

PROPERTY TECH

FROM SILOS TO INTELLIGENCE

How convergence is transforming
Function, Experience & Value
in real estate.



WE STARTED WITH **SILOS**

Technology existed in buildings — but largely in isolation.



TELEPHONY



CCTV



ACCESS
CONTROL



HVAC



LIGHTING



AUDIO VISUAL

“

We had technology in buildings, but we didn't necessarily have intelligent buildings. ▮

THE IMPACT OF TECHNOLOGY SILOS



DISCONNECTED SYSTEMS = HIGHER COSTS | LIMITED INSIGHTS | MORE COMPLEX OPERATIONS

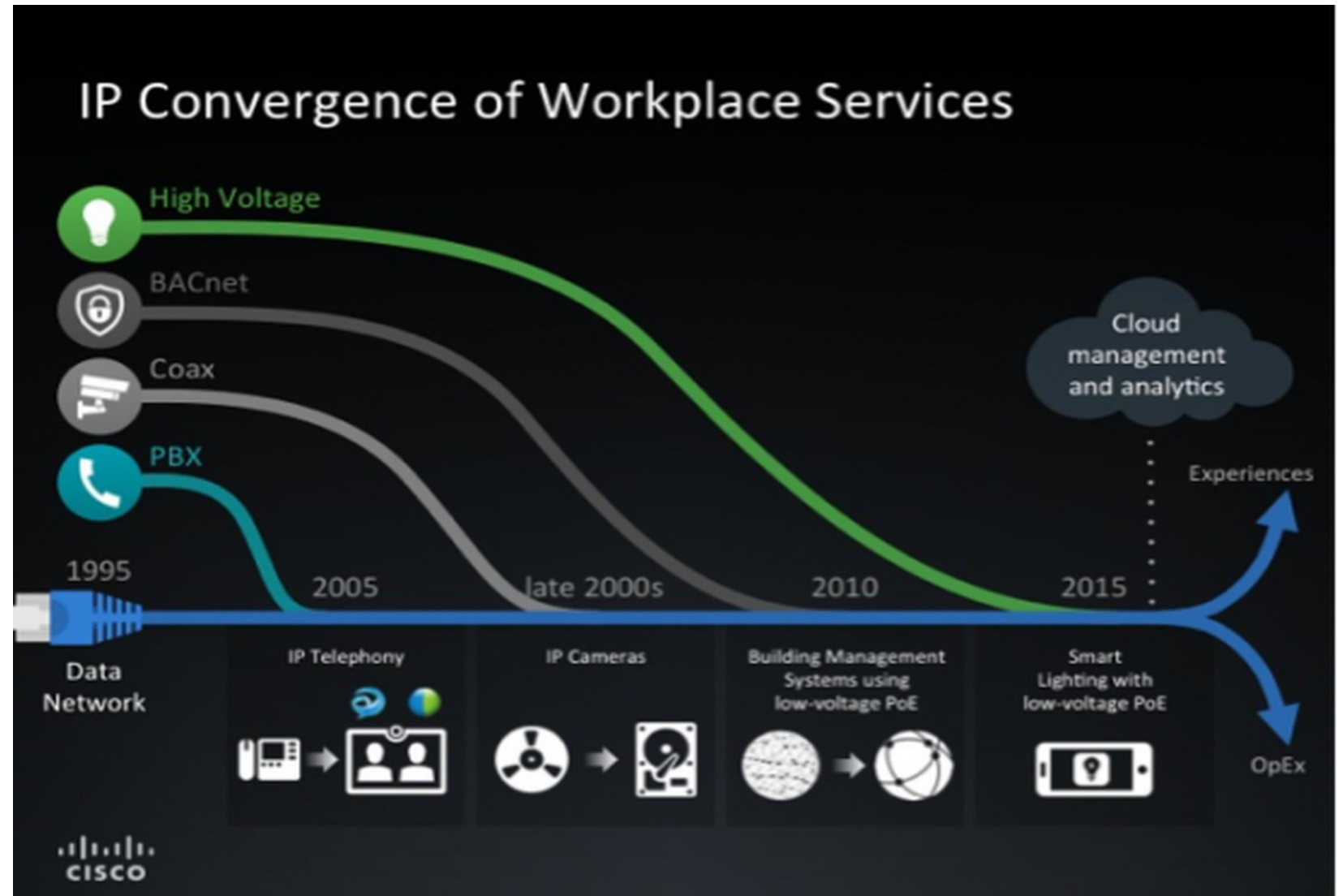
THEN CAME CONVERGENCE

The network became the common digital backbone.



Connectivity allowed systems to talk. Integration allowed them to work together. Intelligence allows buildings to understand, respond and increasingly anticipate.

Living the Convergence Journey



TRANSITIONING TO A UNIFIED, INTELLIGENT BUILDING

Connected data and cloud enable a single platform for building management.

CONNECTED DATA & CLOUD



UNIFIED DATA & INTEGRATION (OPEN STANDARD)

OPERATIONAL
EFFICIENCY,
FUTURE-PROOFING
& LOWER COSTS

1 FUNCTION – DOES THE BUILDING WORK BETTER?

The building moves from control, to automation, to optimization.



CONTROL



AUTOMATION



OPTIMIZATION



Energy efficiency



Central monitoring



Fault alerts



Predictive maintenance



Better use of space

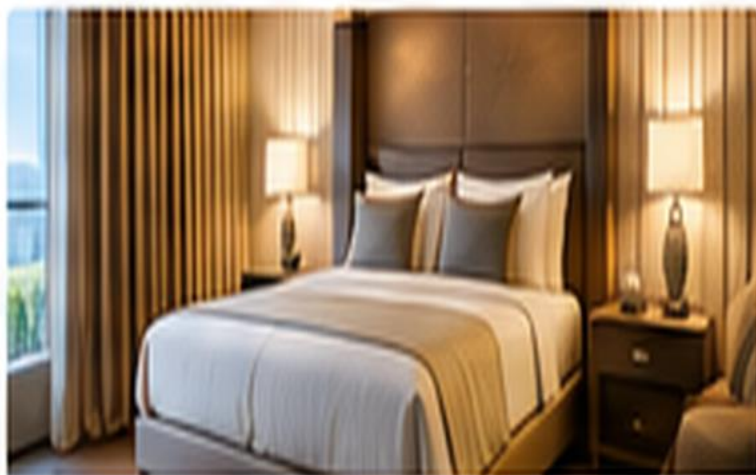
2 EXPERIENCE – SIMPLE ON TOP

The technology can be complex underneath. The experience should be simple on top.



LUXURY HOME

Access | Lighting | Climate | Curtains | Music



HOTEL

Connectivity | Casting | Room comfort | Energy



COMMERCIAL

Access | Wi-Fi | AV | Space & comfort

“The best technology is often the technology the user doesn't notice — they simply notice that the building works.”

3 **VALUE – A BETTER-PERFORMING ASSET**

Convergence only matters if it creates value.



“Technology becomes an investment when we can connect it to an outcome.”



EXPERIENCE YOU CAN BUILD ON



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- TELEPHONY
- TV & IPTV
- CONFERENCING
- PHYSICAL SECURITY
- COMPUTING & SECURITY



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