



# Putting Smart Building Data to Work

Discover the power of IoT data for space management, energy efficiency and positive business outcomes



## Digitalization

Will the primary enabler be able to handle the challenges in buildings

75%

Of companies see digitalization as a key driver of change processes in buildings.<sup>1</sup>

## Impacts of a Shifting Landscape

The outlook for building environments remains unclear as we wait to understand the lasting effects of the pandemic and as economic uncertainty continues. This requires vigilance, strategy and careful planning to make timely and profitable space decisions.

“ We deeply understand data at the intersection of people, space and work. Through our Data Services offering, we help our customers not just make sense of, but drive real business discovery from their data - with bottom line impacts. ”

– Stefan Schwab  
CEO, Enlighted

### The Environment

Hybrid work has changed the game, economic pressures continue to persist and the need to think lean and be lean is never higher.

### The Challenge

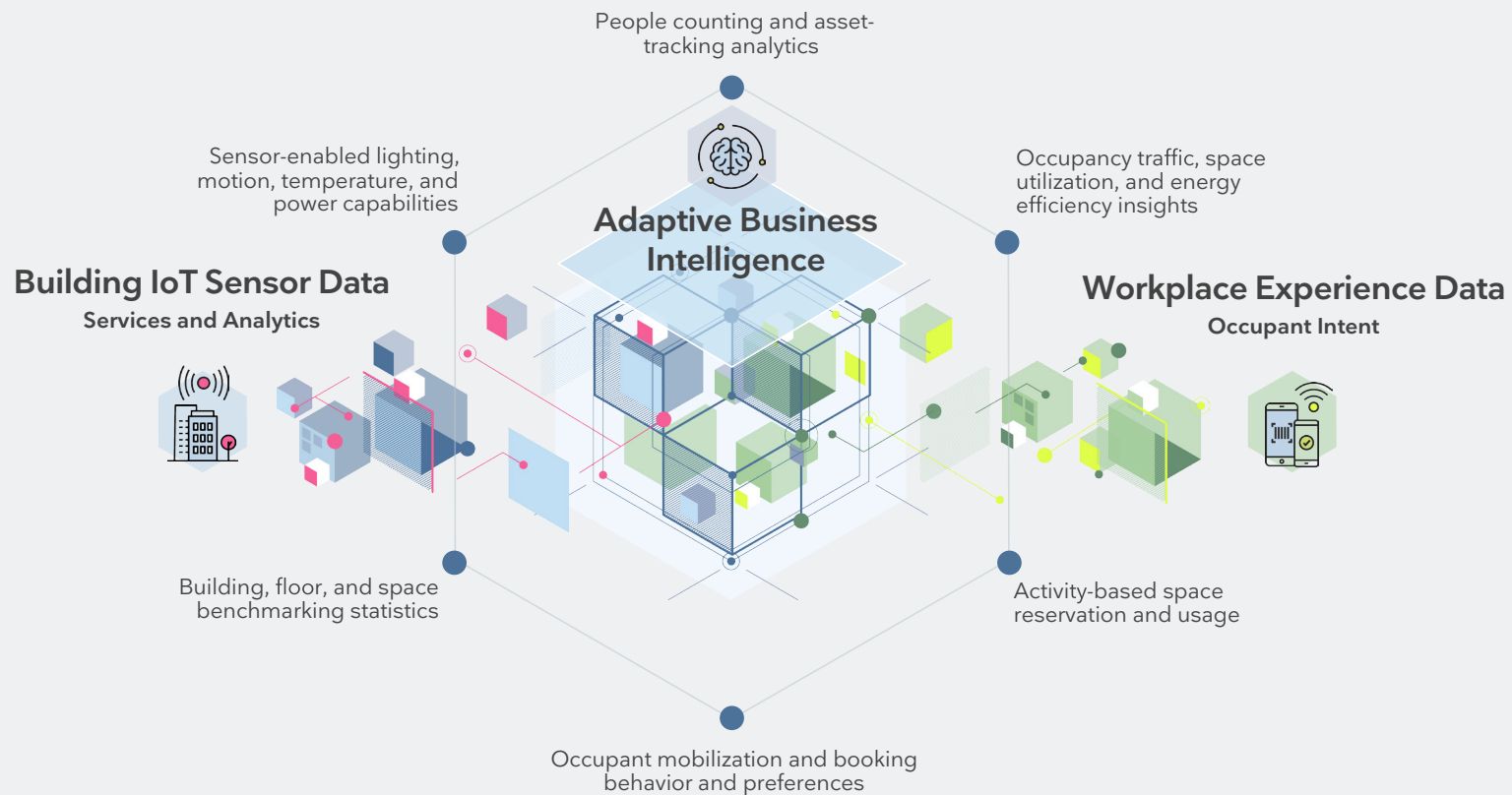
How to make informed, strategic decisions about space expenditures—based on data and emerging trends, while moving towards carbon net zero.

### The Opportunity

Buildings and the activities within can contribute massive amounts of data and insights to help inform the right business decisions.

# Harness the Power of Smart Building IoT Data

What if you could understand everything happening in your spaces? From the campus view down to a room level. And you could use insights from this data to drive efficiencies in energy savings, sustainability and provide spaces that make your occupants the most productive. Enlighted Data Services delivers this level of insight and clarity.



## The Enlighted Approach

**Create** a rich IoT environment, starting with patented sensors embedded in light fixtures.

**Collect** massive volumes of data via a wireless mesh network and store in the cloud.

**Capture** occupant movements and patterns, including behavior data from mobile apps, tags and badges.

**Correlate** into a comprehensive view that reveals opportunities for transformation, while respecting privacy and company policies.

**Deliver** key business insights through intuitive visualizations and multiple Data APIs.



Data Is Our DNA

Collected 65 Times Per Second

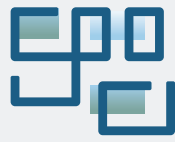
From Over 5M Sensors Globally



**60**  
Countries



**1000+**  
Customers



**420M+**  
Square feet of space



**20+**  
TB data



“ We chose Enlighted for the intelligent scalable lighting system which is powered by state of the art technology and enables the development of other applications for space planning and geo-tracking of goods. ”

– Christophe Gisolet,  
Group Real Estate Director,  
Geodis Group

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# Enlighted Data Services

Your business isn't one-dimensional, and neither are our offerings. Enlighted Data Services delivers across three distinct value pillars: occupancy, assets and energy efficiency. Each set of offerings is designed to address specific business challenges with data APIs, visualizations and the means to derive informed business decisions.



## The Challenge

Understand occupancy of space, utilization, preferences, and trends over time to know the types and quantity of spaces required by occupants, growth projections and changing business requirements.

## Enlighted Delivers

Based on IoT data sensors and app input, view activities via strong and intuitive visualizations or harness a range of Data APIs for analysis with in-house BI tools.



## The Challenge

Lost or stolen assets, inefficient workflows and a basic inability to understand how assets and people are being deployed can lead to high operating costs, frustrated personnel and a lack of cohesion between operating departments.

## Enlighted Delivers

Leverage movement data of both assets and people within the environment to drive better inventory management, asset use and more efficient workflows. Derive real bottom line impact by integrating with an RTLS system of your choice.



## The Challenge

ESG mandates for carbon net zero come with requirements of both understanding and reporting on detailed energy savings. Consolidating this data across the business can be even more challenging.

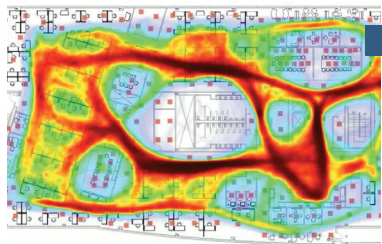
## Enlighted Delivers

Through the Enlighted Manage dashboard, view energy savings by dollar amounts or Kwhr, based on your timeframe selection. See trends and impacts to new lighting configurations and tunings. Download savings data via APIs for consolidation with other company ESG data.

# Occupancy Insights

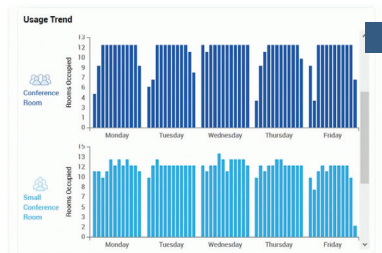
Achieve Space Efficiency with the Right Insights and Tools

To make informed hypotheses and strategies for space utilization aligned to occupant needs, market shifts and business plans, gaining visibility to data insights is key. Enlighted Occupancy Insights offers convenient, consumable and intuitive dashboards for timely data-driven decisions.



## Space

A comprehensive dashboard that transforms occupancy and utilization data into intuitive and compelling visualizations for organizations to understand if and how space is being used, leading to more optimal ways to redesign, acquire or shed real estate. From the real time and historical data collected by Enlighted IoT sensors understand occupancy of space, utilization, preferences, and trends to adapt space to occupant behavior and business needs.



## Insights Access

Analyze both employees' intentions to use office space, via reservation data, as well as actual employee behavior via sensor or WIFI data. These visualizations help answer questions like: Which rooms or desks are being reserved but not used? Which are the most popular rooms and desk traits? Are employees using rooms and desks without reserving them?

## Occupancy Insights Data APIs

Enlighted offers Data APIs for those who wish to leverage other BI or IWMS visualization tools or for integration with other internal applications:

### Real Time Area Occupancy

Know if a zone or floor is occupied to display availability of bookable spaces, report on utilization for spaces.

### Real Time Desk Occupancy

Display or report on utilization of desks.

### Fine-grain Motion

Obtain motion and heat map data such as utilization of large open spaces, and security breaches such as break-ins.

### Shared space Insights Access API

Obtain reservation data by bookable space.

[Explore Occupancy Insights Functionality](#)

# Location Insights

Leverage asset and occupant movement data

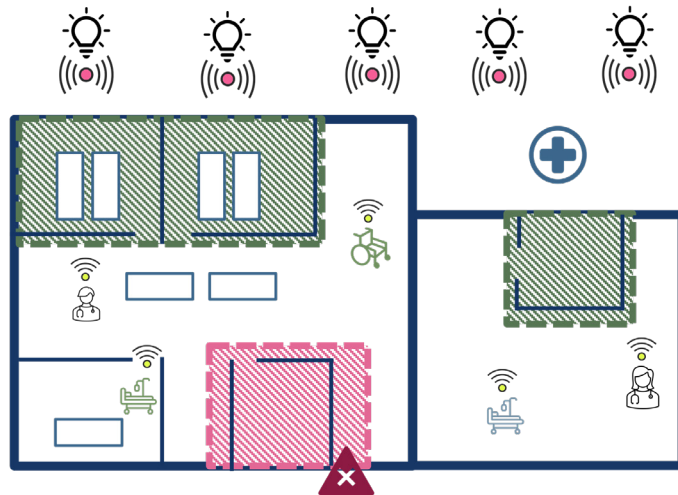
People, facilities, and equipment can be among the biggest areas of costs for companies, but most operations lack adequate systems for monitoring and tracking of people and assets. With data from the Enlighted Lighting solution, Enlighted tags and badges and a wireless grid connection to the cloud, companies can now integrate movement data into their high-value applications.

## Location Insights

begin with Enlighted's Lighting Solution, with data-collecting sensors.

## Location information

is transferred through the API once tags and badges are configured, tested and verified.



## Location Data Applications

### Healthcare

Better track and manage healthcare assets and improve critical patient and staff workflows.

### Manufacturing or Warehouse

Improve worker safety and perform new ways of inventory management.

### Education

Reduce stolen or misplaced school equipment and improve student safety.

### Commercial Office

Track mobile office equipment, alert when restricted locations are breached.





# A Data Partner You Can Trust

Construct your path toward an innovative smart building strategy

Enlighted is trusted by some of the world's largest organizations to orchestrate portfolio transformation at scale with over 1,000+ customer installations with over 2.3 million occupants in 60 countries and growing.

“ Enlighted delivers a level of data insights and analytics, as well as platform agnostic integration, that is unmatched in the industry. ”

– Carlo Vazquez,  
Vice President and Chief Facilities Officer, Community College Allegheny County

“ We needed to understand the dynamics of all spaces to be able to inform sound facilities decisions. With data from Enlighted Data Services – Occupancy Insights, we can gain a complete time-based analysis of activities, movement and occupancy for all types of spaces in our environment. ”

– Senior Project Manager  
Fortune 100 Biopharmaceutical Company



<h3>Technology</h3>	<h3>Healthcare</h3>
<h3>Financial Services</h3>	<h3>Communications</h3>
<h3>Education</h3>	<h3>Other</h3>

# Enlighted Data Services >

Data feeds space optimization.  
Enlighted feeds you data.

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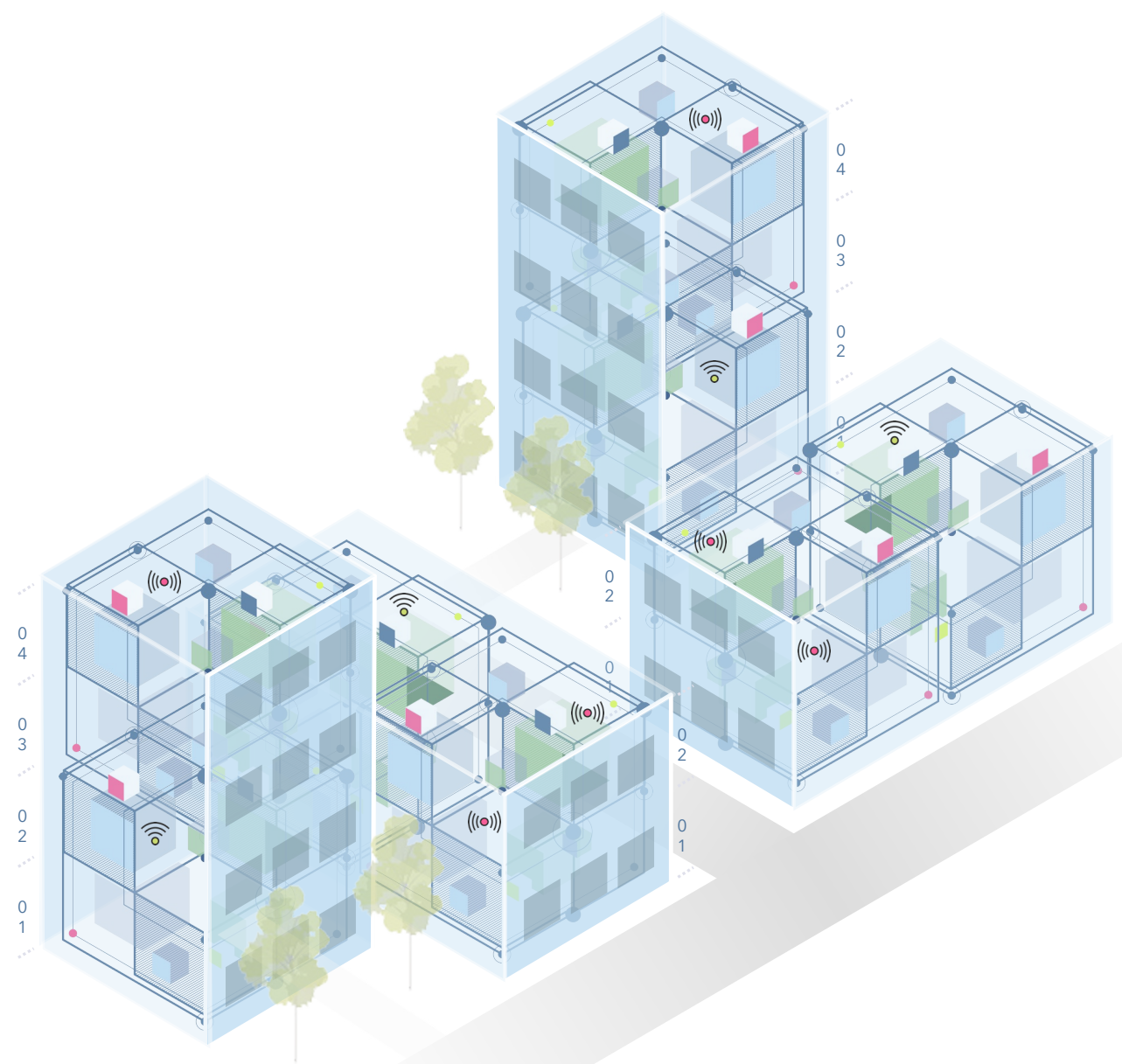
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To learn more about  
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## Sources

<sup>1</sup> ZIA-CREM-Study 2020