

It's time to  
**RETHINK**  
Your Workplace



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# Your Challenge – And how we're addressing it

# Hybrid work is the future of work

When it comes to the 'Future of Work', achieving an optimized workplace that supports true flexibility will require technology to bridge across historically different worlds. The role of technology is to bind the physical, digital, and virtual space together, helping to optimize workplace experience.



# People



## Global Trends

Only **13%** of workers are completely happy with their workspace (1)

**71%** of employees agree that emerging technologies are an opportunity in the workplace(1)

**49%** of employees who had never worked from home, expect to do so more frequently(5)



## Challenges

### FUTURE WAYS OF WORKING AND RETURN TO OFFICE

**“How can we configure the workplace to support future ways of working?”**

- How do we improve employee engagement and collaboration?
- How can we make our physical spaces more collaborative and Connectedly use our space?
- How do we best support hybrid working?

### CONNECTED WORKPLACE

**How can we improve employee satisfaction with the workplace, how do we keep it relevant?**

- How can we leverage mobile experience applications?
- What infrastructure do we need to support next-gen use cases?
- What is the state of the art?
- What are employees looking for in the modern workplace?



## Expected benefits

**27%** Reduction in Staff Turnover

**76%** Increase in Employee Satisfaction

**50%** Lower Absenteeism

Is your workplace working for you and your people?

- (1) Gartner Market Guide for Integrated Workplace Management Systems, Jan 2020
- (2) 2017 CBRE Workplace Strategy survey
- (3) Optimize Workplace Review 2018
- (4) Teem Workplace Productivity Index
- (5) Accenture The Enduring the Impacts of COVID

# Space



## Global Trends

**>35%** of reserved meeting rooms went unused(4)

**ONLY 55%** of workstations were used during peak periods on an average day(3)

**40%** of offices were unoccupied(2)



## Challenges

### RIGHTSIZING THE ESTATE

**“Employees have embraced working from home, how does this change our real estate strategy?”**

- How many offices do we need, is sub-letting an option?
- Are we getting the best value from our buildings, could we reduce the number of desks? Reduce our cost of ownership?
- How can we make our physical spaces more collaborative and Connectedly use our space?

### CREATING AN EFFICIENT BUILDING

**“How can we use technology to improve processes and the safety of our buildings?”**

- How we reduce the expenditure on engineers doing maintenance?
- How can we use real-time data to detect any faults or leaks earlier?
- How can we reduce our utilities expenditure?



## Expected benefits

**36%** Increase in Space Utilization

**30%** Reduction in Real Estate Costs

**30%-40%** Savings from implementing predictive maintenance

Is your workplace working for you and your people?



# Sustainability



## Global Trends

**39%** of global carbon emissions come from buildings and construction

**70%** of office workers believe poor Indoor Air Quality (IAQ) has a negative impact on their day-to-day productivity

**60%** of companies have an overall data health that's 'unreliable'



## Challenges

### HEALTHY WORKPLACE

**"How can we make the workplace a healthier and safer environment?"**

- How do we improve the indoor air quality of our building to ensure a productive workforce?
- How can we provide touch-free, frictionless access to employees and visitors?
- How can we ensure our building is compliant with WELL standards?

### LOW CARBON WORKPLACE

**"How can we make the workplace become carbon neutral?"**

- How do we create a green, carbon neutral workplace?
- How can we reduce our building's energy consumption?
- How can we reduce our water consumption and waste?
- How can we ensure we have accurate and accessible data to report on?



## Expected benefits

**30%** Increase in employee productivity

**12%** Reduction in Energy Expenditure

**4.8%** Increase in annual performance for corporations that voluntarily adopt sustainability policies

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Our Offering

# The Connected Workplace

In partnership with Metrikus, we create the Connected Workplace, powered by Digital Twin technology, and bringing to the fore our Systems Integration, Advisory and Experience Design capabilities.









# Why Avanade? Customers trust us.

Avanade is the leading provider of innovative digital and cloud services, business solutions and designed experiences delivered through the power of people and the Microsoft ecosystem.



# Avanade by the numbers



**60,000+**

professionals in  
26 countries



**4,000+**

client partners  
served worldwide since 2000  
— typically mid- to large-  
scale enterprises and  
government agencies



**46%**

of Global 500 companies  
as clients



**100+**

Microsoft Partner of  
the Year awards, including  
Microsoft Global Alliance  
SI Partner of the Year for the  
17th time

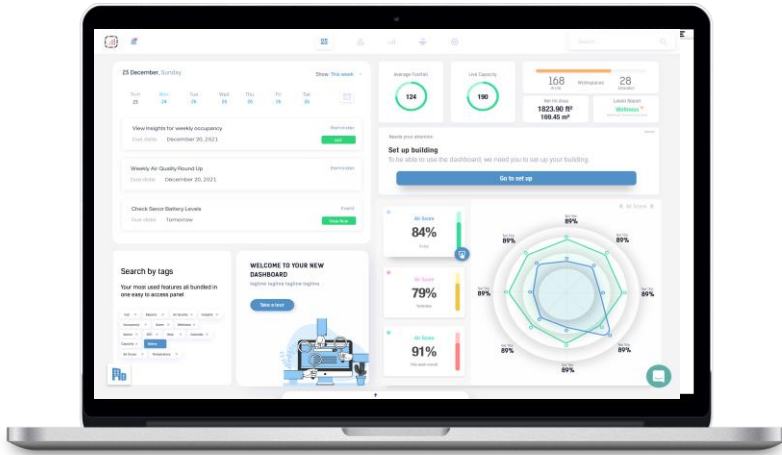


**15,000+**

Azure objects under  
management



# Introducing Metrikus - A central brain for hybrid work



By connecting a building's assets and sensors into a single digital platform, Metrikus' solution transforms real estate data into a powerful decision-making tool. Their software is hardware agnostic, enabling any sensor or legacy system to be integrated. With real-time information on all relevant aspects of an estate, Metrikus provides the leading integrated software solution in the market.

Metrikus already have 40 hardware partners integrated giving us over 300+ sensors to choose from

The API offers the ability to develop new solutions by building apps on top of the technology



## PEOPLE

- Deliver a better employee experience through Workplace Experience applications
- Improved indoor air quality to maintain productivity
- Easily communicate the air quality to employees



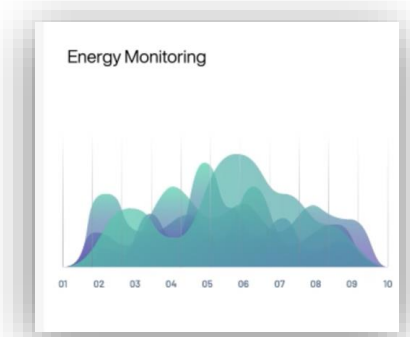
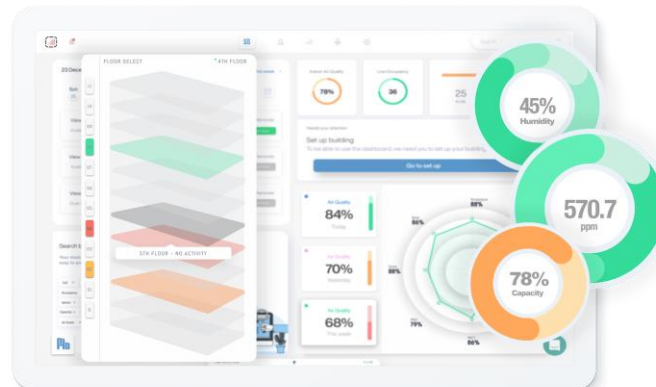
## SPACE

- Identify overused and underused areas in your building, providing the opportunity to optimise space utilisation
- Insights enable smart systems to make adjustments about where heat and light are required



## SUSTAINABILITY

- Monitor your operational energy consumption alongside your occupancy data to identify where or when you could be reducing energy usage
- Drive health and wellbeing by improving indoor air quality





# Why Metrikus & Avanade? Two market leaders

Metrikus delivers a market leading smart building platform, built on Azure. Their IoT expertise combined with Avanade's ability to provide scalability and a trusted managed service on the Microsoft ecosystem, allows customers to gain actionable insights from across their entire estate and make meaningful and sustained changes that elevate the employee experience, create a space fit for purpose, and one that is more sustainable.



# Why Microsoft Technology? Microsoft is leading the way

Microsoft, one of the most valuable companies in the world, is on a mission: To empower every person and every organisation on the planet to achieve more.



# Powered by a unique partnership



## Microsoft has the largest addressable market in our clients

Microsoft has decades of relationship with every client. Microsoft is typically one of the Top 5 partners in terms of spend with many of our clients.



## Microsoft's platform is much broader than Azure

All platforms are not equal; Microsoft is much broader than Azure in terms of cloud offerings and extends into M365 (Teams, Office, Etc.) and D365 (Dynamics, Power Apps, Etc.).



## Microsoft's commitment to Innovation & Customer Success

Microsoft has invested millions into tools to evaluate and accelerate the path for converting their estate.



## Microsoft is the #1 Industry Solution Leader

Microsoft is aligned with industries and more Industry Solutions are developed on Microsoft platforms than the competition, expediting time to value for clients.

## Value

- + Partnership: Avanade and Microsoft is a joint venture for 20+ years.
- + Industry scale: Bring industry depth and breadth to differentiate the transformation journey
- + Scale, capability & compatibility: Incumbent in all our clients, ability to leverage Avanade to drive & deliver



# Getting Started – Indicative Pilot Project

Rapidly deploy a production-ready digital twin, covering at least one floor in one of your buildings - to gather the data necessary to succeed at scale. You can start as simply as monitoring capacity utilization. However, a pilot project is flexible, and can explore desk/room occupancy, indoor air quality, smart energy management, and more. Final pricing will vary based on overall scope for the pilot.

Below is an example indicative of a project exploring Occupancy, Capacity Utilization and Indoor Air Quality, along with the associated services, assuming rental of hardware. There are options available to purchase hardware at the outset or at the end of the pilot. Any required cabling or network connectivity becomes the property of the customer. They bear the costs for those components of the pilot, and those costs are not included in the figure below.



## Solution

### Software:

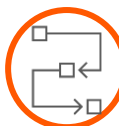
- Access to Metrikus platform
- 2 x Editor licenses on platform
- Unlimited viewer licenses on platform

### Hardware:

- Xovis PC2S Sensor (rent or purchase)
- Vergesense (rent or purchase)
- Airthings View Plus (rent or purchase)

### Networking and Cabling:

- Xovis Cloud
- PC2S Mounting Kit
- PoE Switch - 24 Port Equipment Rental
- 4G Cellular Gateway Equipment Rental
- Cellular Services - 10GB SIM + Allowance Sim Card Purchase + Cellular Services



## Activities

- Device onboarding and initial setup
- Define goals and plan for pilot project
- Carry out workshops with users around needs, UX, dashboarding
- Technology deep dives to understand integrations
- Analyse organisational data
- Develop high level business case for targeted use cases



## Outcomes

- Report on pilot and recommendations for scaling
- Use case details and ROI
- Setup and configuration of Digital Twin
- Installation of IoT sensors, device rental (option to purchase)



# Let's get started

This journey begins with a pilot project which can be right-sized for your organization. Costs provided are indicative of a typical pilot. For more information, or to reserve a spot for your pilot, please contact:

[MicrosoftOfferings@avanade.com](mailto:MicrosoftOfferings@avanade.com)