

Occupancy Insights Transform the way Space Operates

Enlightened Customers Achieve
Data-driven Space Decisions

Change is the only constant in life

It's no secret that commercial real estate is evolving. Organizations need to lower real estate costs, new working models reduce the need for traditional office areas, and occupants now expect convenient digital experiences when they interact with their spaces and work colleagues. The future of commercial real estate is uncertain, making space planning and resource allocation much more difficult than in years past.

However, those with access to an array of building data and insights are positioned to make the most informed and productive decisions, based on facts, and observed trends. With time-series data captured from patented sensors 65 times per second embedded in lighting fixtures, Enlighted provides a sensing environment that creates a wealth of digitized building visualizations.



Enlighted Customers are Prepared

Presented here are three Enlighted customer stories, from organizations leading the way creating smart, digitized buildings and using smart building IoT data for occupancy insights. They demonstrate what's possible with occupancy data and insights to adjust space to occupant behavior and to meet business objectives.

- 1 Geodis
- 2 Global CRM Organization
- 3 Fortune 100 Biopharma Company

GEODIS

A supply chain Leader uses IoT data insights for smarter and sustainable real estate

Challenge:

With activities in distribution and logistics, Geodis is highly dependent on sustainable, high performing real estate assets. Solutions in place before Enlighted weren't capable of supporting the organization with its goal of making operating assets more efficient.

Objective:

As a global supply chain leader, Geodis sought solutions to make operating assets more efficient, intelligent and more environmentally friendly. The ideal solution would give them the data and insights to improve control over operating costs and enable the dynamic management of real estate.

[Watch Geodis Video](#)



Solution:

Enlighted Smart Lighting and Space Application for Occupancy Insights

Result:

By understanding how spaces are used, lighting and hvac profiles can be adjusted to reduce costs of lighting and cooling.



30%+ cost savings through real time lighting and HVAC optimization based on occupancy.



Expansion plans to increase solutions usage throughout distribution and express business units of the Geodis Group and other lines of business.

Global CRM Organization

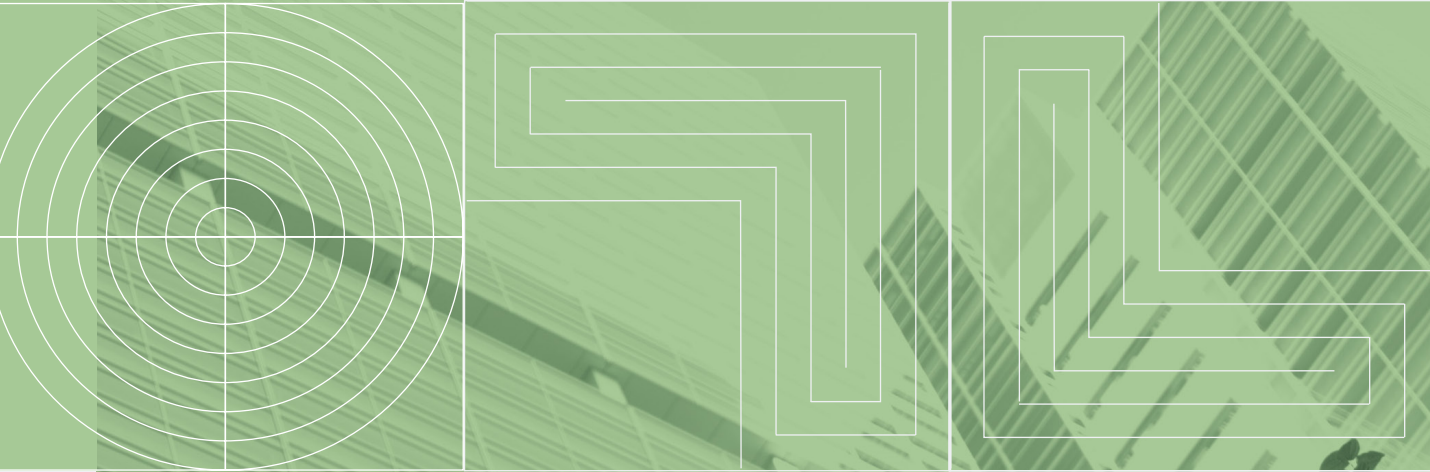
Technology Leader improves occupant experience while implementing a data-driven office reopening strategy

Challenge:

The organization needed a fact-based way to understand which floors should be opened as part of the ongoing post pandemic office reopening strategy. They need to understand occupancy and space utilization to know how many floors are needed as well as what space types and amenities employees used and wanted most.

Objective:

The organization looked for a solution that could give them a single glance at occupancy and utilization across floors and buildings to get a high level understanding of common behavior. They wanted comprehensive reporting functionality to be able to drill into details by time period, event, floor and space types to be able to know, not guess, how to program space.



Solution:

Enlighted Smart Lighting and Space Application for Occupancy Insights

Result:

Solutions to effectively make monthly data-driven space programming decisions such as rearranging zones for activity-based work to improve occupant experience with space.



Monitoring of over 120K Square Feet of office space across San Francisco and Tokyo office buildings.



Use utilization and occupancy data to understand what spaces and space amenities are most used and required for a successful and delightful office experience.



Expansion plans for occupancy insights across more offices to achieve a comprehensive view of regional office spaces.

Fortune 100 Biopharma Company

Pharmaceuticals company uses data to confidently tackle lab and office space decisions

Challenge:

The organization needed a data-driven way to understand occupancy and employee behavior to make space decisions such as, *are more conference rooms needed or are they used incorrectly as offices?* To achieve this, ceiling and people counting sensors were installed across 67k sq. ft. of lab space and office real estate.

Objective:

Understand success of hybrid work policy and occupant behavior patterns to make data-driven space reduction decisions. The ideal solution helped them observe occupancy and space utilization at a glance as well as detailed reporting to share trends and urgent requirements with executive leadership.

Solution:

Enlighted Smart Lighting Solution, Space Application and People Counting for Occupancy Insights

Result:

Granular detail on occupancy and utilization helps understand research space needs for design decisions.



Occupancy and utilization insights in one R&D Lab location with expansion plans to move to several other offices.



Quantified utilization of office work areas, lab spaces, and conference rooms to optimize floor design.



Higher security monitoring of restricted areas.

Construct your smart building IoT 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.

Learn how **Occupancy Insights** can help you address smart building IoT use cases
Visit <https://www.enlightedinc.com>



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