-Integrated BBN Capital Cost | \$437,000 |
| Integrated Base Building Network Capital Cost | \$334,488 |
| Capital Savings | <u>\$102,512</u> |

| Recurring Costs for the 6 Building Systems | Total |
|--|------------------------|
| Service Dispatch* | \$12,000 |
| Telecommunication (Internet & Phone) | \$18,800 |
| Building Vendors Maint & Monitoring Costs | \$87,400 |
| Building Vendor Total Costs (with Separate Networks) | \$118,200 |
| Building Owned - BBN Infrastructure Maintenance & Monitoring Costs | \$79,000 |
| Operational Savings in first 6 months | <u>\$38,920</u> |

Site example

| | |
|--|-------------------------|
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| | |
|--|------------------------|
| Operational Savings in first 6 months | <u>\$38,920</u> |
|--|------------------------|

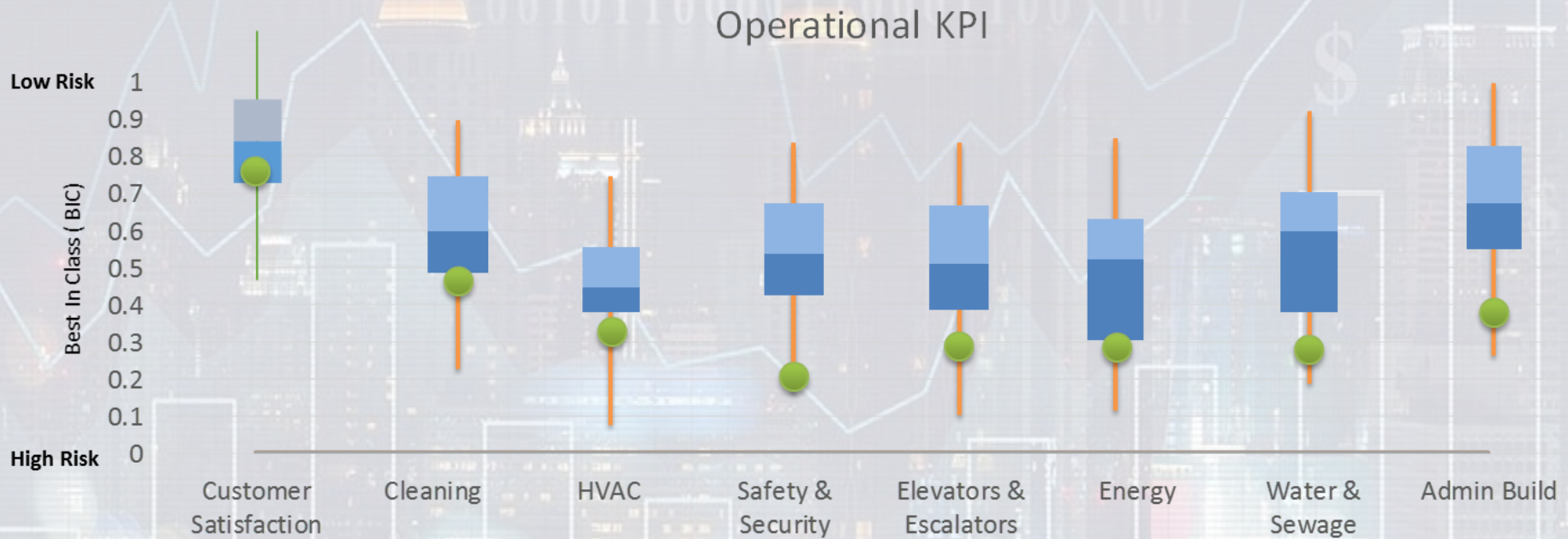


Enhancing Site/Portfolio Value

| Site | GLA | Annual Energy Spend | Ongoing Savings (10%) | OPEX Managed services cost | NOI Change (assume 30% recovery) | Valuation Change (8.5% CAP) |
|--------------------------------|-----------|---------------------|-----------------------|----------------------------|----------------------------------|-----------------------------|
| Example #1 Commercial Property | 651,800 | \$3,240,386 | \$324,038 | \$29,400 | \$226,826 | \$2.67M |
| Example #2 Shopping Centre | 947,000 | \$718,038 | \$71,803 | \$29,400 | \$50,262 | \$591k |
| Example #3 Shopping Centre | 1,500,000 | \$2,191,509 | \$219,150 | \$126,000 | \$153,405 | \$1.8M |
| Total | | | | | | \$5.061M |

STAGE #2 – What could this represent for a Portfolio Deployment?

Monetize the investment/Industry benchmarking





What are the challenges?



TRUSTED ADVISOR

Budget & Planning

Building Vendor Services

Final Blueprint

Implementation

LIFECYCLE MNGT

STRATEGY

OBJECTIVES

Commercial

Retail

TENANTS

Multi-use

Industrial

General Contractor

Inventory/Interview

Engineers

Migration & Management



How do you believe “Smart” will affect the hiring process?

1. Won't have an impact
2. I run the risk of my job being obsolete
3. More specialized and technical
4. Our current skill sets are sufficient

The workforce is changing and everyone is affected.





Why would you employ a data analytics toolset?

The background features a collage of financial data visualizations. At the top, a dashed line graph shows a peak at 84, with other points at 54, 41, and 5. Below this, a pie chart is divided into four segments with percentages: 23%, 28%, 25%, and 24%. To the left, a bar chart shows various values. At the bottom, there are tables of data with columns labeled ASK, PRO, and QUA, and rows of numerical values in Euros (€). The overall theme is financial analysis and data visualization.

REDUCE COSTS

REAL TIME DATA

NATIONAL STANDARDS & CONSISTENCY

TENANT ENGAGEMENT

PRIORITIZE
BUILDING ISSUES

CONTROL





Where do you think data
will have the biggest cost impact
on a property?

BENCHMARKING NO CAPITAL COST

ENERGY SAVINGS

BUILDING VENDOR

PREVENTATIVE MAINTENANCE

OPERATIONAL COSTS

IT

CONTRACTORS

10-15% ENERGY
SAVINGS EOY – TUNING ONLY

9% NATURAL
GAS SAVINGS



“Smart Buildings”
will forever change
the conversation.

Which approach will get you faster results?

- 
1. Buy it
 2. Build it yourself
 3. Partner with a service provider
 4. Do nothing

A man in a dark suit stands with his back to the camera, hands on his hips, facing a large, textured grey wall. On the wall, the word 'BUY' is written in white, bold, sans-serif capital letters. To the left of 'BUY' is a large, white, hand-drawn arrow pointing left. To the right of the man, the word 'RENT' is written in the same white, bold, sans-serif capital letters. To the right of 'RENT' is a large, white, hand-drawn arrow pointing right. The floor is a dark, textured surface.

BUY

RENT



Do you think cyber security
has anything to do with
“Smart Buildings”?

1 Yes

2 No

3 Not sure

[illegible]

If not now,

WHEN?

A close-up photograph of a person's hand holding a small, rectangular, cream-colored card. The hand is positioned with the thumb and index finger gripping the top edge of the card. The card features the text "Q&A" in a large, bold, dark blue sans-serif font. The background is a soft-focus, light blue and white pattern, possibly a shirt or a wall. The lighting is bright and even, highlighting the texture of the skin and the card.

Q&A