

Everything you need to know about occupancy in Smart Buildings with Axonize

Physical space is a hot commodity. This statement rings especially true in the workplace, where the workforce and the way it operates continue to evolve. Open floor plans, hotdesking, and co-working spaces are increasingly more common, as workers are becoming more collaborative or mobile. As a result, businesses often have unused space, and they end up wasting on rent, and increasing utility and maintenance costs unnecessarily.

Additionally, research shows that 70% of employees are regularly wasting time in the search of an available workspace, or meeting room. A CBRE workplace survey found that 4 out of 10 office workers spend an hour per week just looking for an available desk, even though 40% of available offices are unoccupied on any given day – representing a significant amount of time and space lost. Decision-makers globally are now turning to IoT to identify patterns to better manage space and reduce costs.

Clearly companies are looking to become smarter with IoT, but where is the best place to start?

To showcase the potential and benefits of IoT, it's often important to select one business case you can effectively track and report back to stakeholders with clear cost-saving metrics. Demonstrating ROI pre-IoT and post-IoT implementation is often the key to bringing more stakeholders on board, enabling the subsequent expansion of IoT initiatives whose value may take longer to realize, such as tenant satisfaction and productivity.

According to companies who have already started their journey, occupancy is the use case that provides the clearest ROI, quickly. Seeing positive financial returns and enhancements in productivity and job satisfaction in short periods of time helps companies to make the case that IoT indeed reaps significant value.

Starting with occupancy comes with a plethora of benefits.

One of the biggest contributors to illness in the world today is stress, and its symptoms can manifest in a number of ways such as headaches, depression, inflammation and reduced immune systems. In the work environment, triggers such as malfunctioning office equipment, inadequate lighting, overcrowded workspaces or uncomfortable room temperatures can make employees feel tired, irritable and less productive. Furthermore, the added pressure on staff to remember to turn off lights and devices before leaving certain areas can plague the mind excessively. Occupancy sensors automatically take care of this problem, enhancing not only the safety of the space, but also its energy efficiency. Workplace occupancy analysis can identify underutilized areas so that a business can then find more effective ways to use these resources or decide if they are truly needed. Managers can easily detect what spaces and resources have the most usage, indicating that these are effective, and optimizing them. In the case of over-utilization, when capacities in the building are exhausted and conference rooms become too small, considerable costs are incurred, and can be avoided with occupancy detection.





Why Axonize for occupancy?

Axonize's workplace occupancy tools help businesses easily find ways to become more efficient, resulting in significant cost savings and increased productivity. Customers benefit from both live and historical data on room occupancy and utilization, with granularity and frequency unmatched by other solutions on the market.

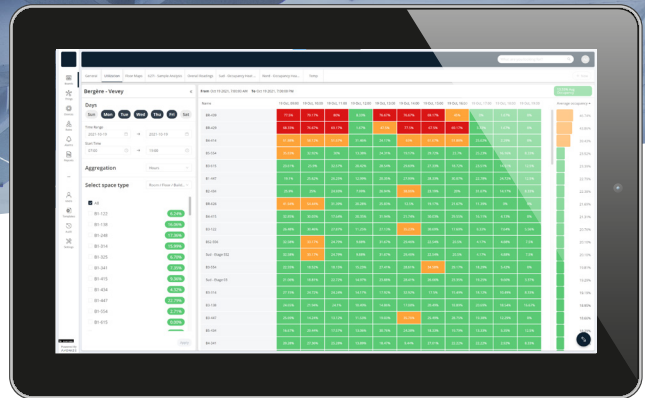
Customers quickly maximize real-estate usage using IoT analytics based on space optimization and building automation analytics data. Connected occupancy sensors provide valuable insights to visualize, monitor and optimize this usage. Companies benefit from making work time more efficient and improving worker productivity, with comprehensive reports that show usage, and a sophisticated rules engine and alert system to easily optimize, across various sites from offices, to meeting rooms and social rooms. For example, our customers discover that 50% of office space is left unused even during peak attendance. Without IoT data and analytics from Axonize, this would have remained unknown and unnecessary costs incurred.



The benefits are endless:

- Benefit from an end-to-end smart occupancy solution, with combined expertise all in one place
- Launch entire occupancy projects quickly, independently and with near-zero resources
- Use any data source, existing and new, (devices, systems, digital twins, apps, etc) to create occupancy projects, set rules and receive alerts
- Manage your occupancy data across multiple sites from a single pane of glass
- Create a healthier and safer environment for all occupants easily
- Ensure that employee satisfaction remains high and productivity optimal
- Backed by Planon & Schneider Electric, and recommended by Verdantix
- Expand to additional business management use cases easily, ie. energy management, asset management, maintenance, lease management, etc.





Axonize use cases in action

• **Overall occupancy:** Many companies notice similar employee behaviors and usage from Monday to Thursday, but on Fridays more workers may be remote or leave the office early. Motion sensors allow these companies to track patterns, count employees, and know if spaces are truly being utilized. Managers can monitor how many employees are on a given floor or area, and across different rooms at any given time.

• **Optimized seating:** Managers can set preferences to allow employees to book desks, meeting rooms, a spot in the cafeteria, etc. near fellow employees, on specific floors, or near preferred locations, for an improved workplace experience. Connected sensors enable managers to analyze desk occupation, and release reserved desks that are not being used.

• **Energy consumption:** Companies can reduce energy costs and make buildings greener by fully controlling HVAC, temperature, lighting, etc. to ensure energy is not wasted. For example, they can monitor and analyze room usage and automatically notify employees to switch to smaller rooms which use less energy, by setting HVAC set point and lights based on occupancy and indoor air quality. A smart plug will help you to track high energy consumption, or to detect abnormal activities in devices, so that you can disconnect faulty devices, and gain control over devices that are using too much energy.

• **Cleaning & Maintenance:** With the help of sensors and rules engine, companies can automatically send cleaning crews to clean restrooms, lobbies and other public areas based on the number of people that have come in, or based on OnDemand calls, as opposed to a fixed schedule. This results in a significant cut in labor costs in restrooms that are low traffic areas, and enhances well-being in areas that are high traffic. For example, one of our customers, a large facility management service provider, was able to optimize restroom cleanings, and cut down the daily cleaning by close to 75%, a huge reduction.

• **Safety & Security:** Companies gain complete visibility over occupancy status and availability. In this way, they can prevent unauthorized usage of critical rooms, assets and other areas. Secure critical areas with smart sensors like smoke detectors, glass breakage detectors, flood, etc. In the case of an emergency, know where the occupants are located, whether in the building, parking lot, or the outdoor premises so that disasters are minimized.

• **Health:** Enhance health and overall well-being, with optimized indoor air quality. Automatically open windows when there are too many people in a room at any given time. Prior to the onset of a meeting, operate the fan to sanitize the air. With hybrid working scenarios, a bacteria called legionella may develop in the water system due to minimal faucet use. Automatically detect and eradicate this issue with Axonize.

Bottom Line

Companies globally are making huge strides to make their spaces smarter. These companies are quickly learning that occupancy is the best place to start, due to its quick ROI, simplicity and ease of proving the value of IoT. Not to mention the fact that measuring and optimizing occupancy in the workplace has been proven to drastically enhance the well-being of employees. Axonize is your end-to-end, one stop shop for occupancy, and smart building. Schedule your demo with our IoT occupancy experts to learn more: www.axonize.com