



WorkSpace IQ, enabling corporate real estate managers to monitor their workspace performance as if they were present everywhere, all of the time

WorkSpace IQ is an integrated, intelligent space management solution that allows organisations to maximise the efficient utilisation of their workspace, assets and resources.

Eliminating 100 workspaces can save an organisation more than £1 million annually according to Gartner Group. With stakes that high, it pays to know precisely who is using your real estate for what, when, and for how long.

WorkSpace IQ uses data derived from intelligent building sub-systems (including IP security, intelligent infrastructure management (IIM) & building management systems) and/or low energy sensor networks to provide the real-time business intelligence necessary to manage workspace, users and assets in a more effective and sustainable way.

By deploying WorkSpace IQ, Corporate Real-Estate (CRES) managers are able to monitor the utilisation of their space and track their assets and users in a geospatial context as they move around and interface with building services, whether that is by entering a building, logging onto the corporate network, accessing printers, using a meeting room or by using cashless vending and catering services.

The statistical analysis of the locational data recorded over time by WorkSpace IQ provides CRES managers with the business intelligence necessary to optimise the utilisation of space, provide valuable user services and minimise operational and energy costs.

Industry experts believe that space utilisation estimates are off by 100%. Boston Consulting Group claims that only 40% of corporate real estate is actually being used at any given time. In high-rent districts like London, where the rates are in excess of £100/sq ft, a company that occupies 25,000 sq ft could be wasting upwards of £1M annually.

UNDERSTANDING WHERE & HOW PEOPLE USE YOUR FACILITY

A clear picture of how well a facility is populated at any time, what resources are used by which people and when, provides the critical data from which WorkSpace IQ derives its business intelligence.

WorkSpace IQ's integral IIM platform is integrated with network authentication tools to associate users with their IP devices and desks all set in their geospatial context. Every time an employee uses an ID card to gain access to a location or service, logs in to the corporate network (wired or wireless) or triggers a low energy sensor, it is recorded and analysed by WorkSpace IQ. These events are subsequently located onto the building's floor plans and logged over time to build up a highly accurate picture of how the building's space, energy and resources are being used.

"Companies such as AT&T and Cisco are seeing that hoteling (hot-desking) strategies can trim, by 20 to 30 percent, the footage that they have in their portfolios"

Timothy Kane, President and CEO, Kinetic Workplace Consulting

WorkSpace IQ business intelligence, provides the opportunity to:

- Reduce workspace requirements by up to 25%
- Reduce real estate costs by increasing meeting room & hot desk utilisation by up to 30%
- Reduce on-going desktop and IT move costs by over 20%
- Cut energy costs by over 30% by monitoring and controlling where energy is consumed
- Significantly reduce the organisation's carbon footprint
- Enhance the users' workplace experience & productivity



Leading the way in which intelligent buildings are designed, built and managed



ENERGY EFFICIENCY & REDUCED CARBON FOOTPRINT

WorkSpace IQ also provides an automated way to reduce the amount of energy that is consumed within the workspace. By integrating with BMS, the energy consumption of a meeting room, office, or other workspace is dictated by the occupancy of the room. WorkSpace IQ's geospatial awareness ensures that energy is not consumed in areas that aren't being used. When coupled with the intrinsic benefits associated with intelligent, low voltage LED lighting, WorkSpace IQ provides instant energy savings and an improved carbon footprint.

"The companies that have made high-performance workplace strategies succeed have learned several key lessons. One is that the priority focus must be on people and their work process, not simply space. Work is becoming more collaborative and less place-dependent; workplace-making is about the appropriate holistic integration of people, process, place, tools and technology to enable work anywhere and anytime."
James Rice and Susan Mitchell-Ketzes of HOK Consulting



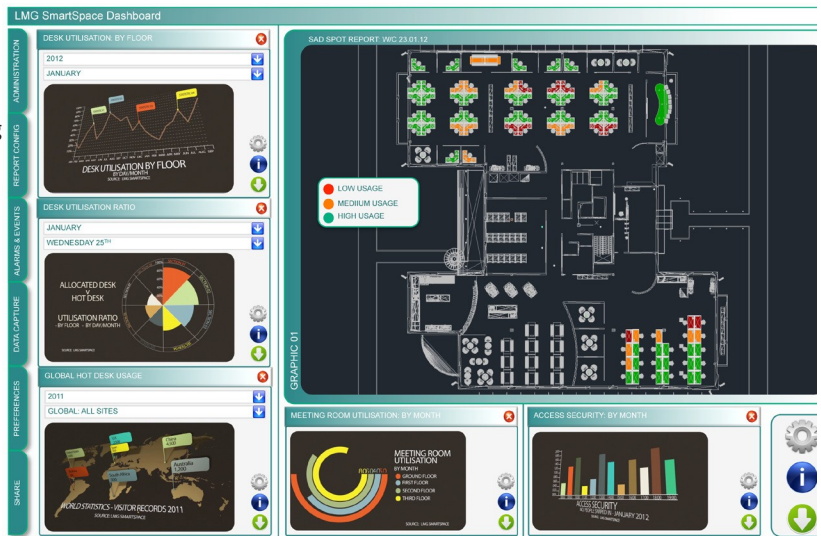
WORKSPACE IQ DASHBOARD & REPORTING

WorkSpace IQ has the unique capability to provide managers with a detailed, real-time view of how efficiently their space, assets and resources are being used; when, where and by whom, down to the individual desktop or service point.

WorkSpace IQ's Dashboards are tailored to each organisation's individual requirements allowing building managers to answer key questions such as:

- How is my building actually performing against what I originally planned?
- Do I need more desk or room capacity and if so, what sort?
- Can I consolidate or liberate my space?

One particular report that has proved extremely popular is the identification of 'Sad Spots'. These are areas or desks that are seldom used. The reasons for under utilisation can be many fold but once provided with the relevant information, building managers can begin to address these issues to ensure that the space is utilised more effectively



CONCLUSION

WorkSpace IQ draws its business intelligence, and therefore delivers the opportunity for cost savings, from an organisation's underlying building sub-systems and best practice IT Service Management and Energy Policy Management processes. Organisations are now adopting this best practice approach as a basic standard and are deriving value from the benefits intrinsic to these technologies and processes. As more businesses are implementing these sub-systems as standard, there are few barriers to gaining the tangible business benefits offered by WorkSpace IQ.

WorkSpace IQ takes these best practice sub-systems and processes and provides additional value by analysing this data to provide the critical business intelligence that enables organisations to realise significant, sustainable cost savings and align their estate with their current a future business needs.

WorkSpace IQ enables a CRES manager to view a building or floor historically or in real-time, anywhere in the world, as if they were physically present, so that they can fully understand how the building and its services are being used...without the need to be everywhere all of the time.



LMG Infrastructure Services specialise in the delivery of both contracted IT Managed Services and IT Framework Agreements to organisations within both the private and public sector. Whether customers require the assurance of a fully contracted managed service or the flexibility of a framework agreement, LMG can tailor a support service to meet those needs with both data-centre and work-space environments.



LMG Infrastructure Build provides a proven streamlined service for installing and implementing IT infrastructure systems and technology. By leveraging our fully trained and certified teams, industry best practices and the latest technologies, LMG manages the entire project lifecycle to guarantee project success. Encompassing both data-centre and work-space environments, LMG Infrastructure Build services are available to both UK and EMEA customers.



LMG's SmartSpace division provides a full port folio of IBIM sub-systems including: physical access control, CCTV, IP lighting, WiFi systems IPTV and Intelligent Infrastructure Management solutions. The LMG SmartSpace software mines the IBIM sub-systems to provide the business intelligence required to optimize building performance.

