From Traditional Building Automation to Smart Properties with Minimal Risk



Today, the investment strategy among property owners focuses on the use of smart technology to achieve cost savings, higher efficiency, security, and enhanced sustainability levels in their properties. This in turn leads to higher property values. Only in the next step will smart solutions also begin generating new revenue for actors in the real estate industry.

Every dollar saved on operating expenses generates a value increase of up to $20.

Advanced IoT services and enhanced property operation and management utilizing data analysis from sensors can reduce operating costs of properties as much as 15-30%.

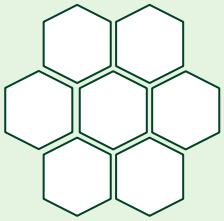
According to a study by McKinsey[1], office buildings alone stand to gain between $100B and 200B (USD) per year until 2025 by investing in IoT technology.

Of those asked in a Harvard survey[2], roughly a third reported that they achieved their ROI in the second year after completing their digital makeover.

Despite this, the initial investment cost is often the biggest obstacle to getting started.

[1] Unlocking the potential of the Internet of Things, McKinsey, 2015

[2] Pulse Survey, Data-driven workspaces, Harvard Business Review Analytics Service, 2018



Think big

Develop a **comprehensive IoT strategy** that focuses on data collection, organizational efficiency, competence and performance on a macro level.



Start small

Choose technologies **that integrate with existing technologies and can easily scale** and aggregate data in order to be prepared for future larger use cases. Use the first case as a basis for future **ROI calculations**.



Scale fast

Integrate the **technology, people and process aspects of the organizations** to grow the IoT ecosystem quickly and effectively with little to no disruption. **Re-use** previous investments in new use cases. Rapid **innovation**.

Low entry barriers and low-risk digitalization

enabled by the horizontal model provided with Yggio

A horizontal integration platform

Sensatives Yggio is a unique and long-awaited open platform that can be integrated with all standards and protocols for real estate automation, including everything new within IoT. Add sensors, control, analysis and apps to optimize and digitize. No need to change, just add IoT, one function at a time. All previous investments in automation can be re-used and streamlined with new and better data.

Different properties may have a mix of suppliers and functionality. Integrate everything with Yggio.

If a property changes owners, the smart solution can easily be integrated into the buyer's environment. Digitization should not build new walls, it should tear them down.

Why stop at automation? Yggio is open to integration with any system. Use the information for something useful, such as integration with customer service, sustainability reporting, maintenance planning or booking systems. With access to information, the organization can be developed and internal processes optimized.

Take the next step and create completely new services that provide new revenue opportunities while increasing the value of the property. New smart services for tenants? Intelligent waste management? Smart laundry rooms or parking spaces?

Free the property's data, tear down the lock-ins and supplier dependencies. **One step at a time**.

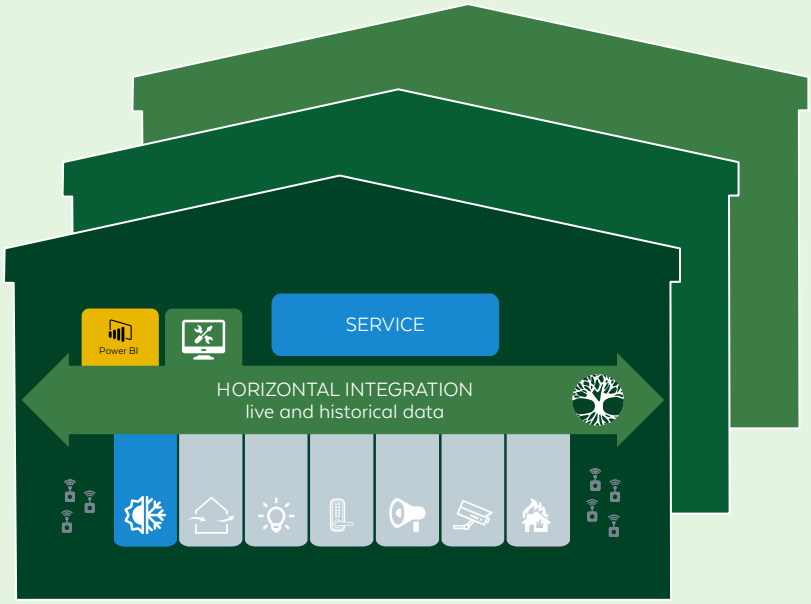
Add IoT, one step at a time

All customers are unique so starting small can mean completely different things. Here are two typical customer cases.

Customer 1. Add one IoT function at a time, then integrate additional properties

This customer wanted to solve a specific need; measure the temperature in all apartments. They started in one property to learn and evaluate, then rolled out the same functionality throughout the remainder of their over 1000 properties. In the next phase they will add additional functionality to further improve efficiencies and property values.

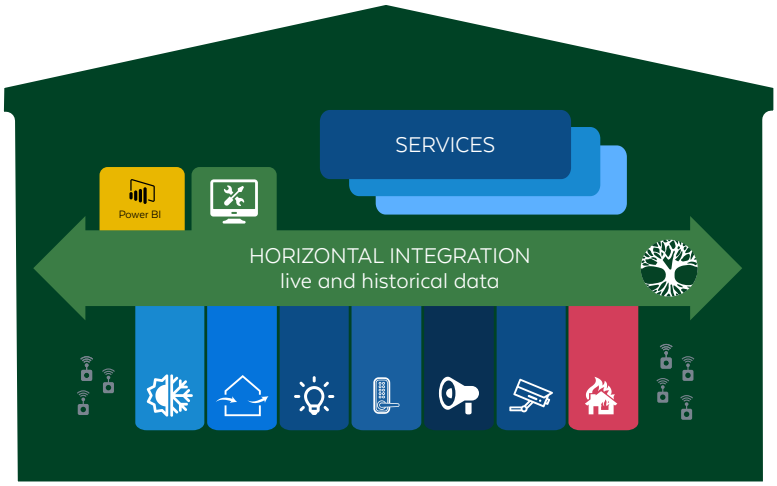
1. Install sensors to measure the temperature in all apartments and common areas
2. Connect multiple properties
3. Create a common control panel
4. Plan maintenance and investments to lower energy costs
5. Gain new and valuable insights
6. Remotely control heating and cooling systems based on temperatures reported
7. Expand with new features



Customer 2. Integrate everything in one property

This customer wanted to integrate all systems in one property to optimize operations and develop new services for tenants.

1. Connect multiple systems in the property
2. Install multi-function sensors
3. Create a control panel and develop analysis reports
4. Add remote control
5. Gain new and valuable insights
6. Develop new integrated services
7. Duplicate in all properties

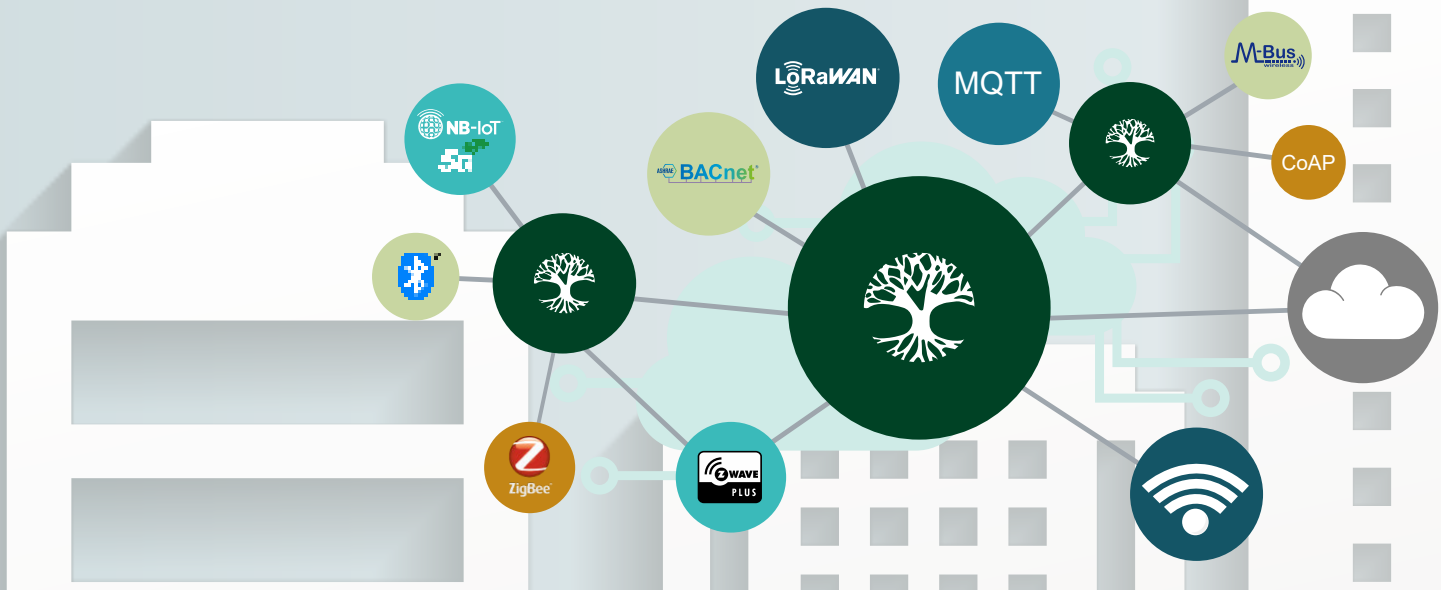


SENSATIVE

Yggio

Sensative develops a leading and award-winning platform used to integrate all systems present and planned for smart buildings and properties. Seamlessly integrate with the latest in Internet of Things sensors to optimize, plan and gain control. All data is published via an open API for integration into Building Management Systems, apps and other interfaces.

If your properties have different suppliers in each building, no problem, Yggio integrates everything.



Administrate and manage **users** and **access rights**

Integrate and manage **sensors**

Control, update and change **sensor** functions

Scenarios ("IFTTT") Rule engine acting on states and events

Collect and **manage data**

All data is available through a standardized **API**

All functionality is available through a standardized **API**

Everything accessible through a single **Control Panel**

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