



**LED**

Prepared by:  
Leading Edge Design Group  
[www.ledesigngroup.com](http://www.ledesigngroup.com)

# INTELLIGENT BUILDINGS

## THEIR ROLE IN THE NETWORKED-CONNECTED ECONOMY.



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# TECHNOLOGY IS DRASTICALLY CHANGING OUR LIVES



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# TECHNOLOGY IS DRASTICALLY CHANGING OUR LIVES

## TRANSACTIONAL EXPERIENCE

Check my Balance  
Try on a Dress  
Sunday Open House



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## IMMERSIVE EXPERIENCE

Augmented Banking  
Dressing Room Services  
Tour by AR goggles



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# 2017: IOT DEVICES > POPULATION

8.4 billion



7.6 billion



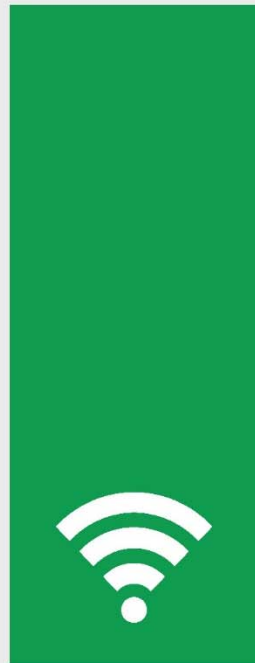
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# 2020: 20 BILLION DEVICES ONLINE

20 billion



7.6 billion

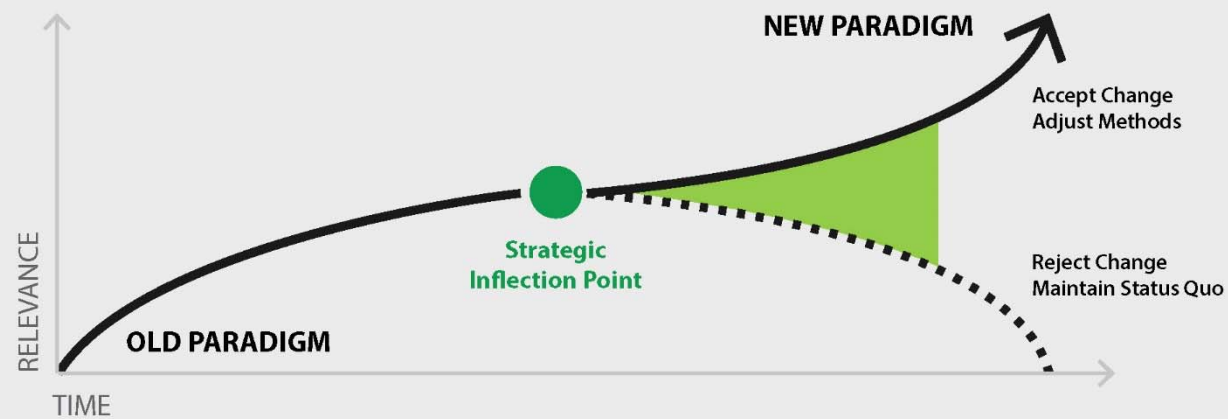


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# INFLECTION POINT



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# INTELLIGENT BUILDING MOVING BEYOND SYSTEMS



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**TECHNOLOGY**  
**DEFINES USER EXPERIENCE**



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Utilities

**3**



Rent

**30**



Payroll

**300**

According to the 3/30/300 rule (Jones Lang LaSalle),  
**a 2% energy efficiency improvement is equal to \$0.06 per square foot,  
while the same 2% gain in productivity is worth \$6.**



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# EMPLOYEE DISENGAGEMENT



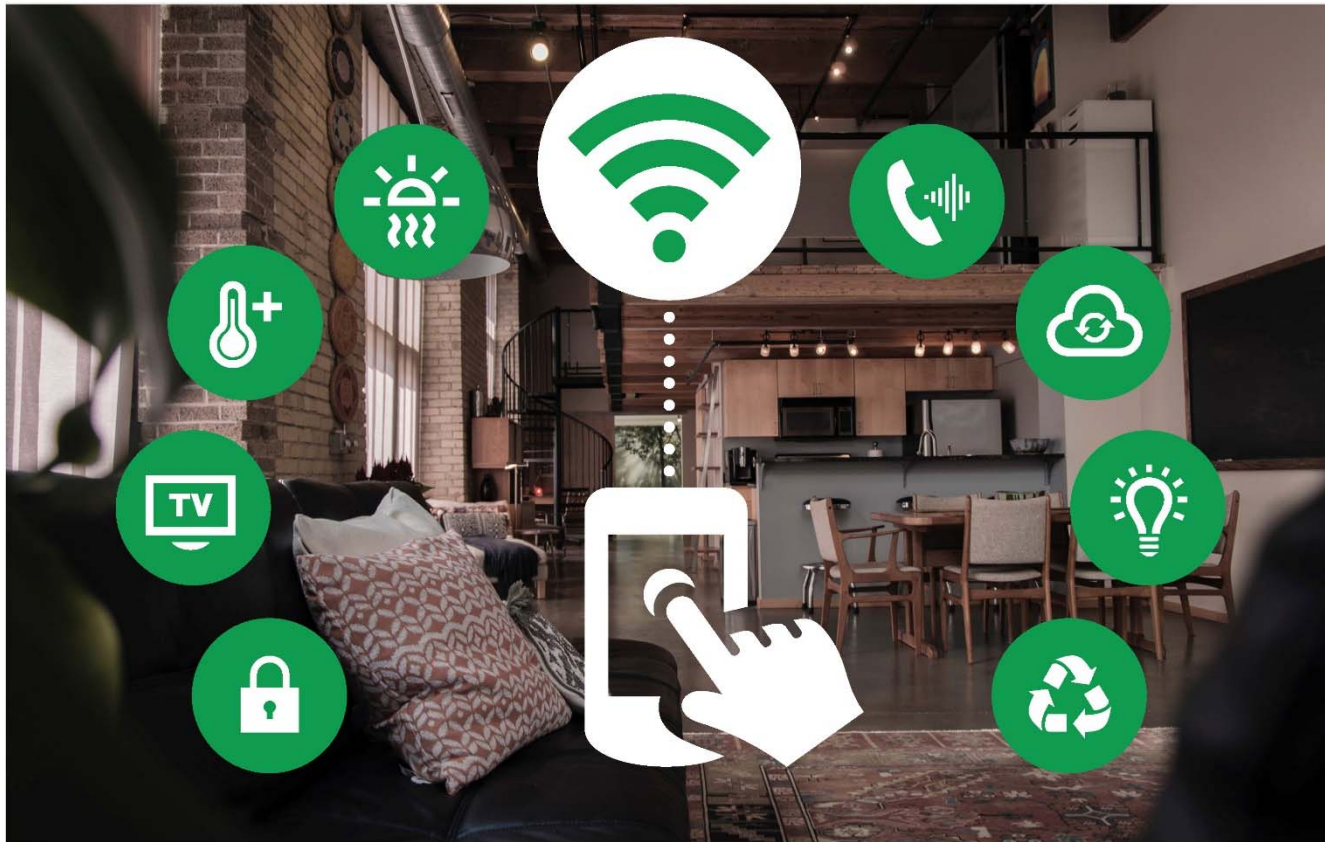
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Occupancy sensors to track shutdown and unused spaces.

Digitally integrated collaboration boards, audio, and visual.

Alexa for Business.

Real-time employee climate preferences. Can be grouped for meetings.

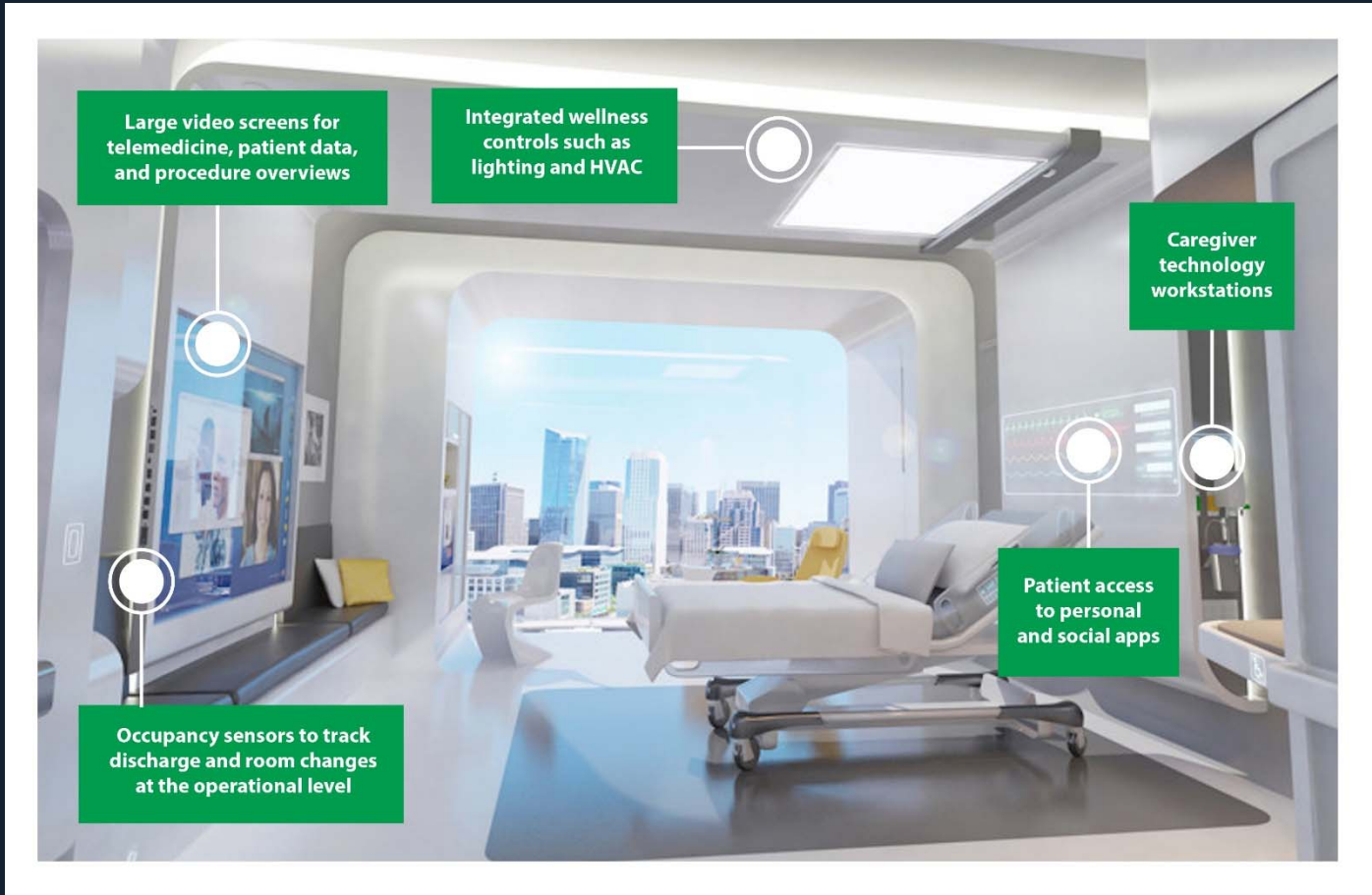
Camera and microphones detect occupants, greet them, and transcribe meeting.



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Large video screens for telemedicine, patient data, and procedure overviews

Integrated wellness controls such as lighting and HVAC

Caregiver technology workstations

Occupancy sensors to track discharge and room changes at the operational level

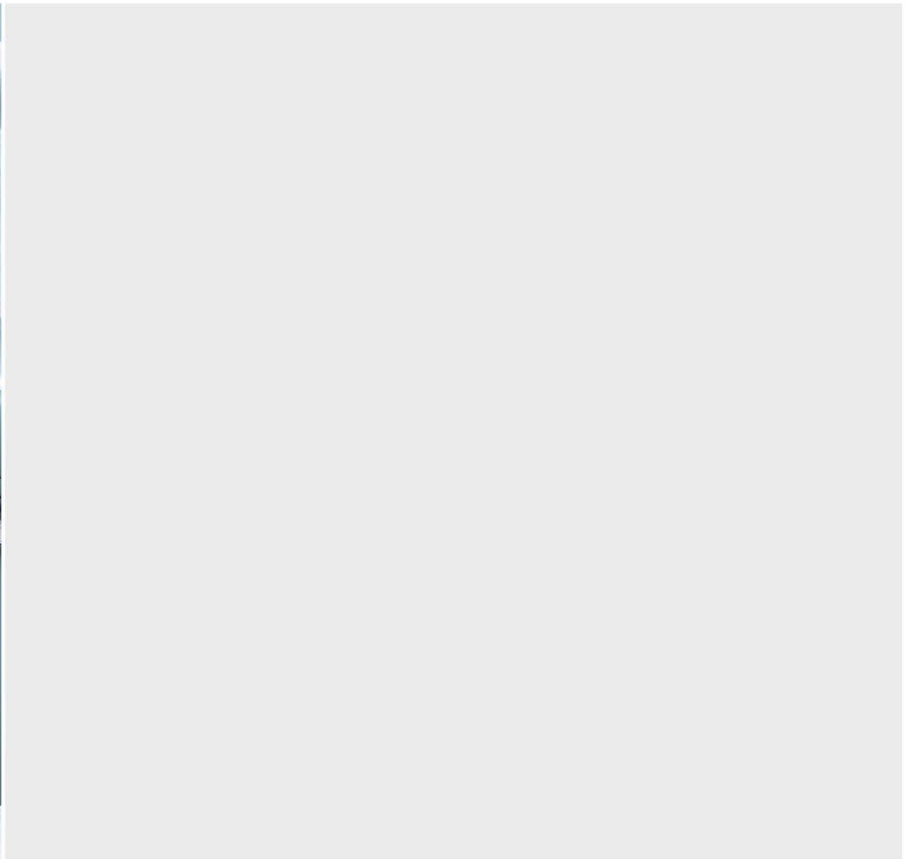
Patient access to personal and social apps



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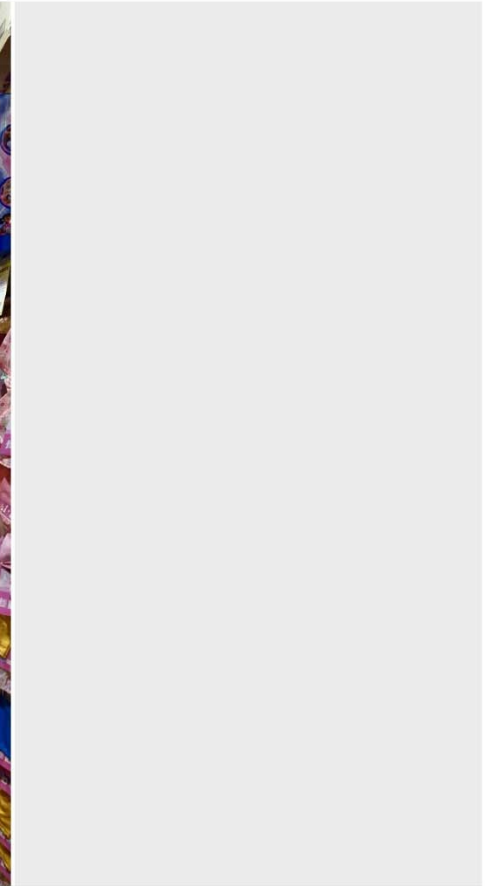




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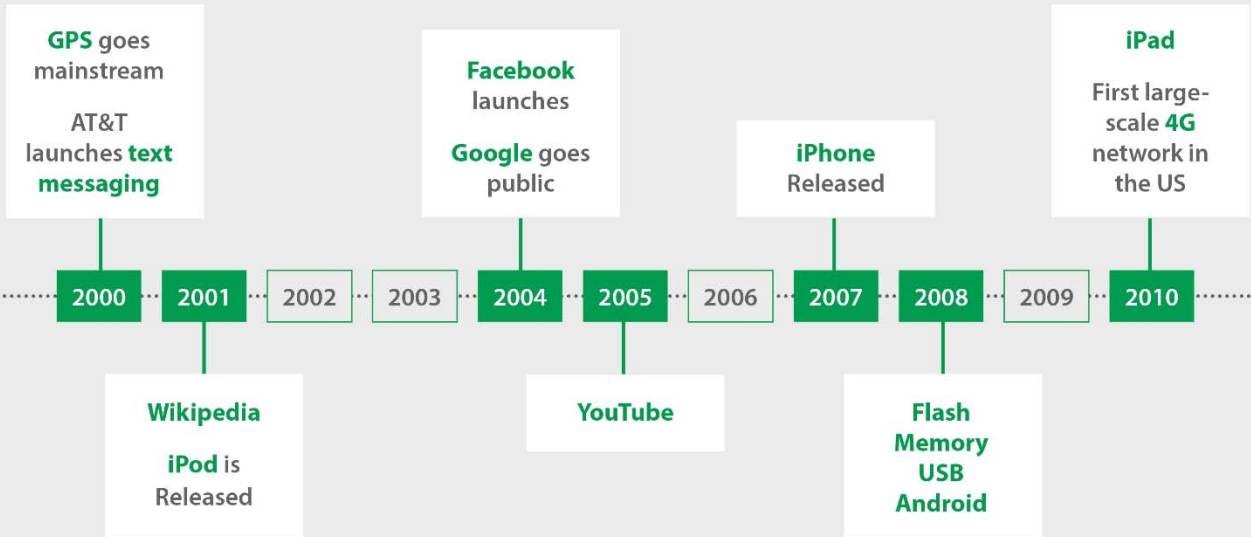




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# TEN YEARS OF TECH TRANSFORMATIONS



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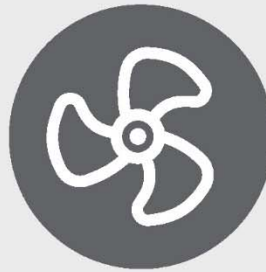
# THE 4TH UTILITY



Electricity



Water



HVAC



Network



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### Compute & Analyze

Automated reporting and response



STANDARDIZED, SECURE, AND INTEGRATED IP NETWORK

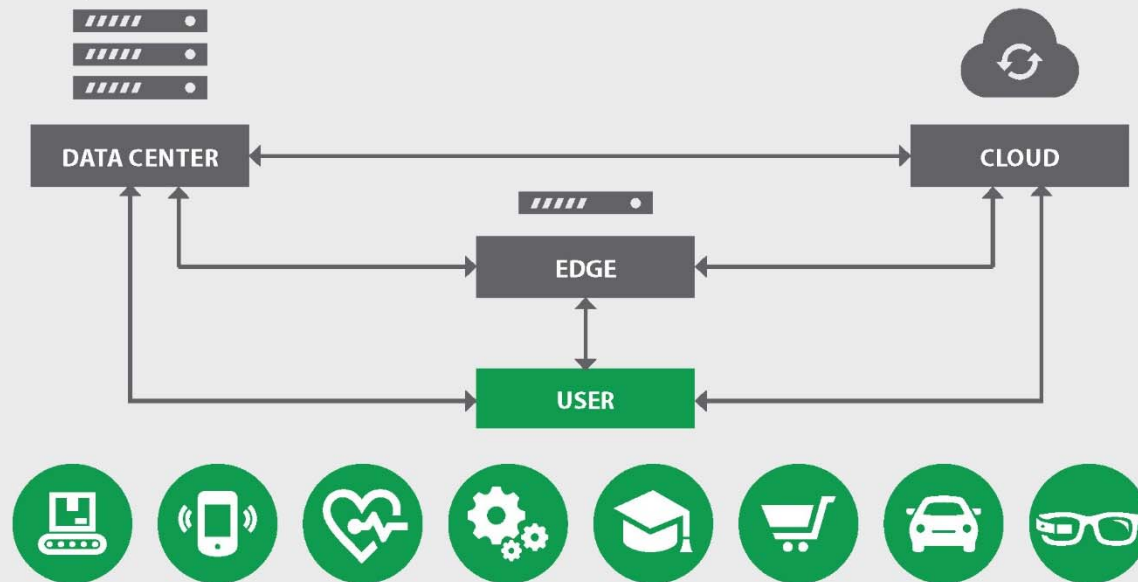


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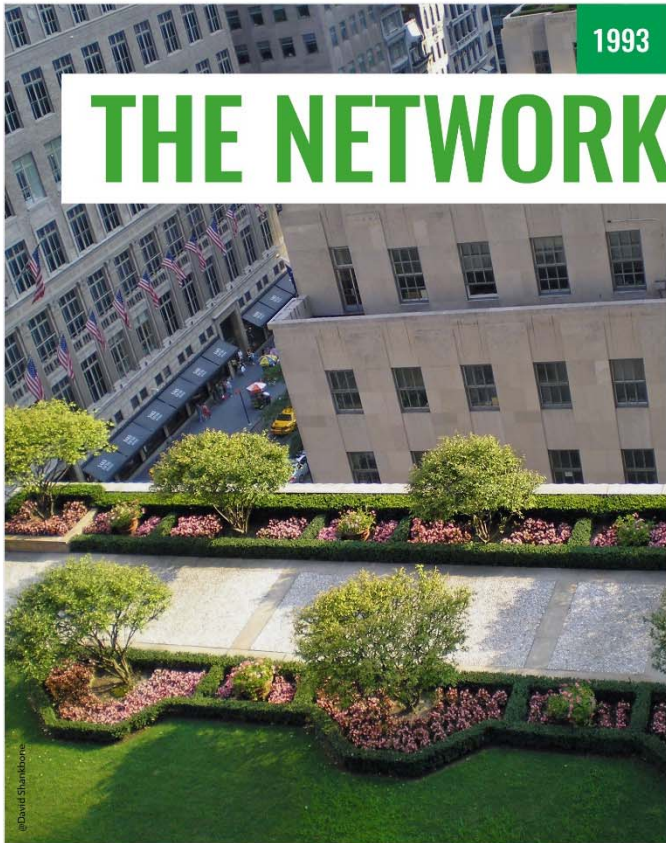
# SERVICE DELIVERY MODEL



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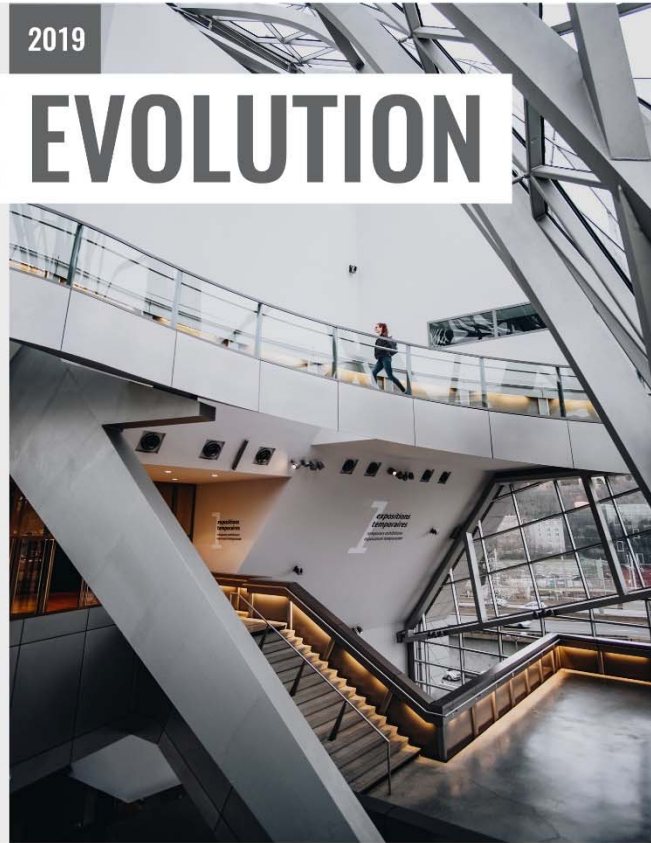
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1993

2019

# THE NETWORK EVOLUTION



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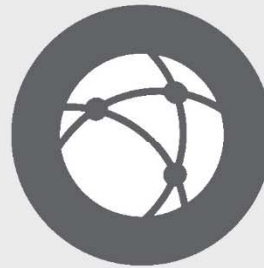
# 4TH INDUSTRIAL REVOLUTION



Mechanical



Electrical



Internet



Digital\*

**\*Digital will have 10X the impact of Internet.**



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# QUESTIONS?

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