

# Digital Talk Buildings

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# Challenges Trends



## External Market Realities

# you have to prepare for

By 2025, Millennials will make up

**75%**

of the workforce



**Building user needs**

Approximately

**60%**

of the Millennials leave the  
company in less than 3 years



**Churn and Changes**

By 2030,

**30%**

of corporate real estate  
portfolio will consist  
of flexible office spaces



**Workspace and Flexibility**

Source: BSRIA, Workplaces of the future, 2016

Unrestricted © Siemens 2018

Source: BSRIA, Workplaces of the future, 2016

Source: JLL – Workspace Reworked, 2017

# new challenges

# to drive core business



Demanding sustainability goals



Safety and security



Rising operating costs



Increasing regulatory compliance



Aging infrastructure



Higher expectations

Control my working environment

Find my colleague

Keyless solution to access the building

Informed about special events

Higher productivity

Informed about emergencies





# Business outcomes of frictionless workplaces

Data-driven  
insights



Competitive  
advantage



Better user  
experience



Cost  
savings



Increased  
productivity



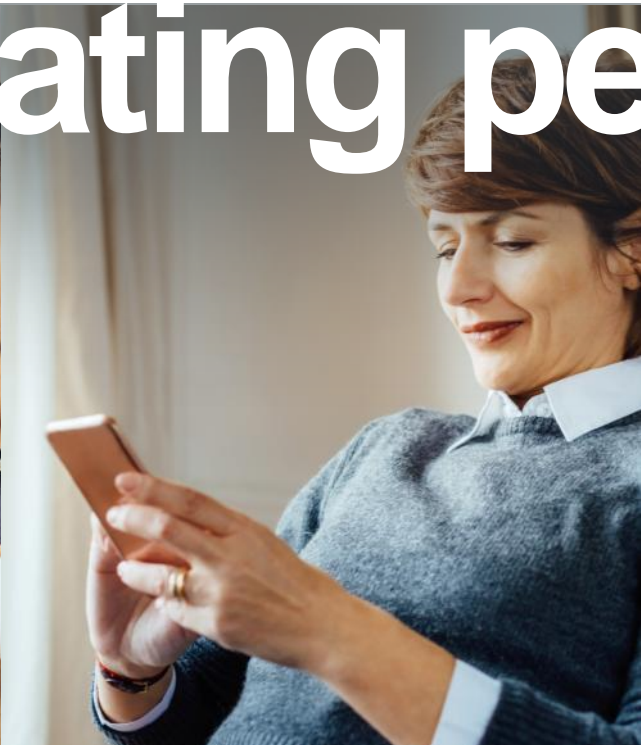
Corporate Social  
Responsibility



# Focus remains on creating perfect places



... to attract people



... enhance user  
experience



... to grow business



... to succeed



# Smart Buildings





# Enabling the perfect place to work through digitalization

## Old-fashioned Buildings



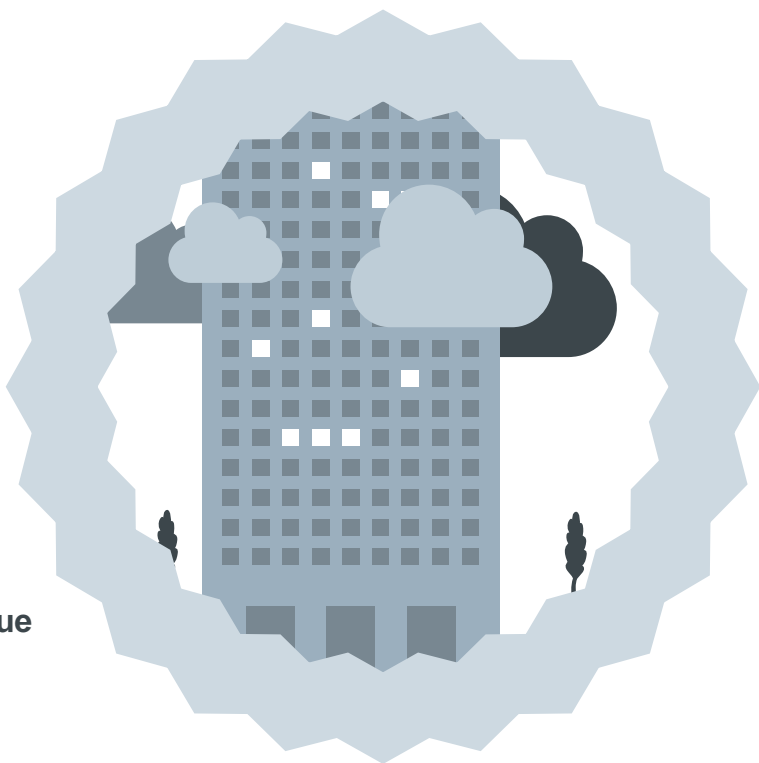
Occupancy



Rents



Property Value



## New trends Buildings



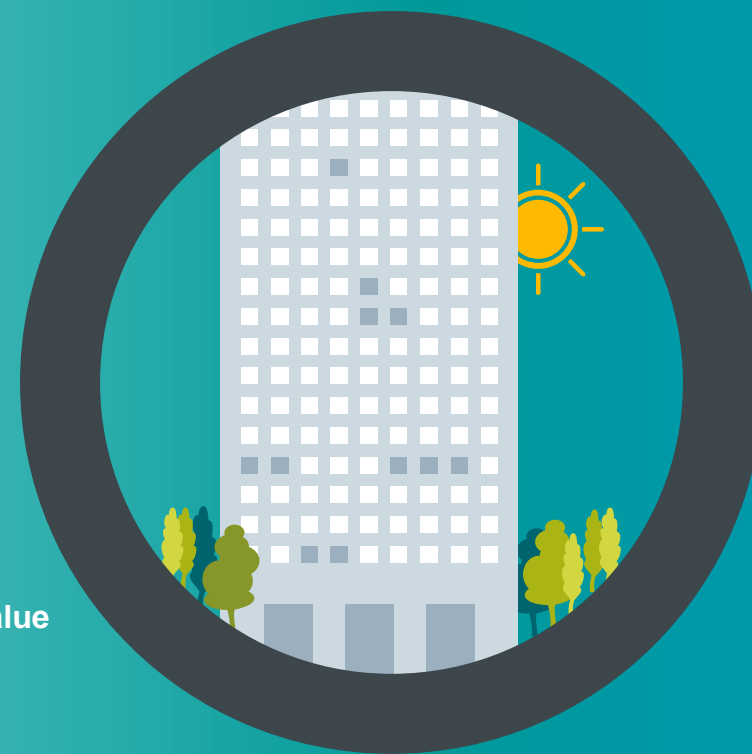
Occupancy



Rents



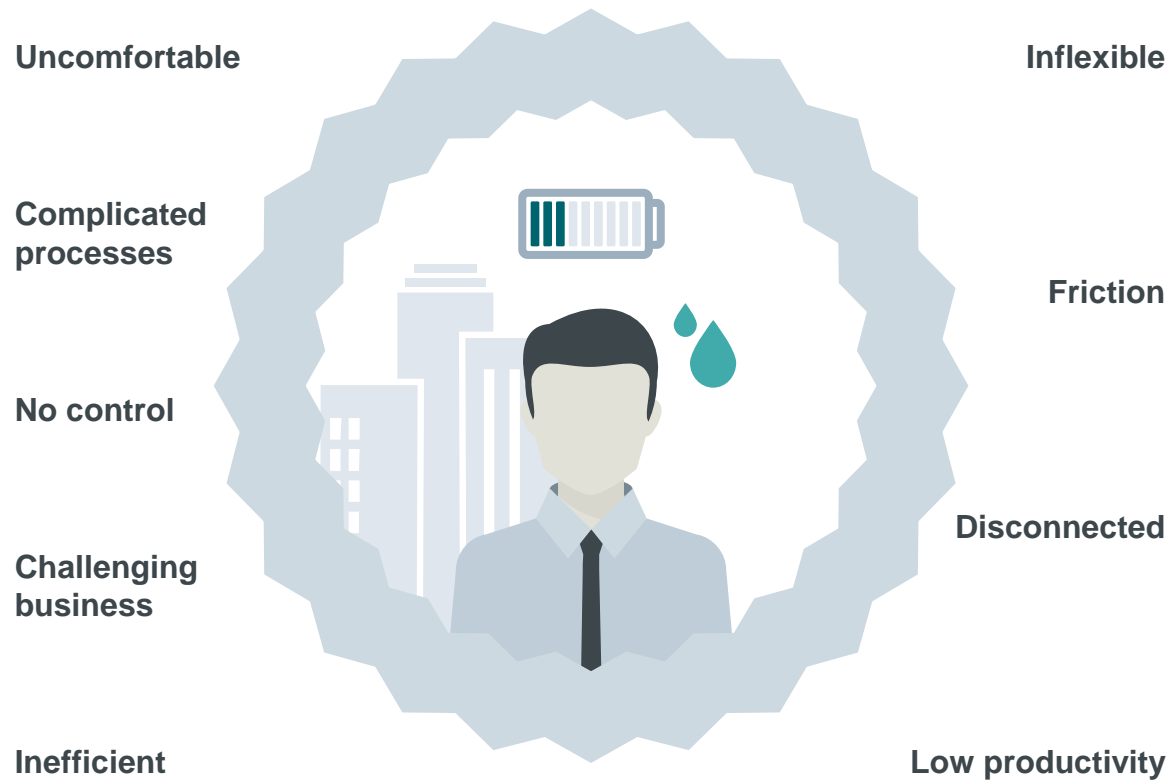
Property Value



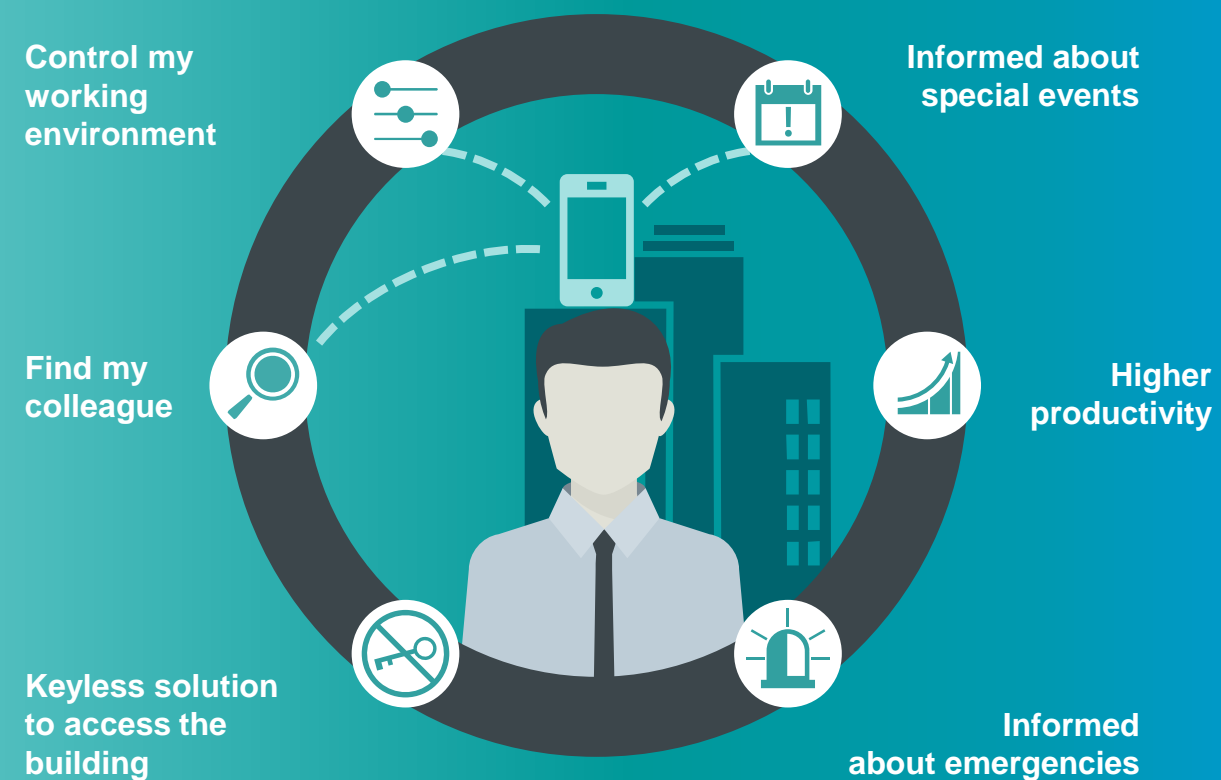


# News Office Concept delivering frictionless environment

## Old-fashioned Buildings



## New trends Buildings



# Enhancing building operations



## Old-fashioned Buildings



## New trends Buildings





# From risk to resilience



## Unprotected business

- People and assets exposed to risk
- Business vulnerable to disruptions, sabotage and theft
- Costs and liability
- Reputational damage



## Secure business

- Safer and more resilient environments
- More sustainable business, resume operations faster
- Increased operational efficiency
- Trust with customers and shareholders

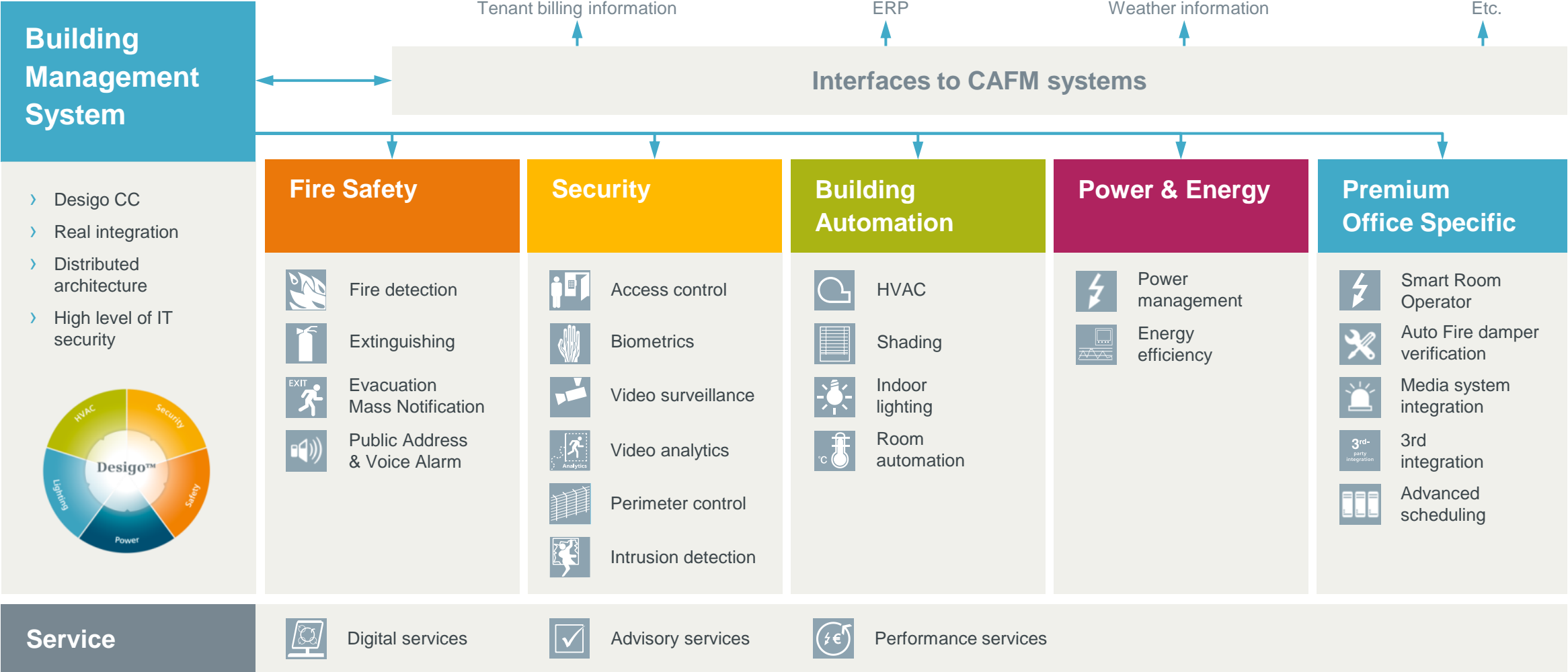


# Portfolio





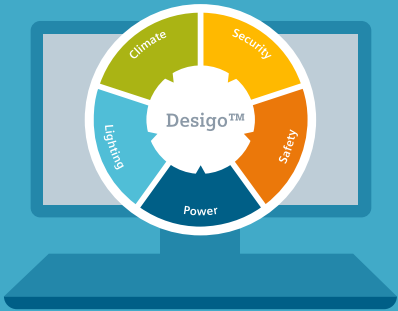
# Building Technologies Portfolio Overview



# The right technology ...

## Desigo CC

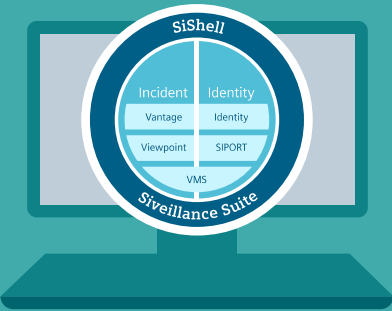
### Integrated Management Platform



Holistic integrated site management including security and mass notification

## Siveillance

### Advanced Security for Corporate Customers



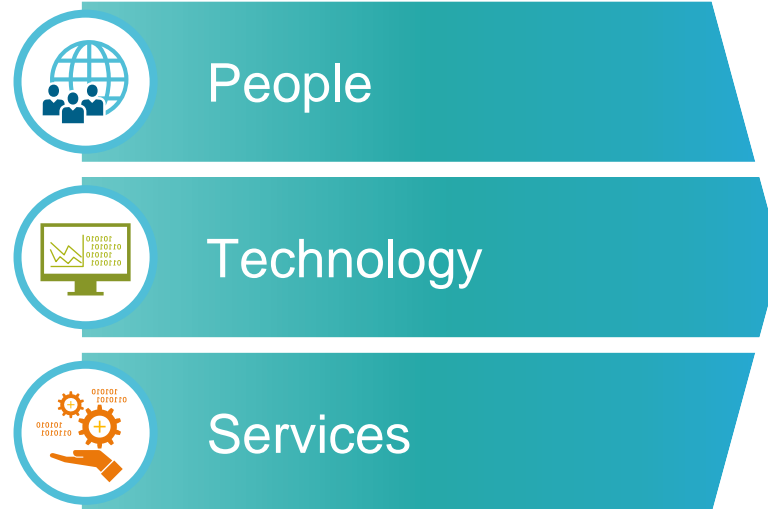
Dedicated security modules for security - access, video, intrusion and others with workflow based event handling and unified identity management

### Open Interface Services (OIS)





# The right combination of people, technology and services



**Productive**

**Flexible**

**Safe & Secure**

**Efficient**

**Compliant**

# Obrigado

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*Ingenuity for life*



BT Team Portugal

