

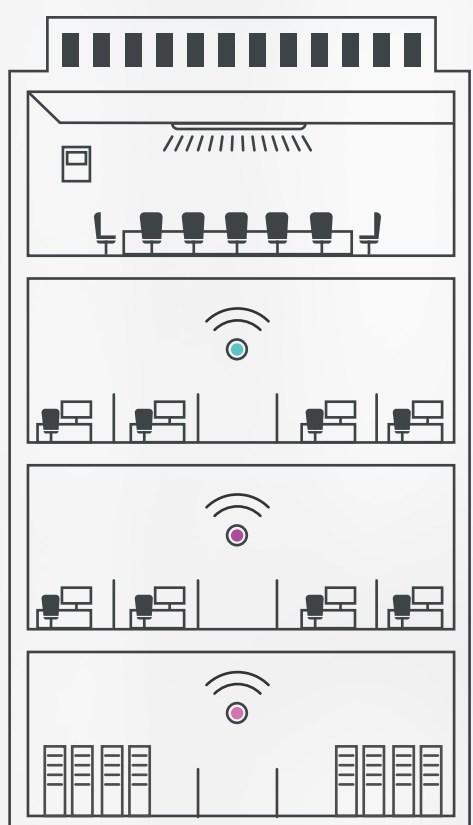


DIGITAL SERVICES: HOW THE BEST-IN-CLASS TRANSFORM SMART BUILDING DATA INTO INSIGHTS

DIGITAL SERVICES ARE A BEST PRACTICE

How do Best-in-Class companies use digital services?

Aberdeen research found that Best-in-Class companies are **33%** more likely to seek out **DIGITAL SERVICES** to meet their facilities management needs for their smart buildings.



57% use them to increase **OPERATIONAL EFFICIENCY**

38% use them to maximize facility **MAINTENANCE BUDGETS**

23% use them to foster higher **STAFF EFFICIENCY**

STRATEGIC ACTIONS FOR DIGITAL SERVICES

In partnership with their digital services provider, Best-in-Class organizations succeed via these strategies.



NEEDS

57% of Best-in-Class organizations ensure the conditions / appearance of their facilities are in-line with **customer & employee needs**

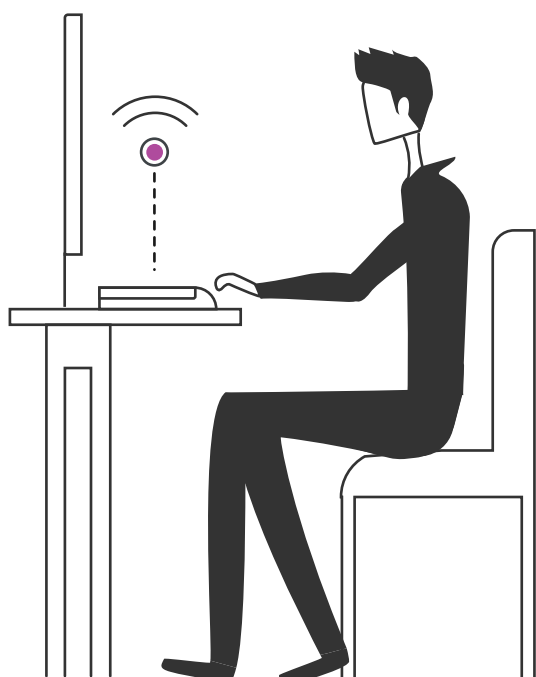
MONITORING

Best-in-Class are **63%** more likely to **monitor remote assets** for repair / replacement decisions

ANALYTICS

Best-in-Class are **48%** more likely to improve **visibility & decision making** through analytics

How do you use digital services to make decisions?



ENHANCED PERFORMANCE

Today, digital services deliver enhanced smart building performance. The Best-in-class experience the following financial benefits:

How much have your facility costs decreased as a result of digital service usage?

ENERGY-RELATED
cost improvement:
3x better

TOTAL FACILITIES MAINTENANCE
cost improvement:
3.2x better

COMPLIANCE-RELATED
cost improvement:
6x better



Best-in-Class facilities managers are adopting digital services to maximize their smart buildings, delivering a superior occupant experience while driving higher energy efficiency, improved operations and maintenance, and better compliance.

Have you adopted digital services for your space?

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