The bridge to possible

Intelligent Buildings

Your Adaptable Workspace Design Strategy for the Future

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GENGRN-1000

Pivotal Moment

in the Global Real Estate Market

CHALLENGES

- Post-Pandemic Vacancy
- Occupancy Volatility
- New Policy and Regulations
- Energy and Material Cost Increases
- Generational Shift in Social Norms

89%

of companies have sustainability as a strategic initiative, yet only 19% have a plan

JLL

76%

of employees would quit if flexible/hybrid work ends

Tech.co

Generational Shift

in Workplace Expectations

31%

LEED certified buildings can drive higher rents while these green environments can attract talent and foster return to office

75%

of millennials and Gen Z make up the current workforce

40%

of millennials accepted a job offer because that company was perceived to be environmentally sustainable

IT Personas

Cisco in Smart Buildings

Top Priorities for Businesses

Sustainable

Energy efficient, carbon reducing designs that create an agile environment, with 90W PoE technology built in as the 4th utility

Convergence

Eliminating siloed networks; powering, connecting and securing the building and simplifying design and operations

Future of Work

Enable flexible workspaces, hoteling and hot desking with space utilization and insights to enable employees to use as desired

Sustainability Starts with Energy Management

Smart Environment Automation

Use real-time insights of energy consumption to identify patterns, peak usage times, and areas of high energy consumption

Smart Space Utilization

Unlock occupancy insights and asset management features to inform and automate HVAC and lighting systems

Carbon Footprint

Measure and track the building's carbon footprint to support sustainability goals and ensure compliance standards and regulations

Operational Costs

Track and analyze operational costs, including energy costs, maintenance expenses, and other operational expenditures

Generative AI is making tremendous strides in this area.

It can help make use of this data in ways that modernize processes through automation, provide valuable IT/OT insights, and improve occupant experiences

Improving Energy and Resource Efficiency

Consolidate data and power networks

Consolidate data and power networks by deploying 90W PoE architecture in place of AC power

Reduce carbon from steel and copper wiring and improve energy conversion efficiency

Simple cabling, less materials and cost

On par with AC in overall energy efficiency

More efficient with renewable energy

Granular visibility and control

Large and growing ecosystem

The Network is the Foundation

Building Foundation & Compliance

- Energy Efficient Design in OT Networks
- 4th Utility

Safety & Security

- Trusted Workplace
- Devices & Systems

Automation & Optimization

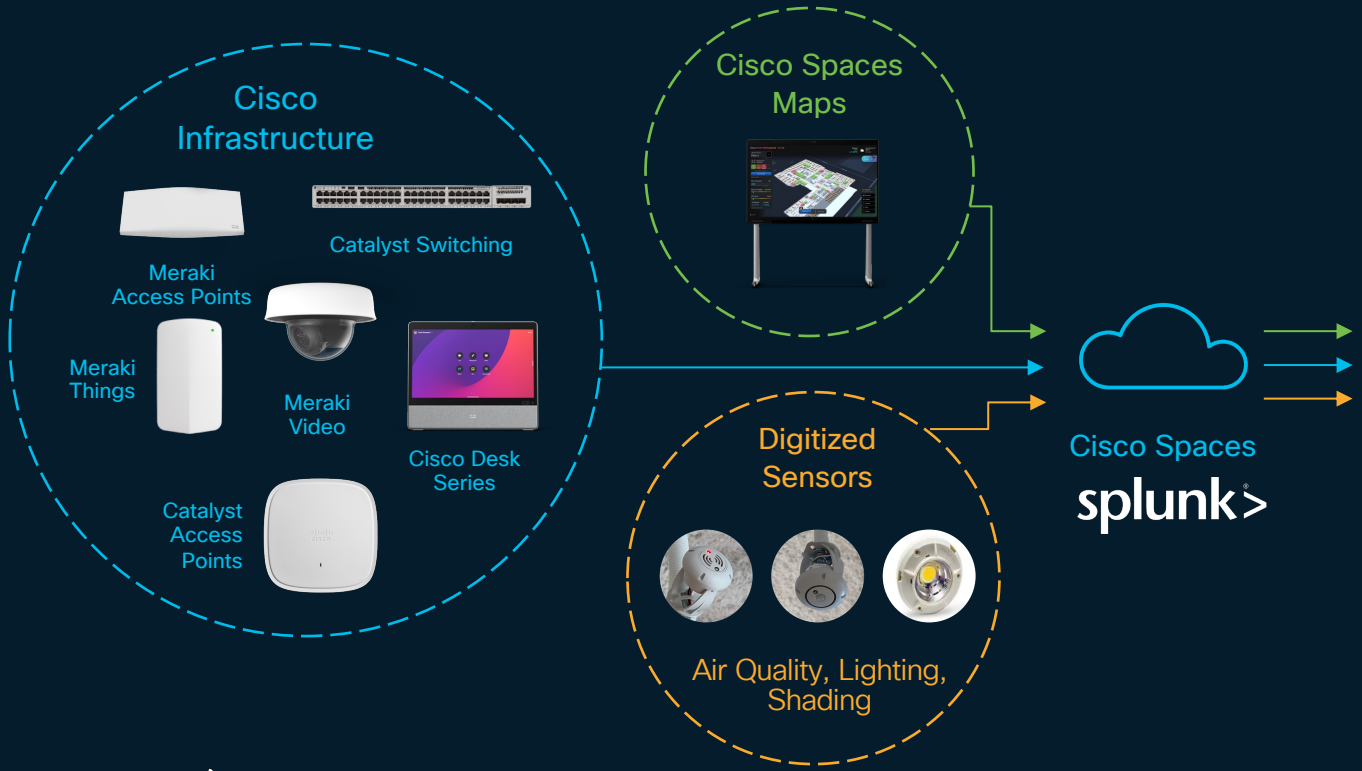
- Asset Tracking
- Environmental Monitoring
- Energy Savings
- Floor Connectivity

User Experience

- Meeting Room Experience
- Contactless Engagements
- Space & Desk Utilization

IT Data Journey

Your network becomes a sensor



Smart Build Journey

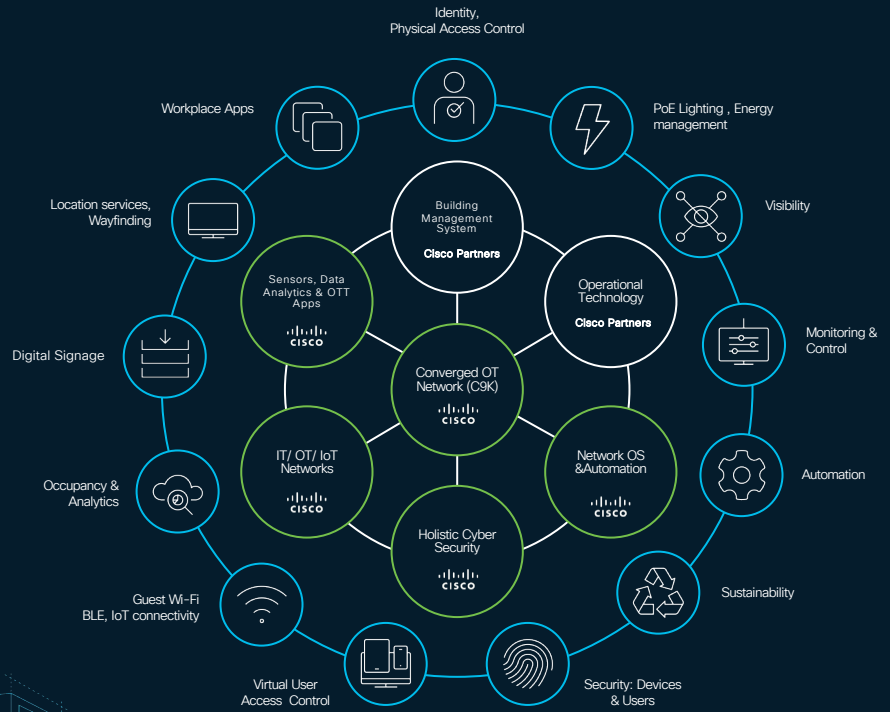
			Workplace refit	New build
		Workplace refresh	Space personalization	Full automation efficiency
Room refresh	Floor refit	Wayfinding	Digital signage	Smart building controls
Room utilization	Floor utilization and flow analytics	Hot-desking	Condition monitoring	Energy management
General space analytics	Environment quality reporting	Detailed space analytics	Converged systems	Space management
PoE for IT	PoE for IT and OT	PoE for IT and OT	PoE for IT and OT	PoE for IT and OT

Technology decisions will need to be made at each stage

Key Considerations

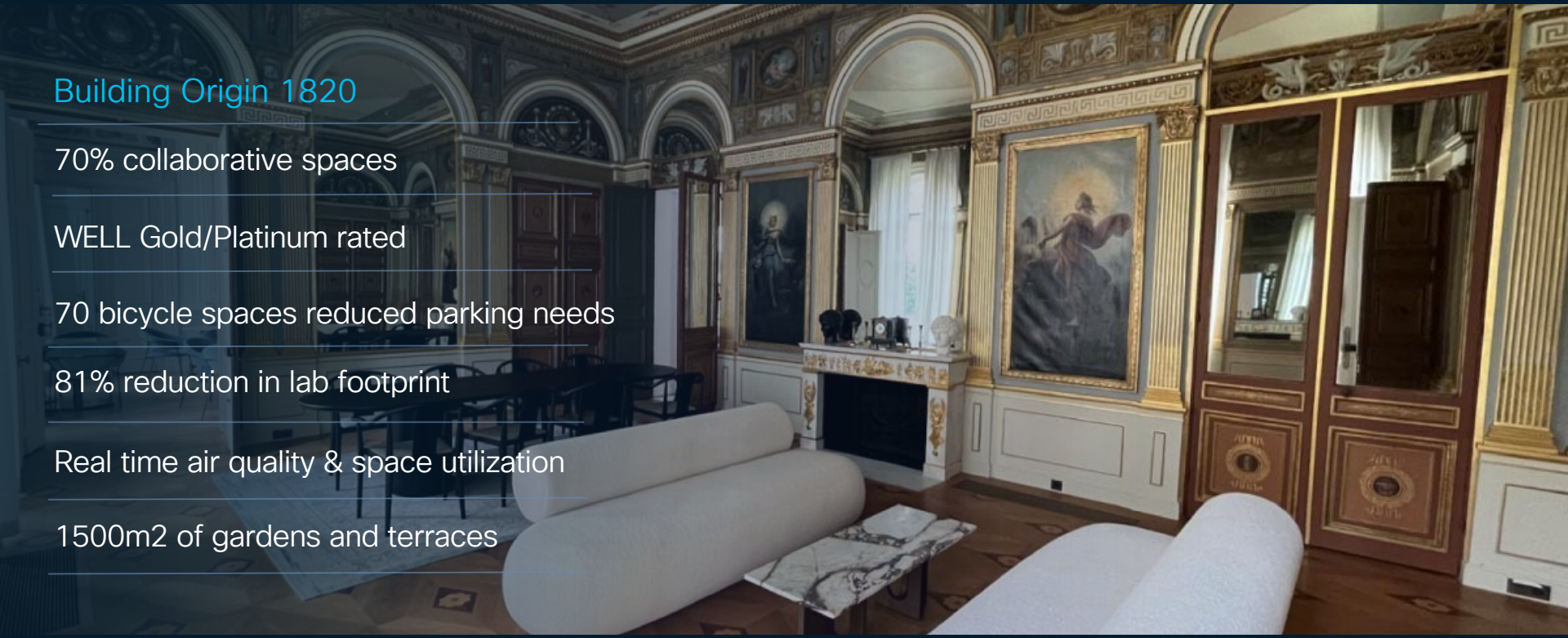
	Hybrid Space Experience	Health & Wellbeing	Space Digitization	Net Zero Goals	Security
LEED Alignment				✓	✓
WELL Alignment		✓			✓
Consistent End User Experience			✓		✓
Touchless Room Control	✓	✓			✓
Integrated Base Building Control	✓	✓		✓	✓
People Count and Density Monitoring	✓	✓	✓		✓
People Count Data to BMS		✓		✓	✓
Air Quality Monitoring and Display	✓	✓			✓
IT & FM Ops Model Reinvention	✓			✓	✓
USB-C Adoption	✓			✓	✓
Low Voltage Connected Desk	✓		✓	✓	✓
Flexible Technology Swap Out	✓			✓	✓

An Ecosystem Built On
Delivering Sustainable Outcomes



Larger Ecosystem
of Partnerships and Integrations for Smart Buildings

Smart Building Success Story | Paris Office



Building Origin 1820

70% collaborative spaces

WELL Gold/Platinum rated

70 bicycle spaces reduced parking needs

81% reduction in lab footprint

Real time air quality & space utilization

1500m2 of gardens and terraces

Smart Building Success Story | Atlanta Office

Phase 1 Completion

62,000 sustainably designed space

8000~ optimized data points analyzed

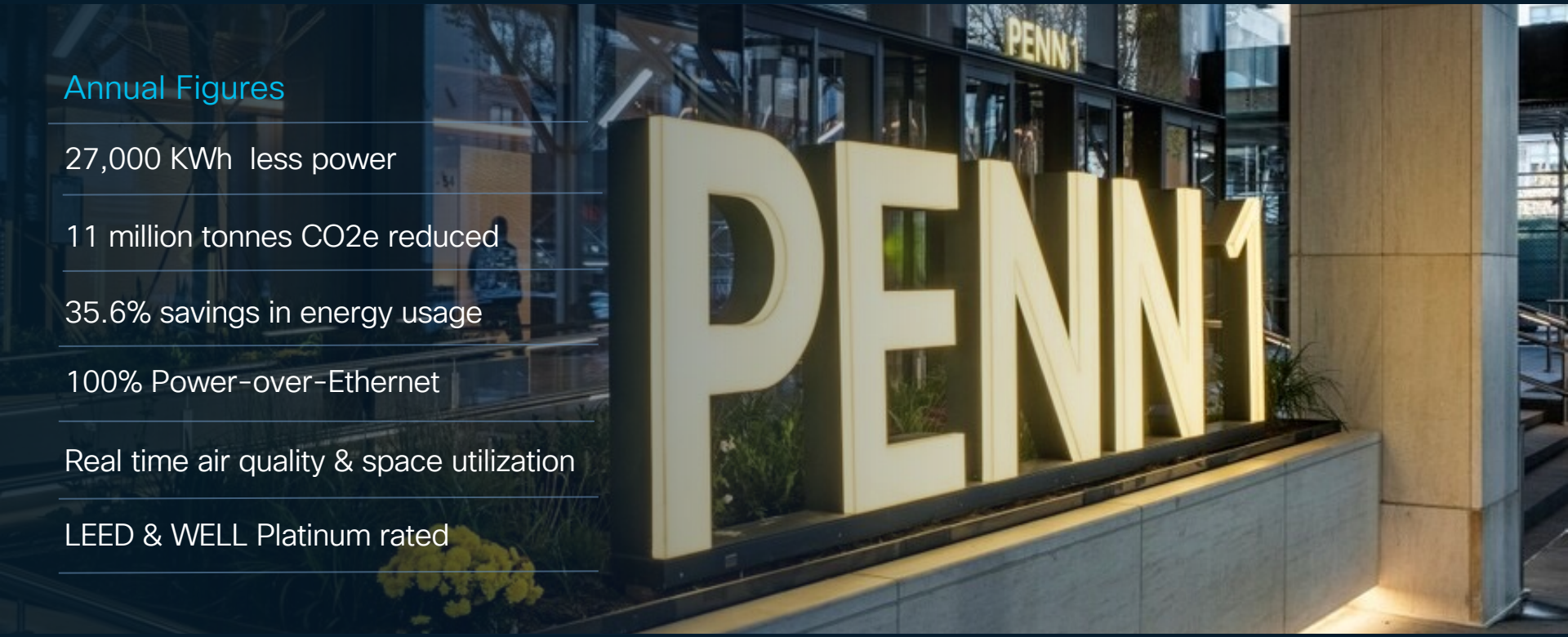
800~ low voltage sit-stand desks

100% Power-over-Ethernet

Real time air quality & space utilization

LEED & WELL Platinum rated

Smart Building Success Story | Penn 1



Annual Figures

- 27,000 KWh less power
- 11 million tonnes CO2e reduced
- 35.6% savings in energy usage
- 100% Power-over-Ethernet
- Real time air quality & space utilization
- LEED & WELL Platinum rated

Expanding The Ecosystem with Cities

Canary Wharf

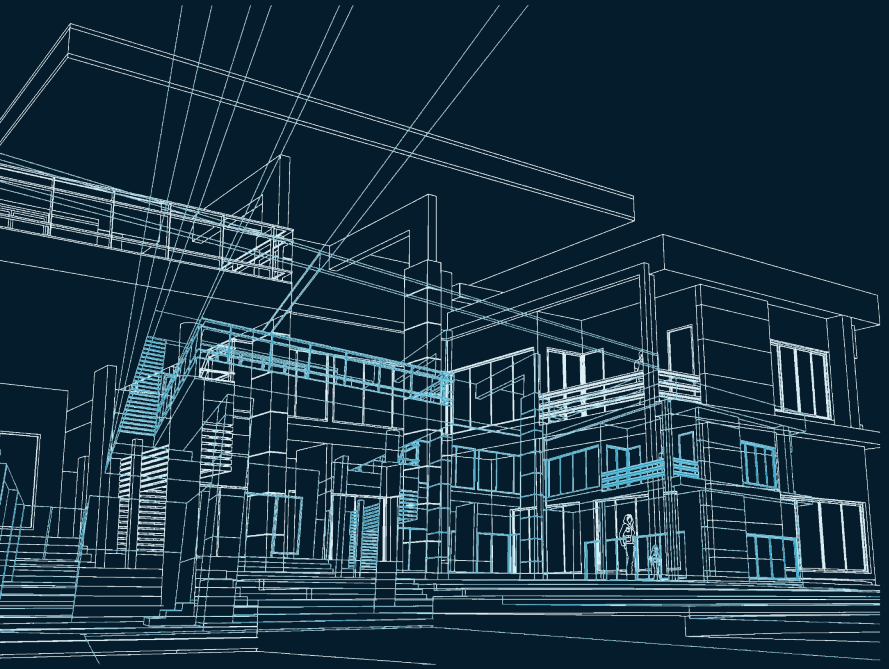
- 9 million SF multi-use space | 5G WI-FI 6
- 1,100 residential dwellings
- Retail, restaurants, hotels
- Natural living environments, parks
- Financial center, tenant / owner office space

National Landing

- 12.3 million SF of office space
- 16,700 residential units
- 5,500 hotel rooms and 3 million SF of retail space
- Multitude of technology and defense demand drivers including the Pentagon and Amazon HQ2
- Vibrant transit oriented live-work-play environment

Evolution of Buildings

From Smart to Intelligent



Predictive Automation

Rich telemetry data combined with AI models allow IT operators to predict equipment maintenance, utility and amenity demands, enabling automation to improve both tenant experience and operational efficiency.

Grid-Interactive

Local energy generation and storage, as well as load shedding and load shifting capabilities enable buildings to reduce grid draw or even feed the grid during peak demand hours.

Adaptable

Open data format and communication protocols, along with flexible infrastructure support extending the building's capabilities with cutting edge technology.

Secure

Ever-expanding data-sets and interconnectivity require cyber and physical security to be included from the design phase, not as an afterthought.

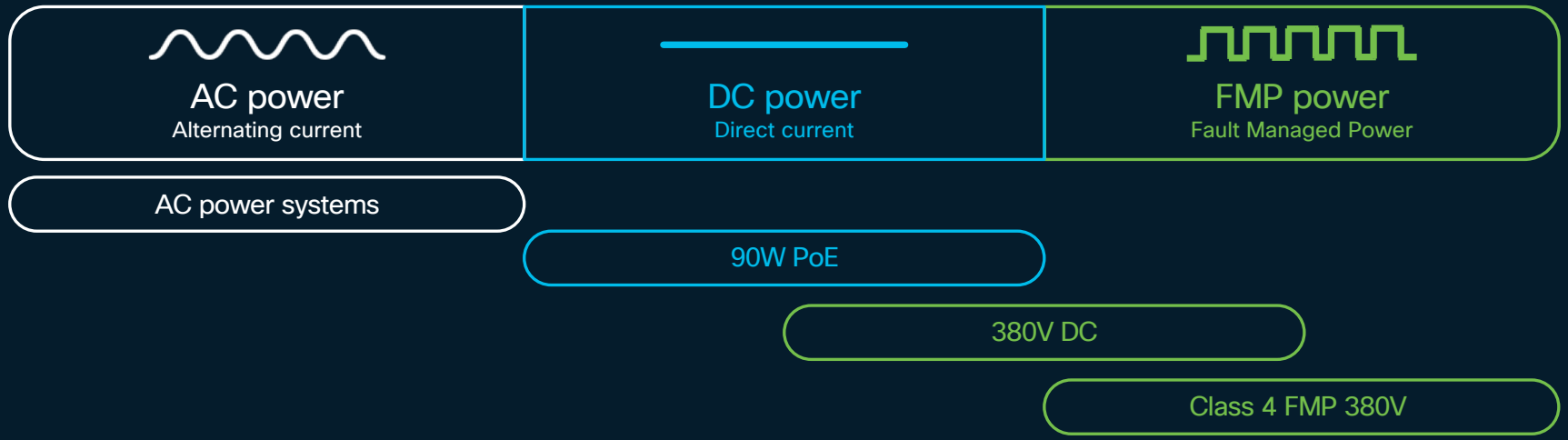
The Power of PoE

Cisco is a leader in PoE innovation for over twenty years

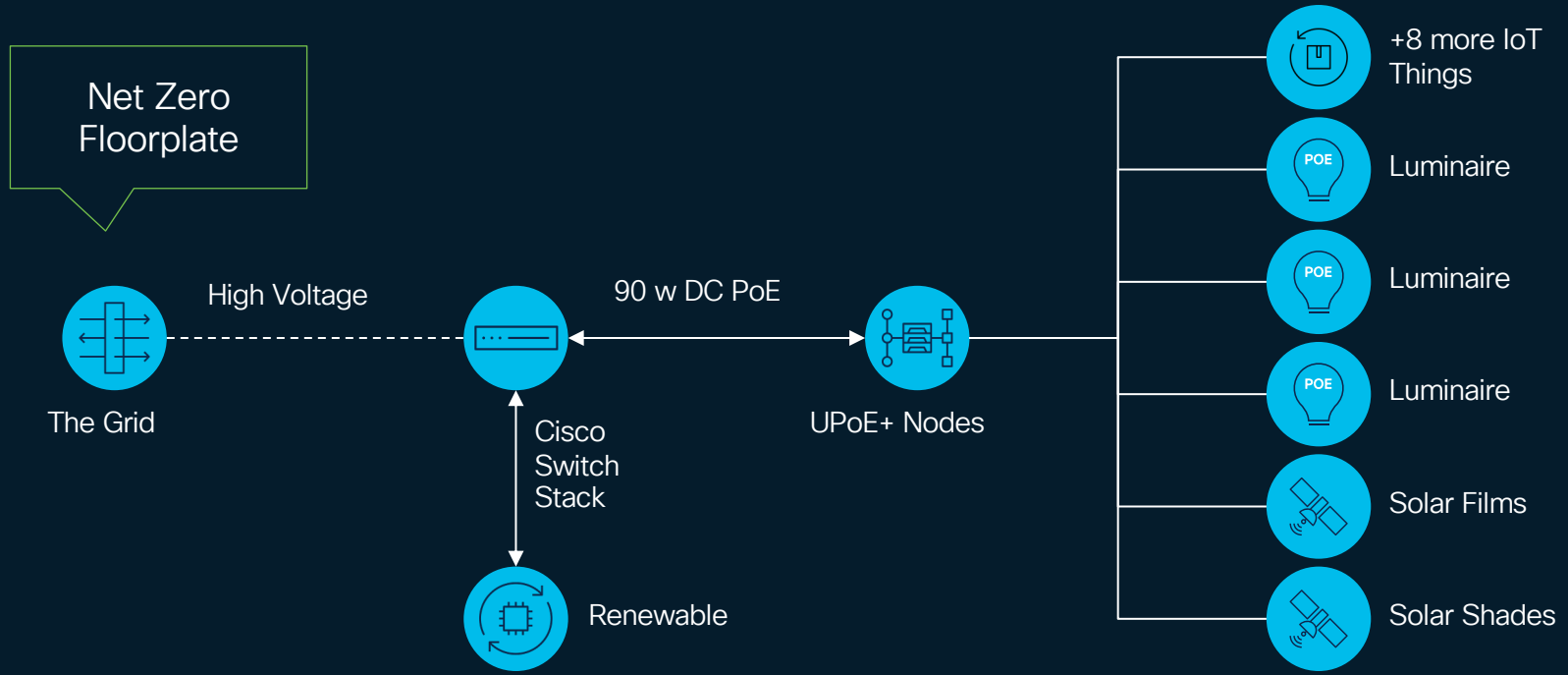
By deploying 90W Power over Ethernet (PoE) through the Cisco Catalyst portfolio, organizations can consolidate power and data networks, reduce embodied carbon from the use of steel conduits and copper wiring and improve energy conversion efficiency.

Evolution of Energy Networking

Creating networks that connect and distribute energy more simply, safely, and sustainably.

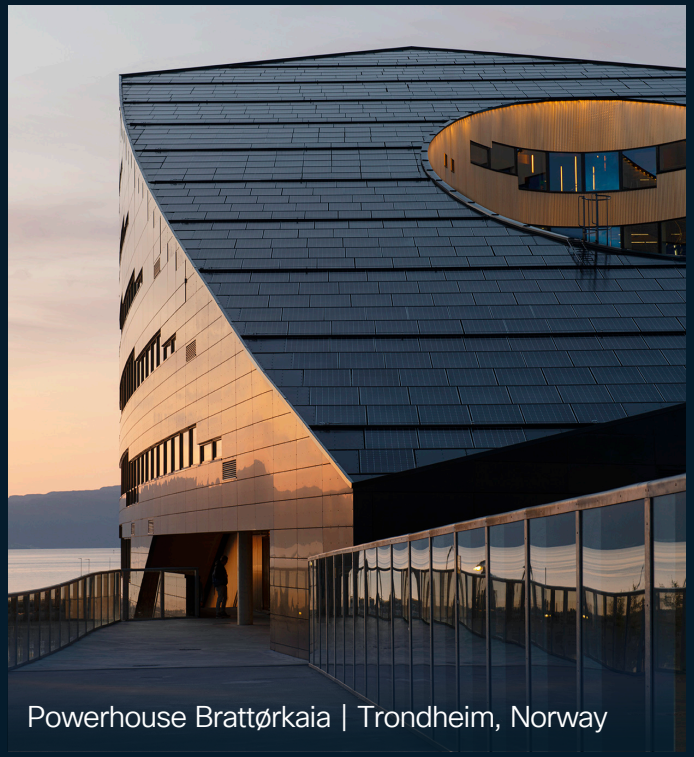


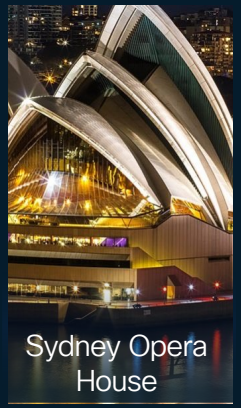
DC Microgrid Long-Term Vision for Buildings

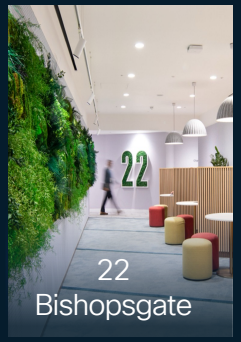


A Glimpse of the Future

From Smart to Intelligent







From 2022 to 2026 the number of smart buildings is expected to jump over 155% from 45M to 115M

Jupiter Research

Beyond Green to Regenerative

Embracing the future

There is a demand to work in sustainable buildings with energy efficient spaces, powered by renewable energy, circular consumption, and reduction of waste.

The shift towards multi-purpose real estate, combining commercial, residential, and industrial uses will continue to increase.

This will lead to the creation of smart cities and even larger ecosystems that are part of communities designed to blend seamlessly with nature.

Getting Started

1. Define Your Goals and Objectives

2. Assemble a Qualified Team

3. Conduct a Needs Analysis

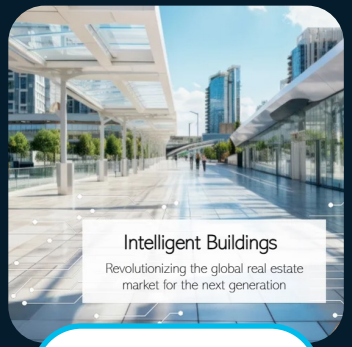
4. Choose the Right Technologies

5. Integrate Sustainable Systems

6. Automate Energy Management

Learn More | Smart Building Resources

Sustainable CTO Report



Intelligent Buildings

Smart Building VR Experience

Hybrid Work Design Guides

Learn More | Cisco Resources

Sustainable Solutions eBook

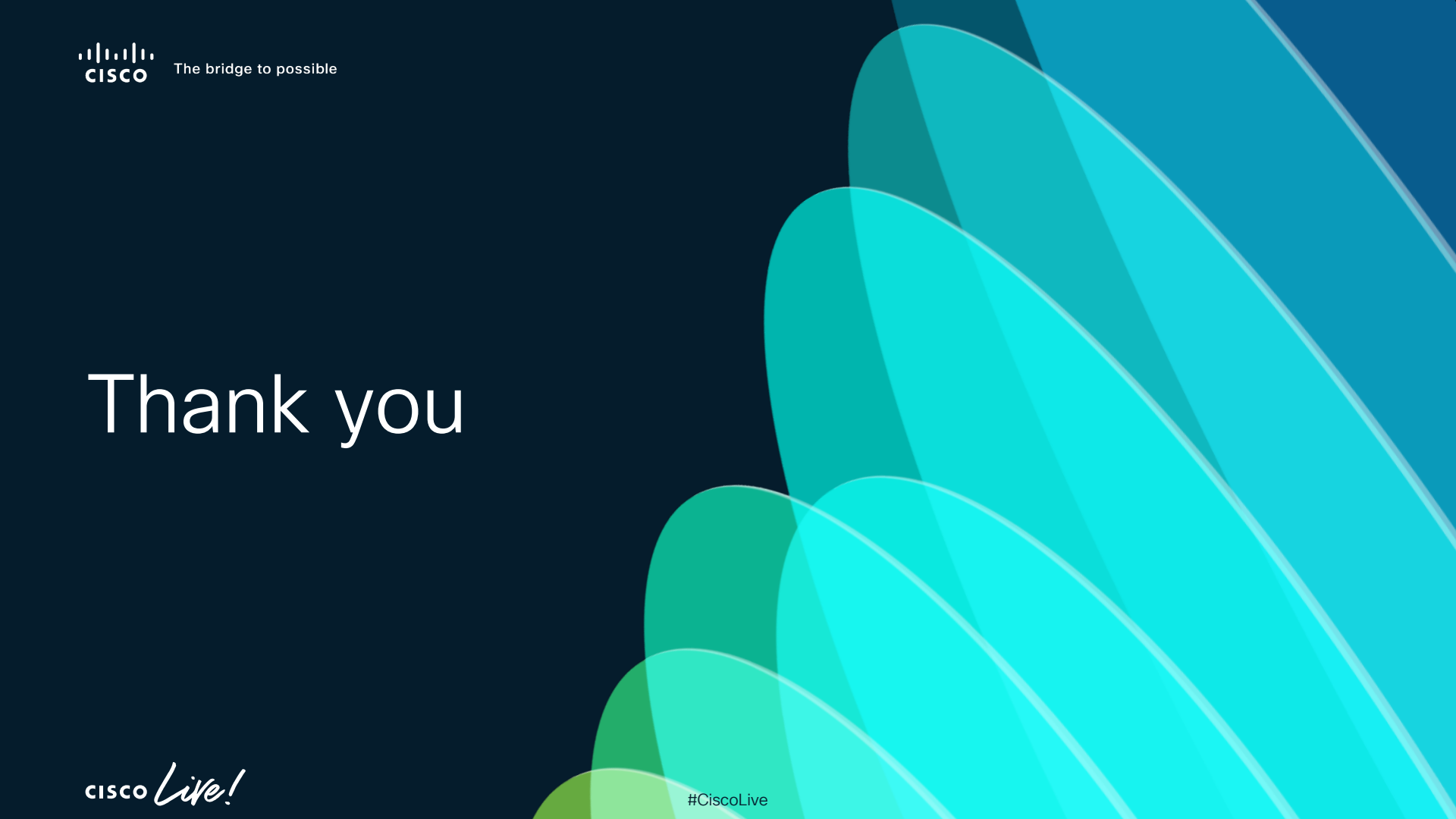
IDC CIO Whitepaper

Data Center VR Experience

Cisco 2023 Purpose Report

The bridge to possible

Thank you



Cisco Webex App

https://ciscolive.ciscoevents.com/ciscolivebot/#CENGRN-1000

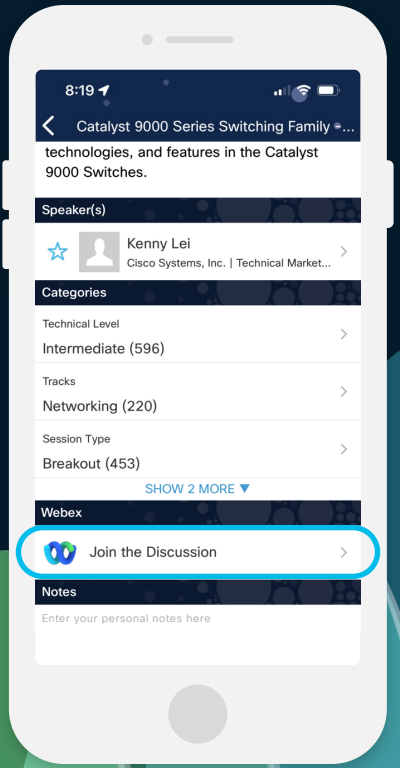
Questions?

Use Cisco Webex App to chat with the speaker after the session

How

1. Find this session in the Cisco Live Mobile App
2. Click “Join the Discussion”
3. Install the Webex App or go directly to the Webex space
4. Enter messages/questions in the Webex space

Webex spaces will be moderated by the speaker until June 7, 2024.



Complete Your Session Evaluations

Complete a minimum of 4 session surveys and the Overall Event Survey to be entered in a drawing to **win 1 of 5 full conference passes** to Cisco Live 2025.

Earn 100 points per survey completed and compete on the Cisco Live Challenge leaderboard.

Level up and earn **exclusive prizes!**

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Continue your education

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- Book your one-on-one Meet the Engineer meeting
- Attend the interactive education with DevNet, Capture the Flag, and Walk-in Labs
- Visit the On-Demand Library for more sessions at www.CiscoLive.com/on-demand