FM Service Providers

and

Smart Buildings

Joanna Harris & Katy Cheeseman

sodexo

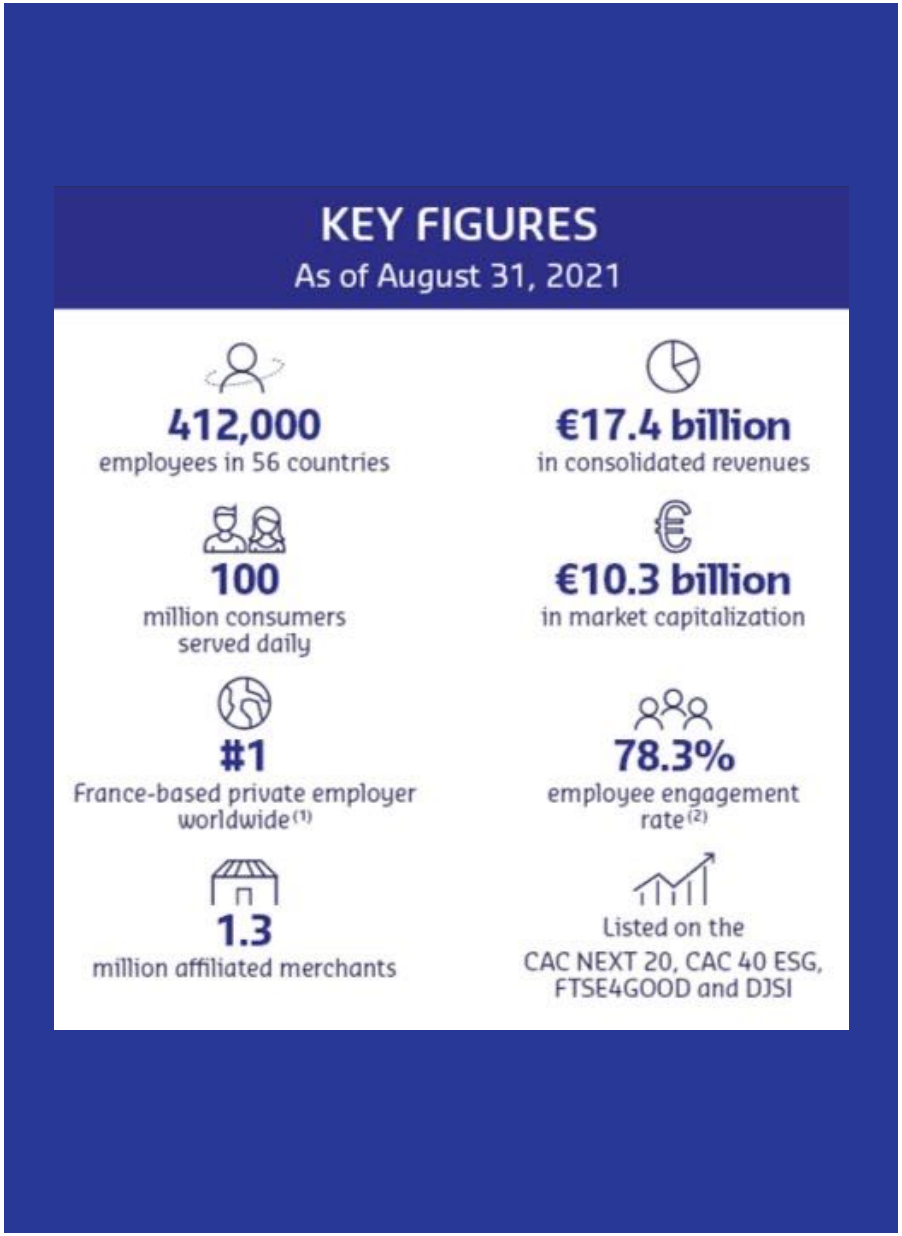


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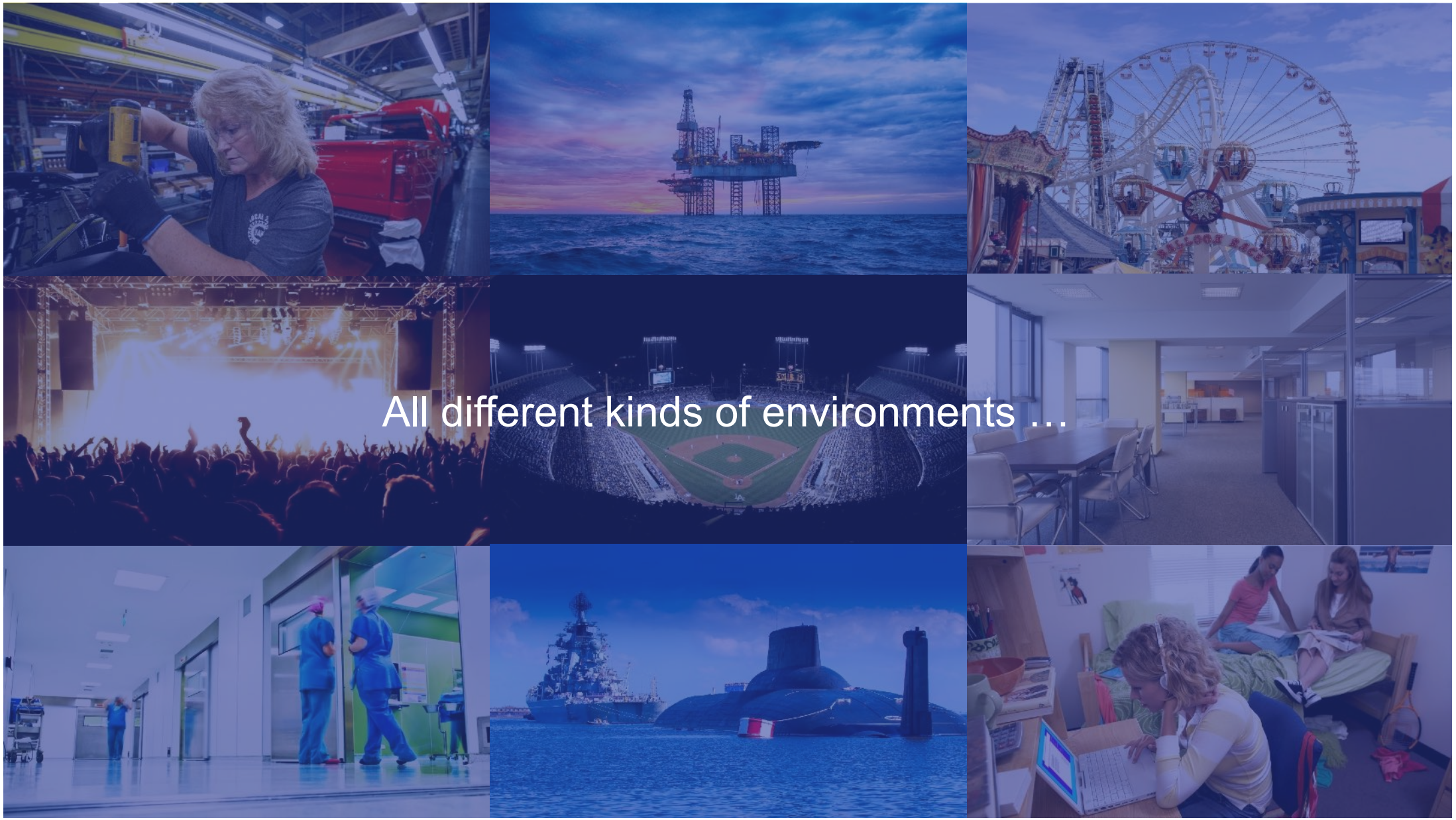
Who We Are?

Not just a catering company

- **Our On-site services encompass food, facilities management and workplace & technical management services.**
- **We also provide Benefits and Rewards and Personal and Home Services.**
- **Our 412,000 employees deliver these services in 55 countries around the world.**

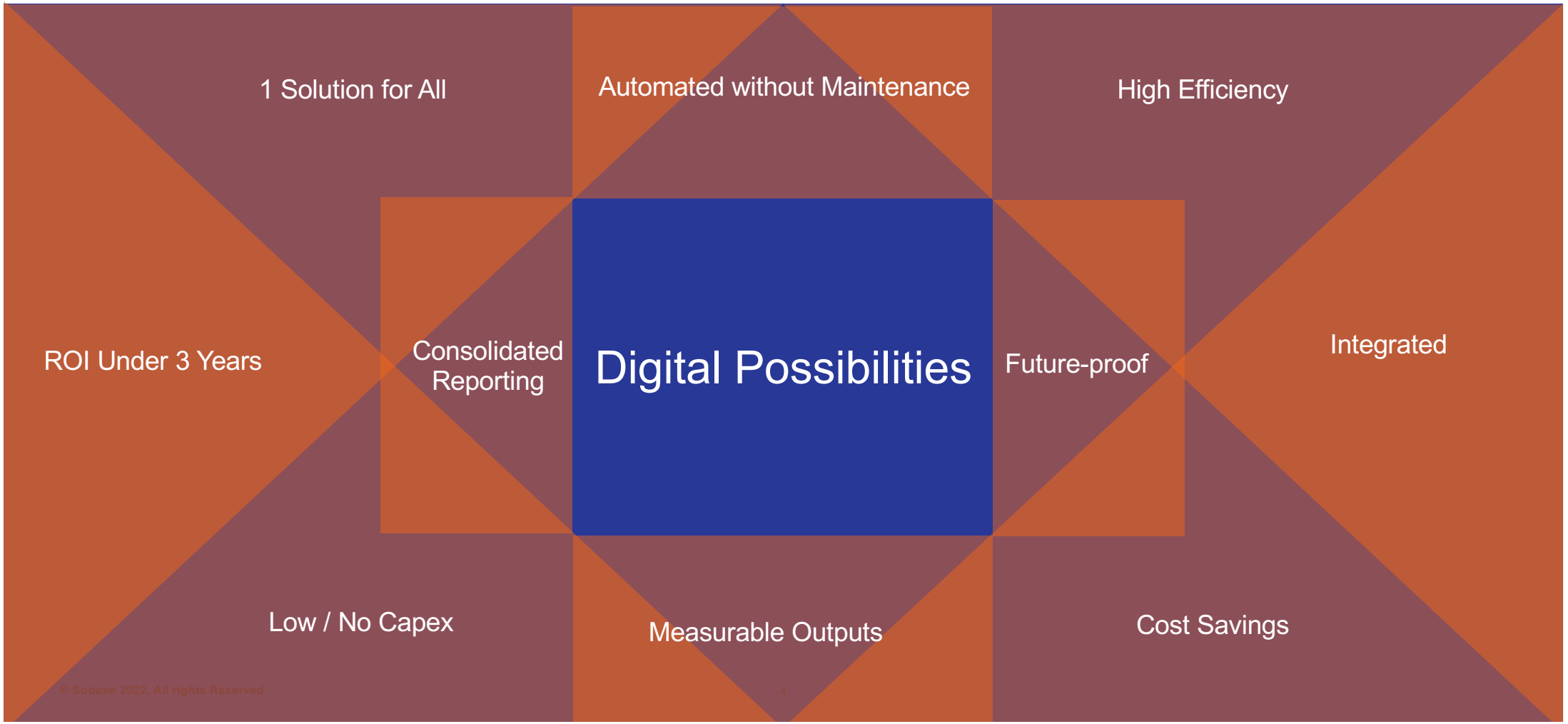


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All different kinds of environments …

Requirements

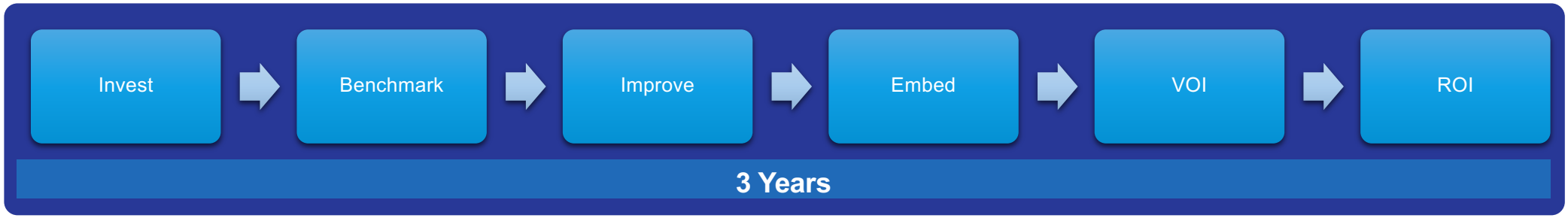
From a facilities management service providers point of view



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FM Supplier Challenges

ROI within Contract Lifecycle



Employee Engagement

Attracting Talent

Retaining Talent

Job Security

Pace of Change

Future-Proofing

Integrating New Technologies

Maintaining Ways of Working

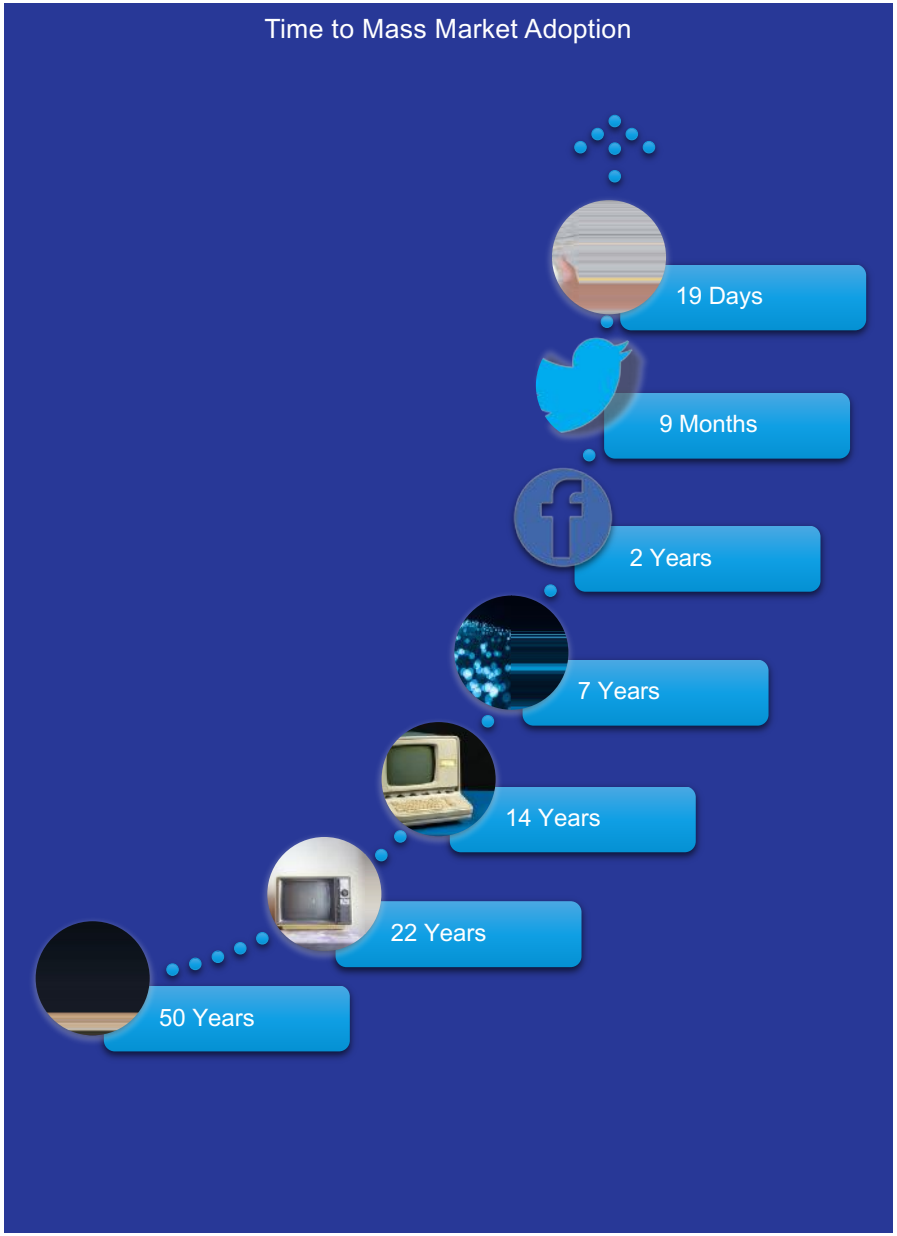
Environmental, Social & Economically Conscious

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Pace of Change

Sprint vs Marathon

- **127 new devices** connect to the internet **every second**
- There will be **38.6 billion Internet of Things** connected devices around the world in 2025 (estimated 50 billion by 2030).
- **91% of Fortune 1000 companies** are increasing **Big Data & AI investment**.
- Penetration of **internet users projected to be 94.2%** by 2025 in the U.S
- **Global wearable AI market** is projected to be worth **£64.32 billion by 2026**
- **Artificial intelligence** industry is **growing by 16.4% year over year**



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Focus on the Occupier

More **Productive,** Not More Efficient

- **Day in the life of an occupier – how does the technology enable their working day (as oppose to hindering it)**



Access Barrier

- Key-card Security Control



Arriving at Work

- Parking Booking Website



Access the Building

- Key-card Security Control



Enter Workspace

- Sign-in Book



Find Desk

- Desk Booking Website



Team Meeting

- Meeting-Room Booking



Order Lunch

- Food App



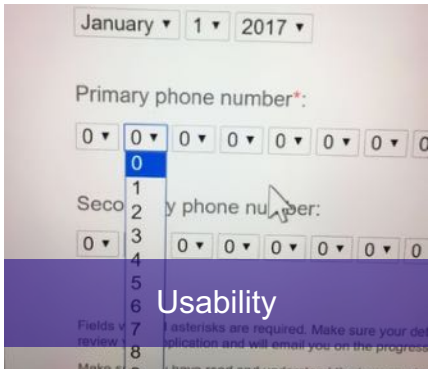
Spill Lunch!

- Call FM Helpdesk

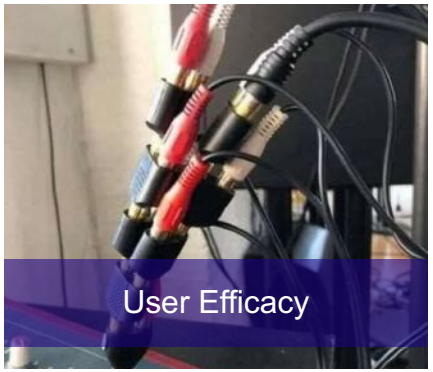
This is just the morning!

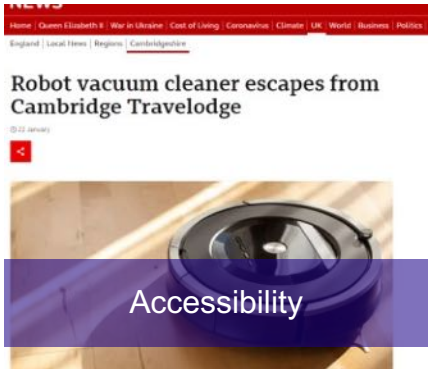
Technology Selection

Choosing the Right Technology, for the Right Purpose

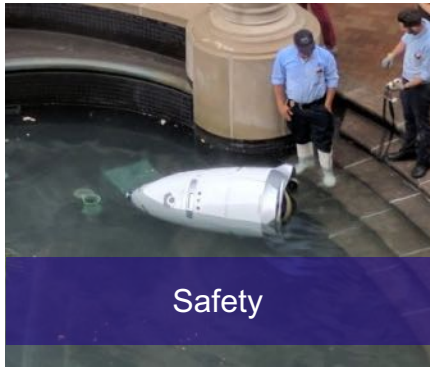














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Big Data

Data is the answer, but what is the question…



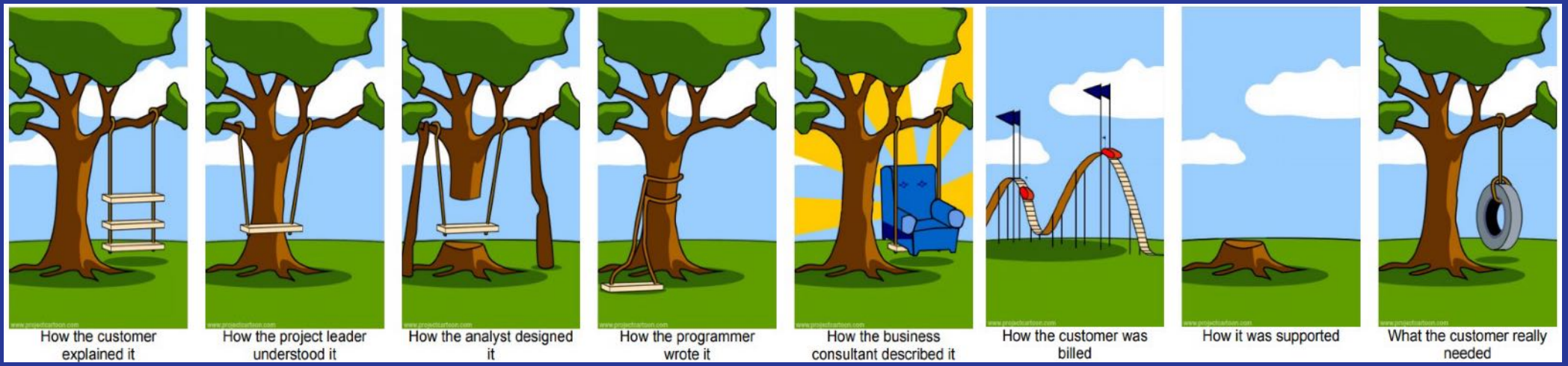
- **Relevant data – Avoiding Analysis Paralysis**
- **Intelligent Insights - Linking datasets together enables**
- **Governance – Making it meaningful**
- **Actionable – How to trigger action**

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Challenge with Humility

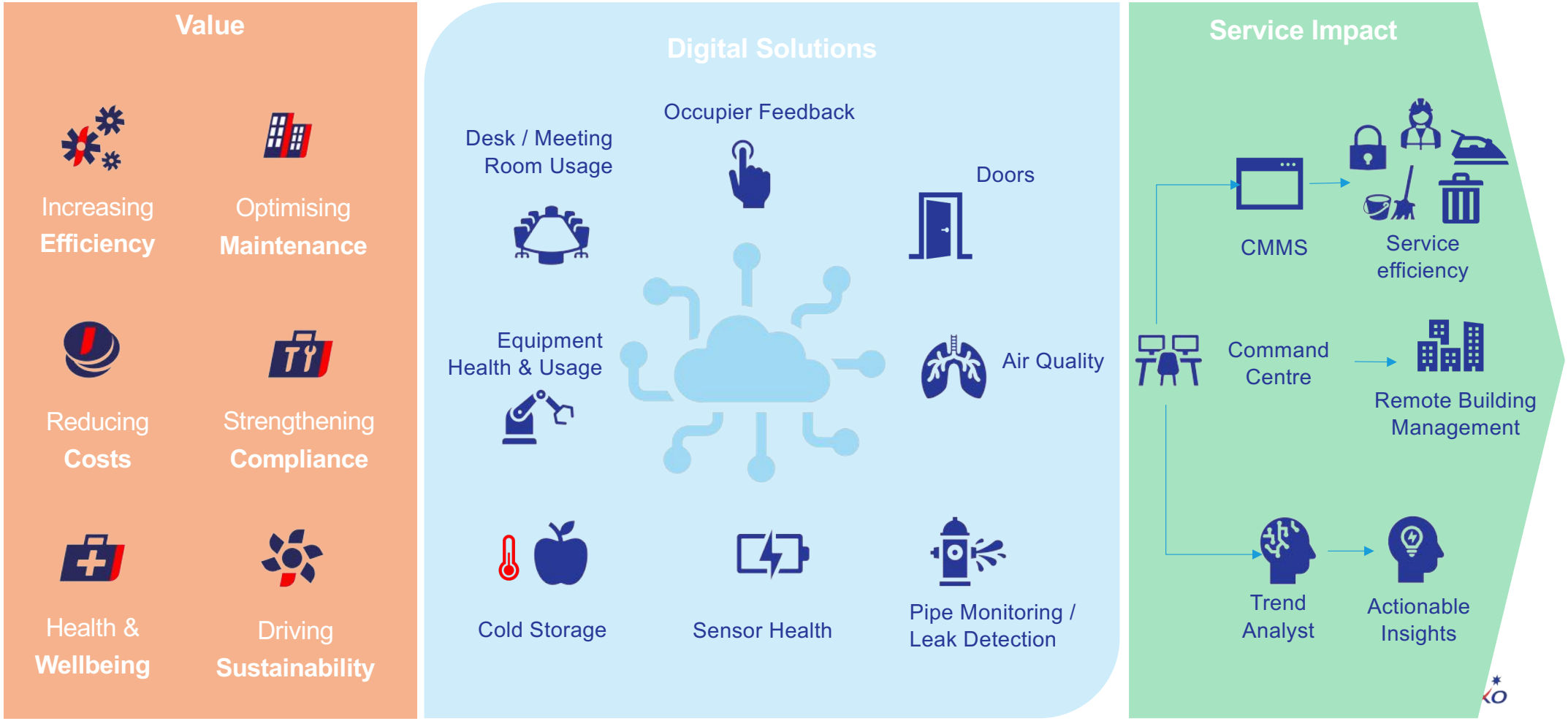
Getting to the Heart of It

- **In a rapidly evolving technological environment**
- **Plethora of terminology**
- **Everyone is ‘familiar’, few are end-to-end ‘experts’**
- **Challenging with Humility**



Our Experiences

Start With The Outcome



Accelerator Programs with Regional Impact

Brazil, China, UK & Ireland, Noram

sodexo accelerators

12
Accelerators

50+
Accelerated startups



More then 1.000 startups and scaleups screened with solutions on: Employee Experience, Foodtech, Health & Wellbeing, Smart building, Sustainability, etc.

Currently on:

- *2nd round in **Brazil***
- *1st round in **UK & I***
- *1st round in **Brazil***

Some of our partners:

VIVA TECHNOLOGY

X·NODE 创 极 无 限

LIGA VENTURES

LE VILLAGE

LMARKS

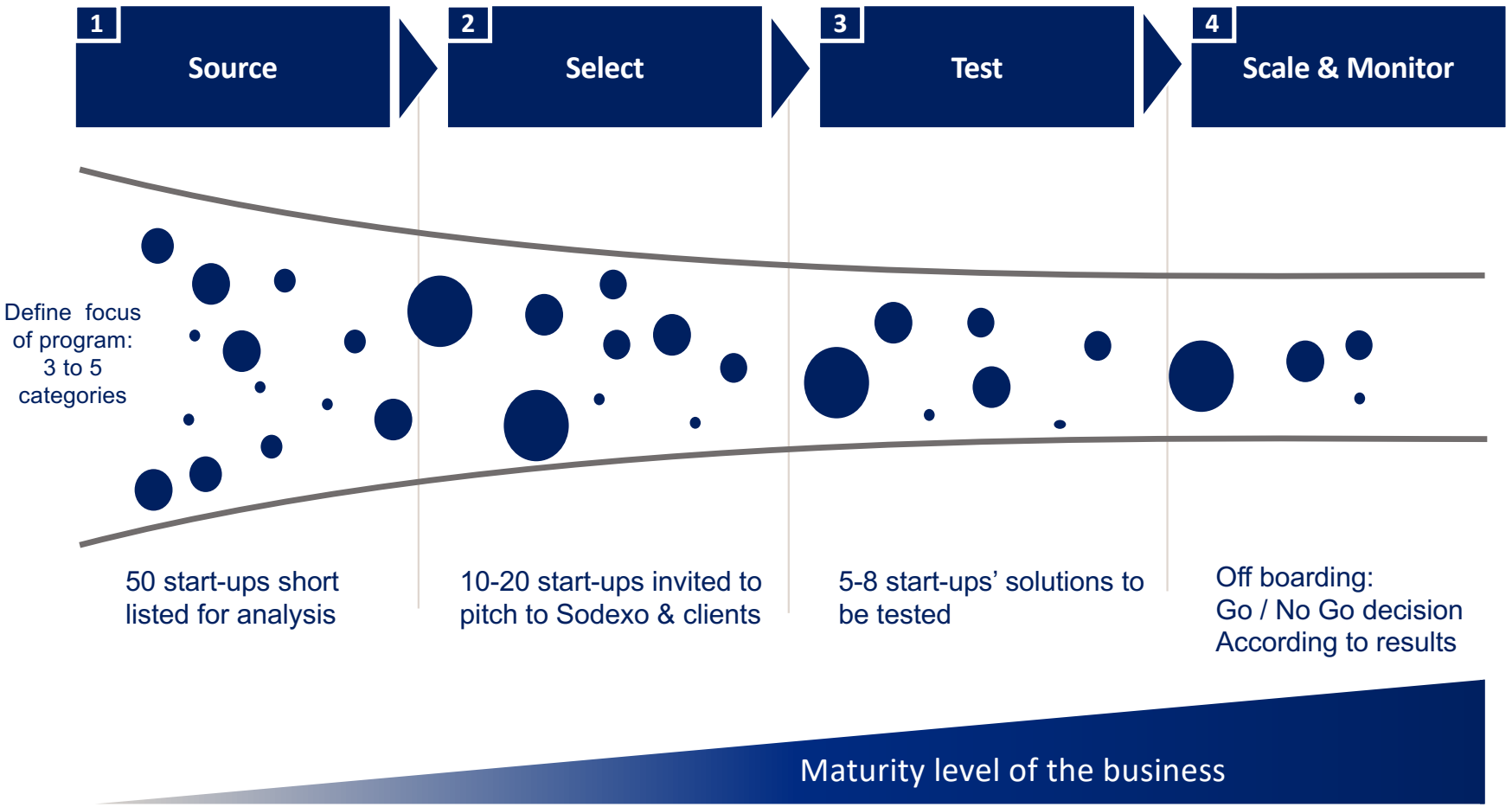
Yfood

36Kr

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Accelerator Process

Filling our Innovation Fuel







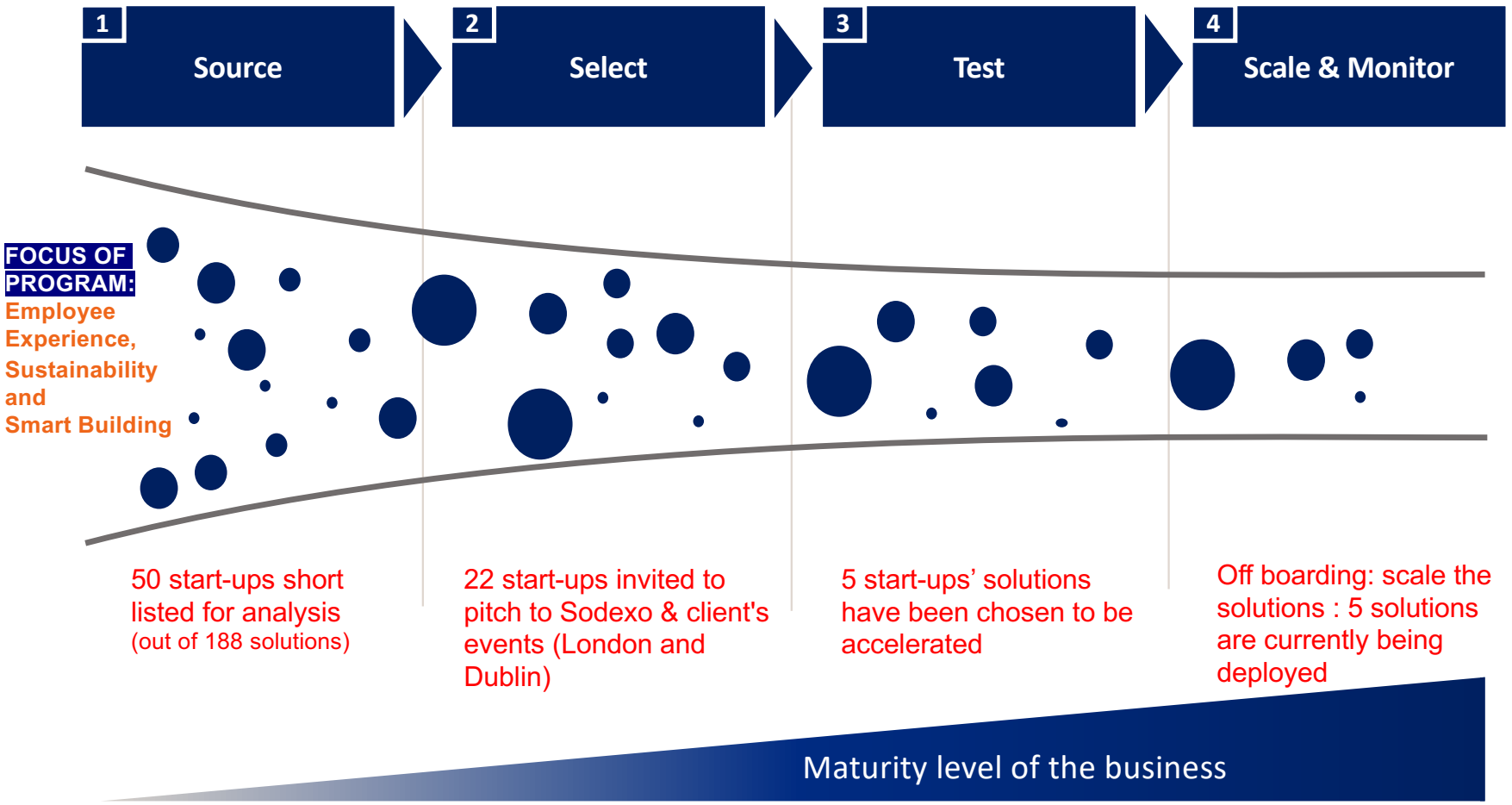




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Accelerator Process

Filling our Innovation Fuel



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Acceleration

Moments through the Programme

Over 10 weeks of active collaboration between Sodexo and the 5 selected companies, the acceleration stage aims to prove value to all parties. Use cases are both impactful and achievable within the duration of the programme, each company's bespoke journey culminates at Demo Day.

1 2 3 4 5 6 7 8 9 10



Week 1: May 09th

- ✓ Mentors defined
- ✓ Start-ups onboarded
- ✓ Weekly meetings settled
- ✓ Contracts signed
- ✓ Legal, Supply M, IS&T onboardings



Week 2: May 16th

- ✓ Demo of solutions done
- ✓ Scope of POCs defined
- ✓ Site of tests identified
- ✓ Operations from sites onboarded
- ✓ Client meetings settled



Week 6: June 15th

- ✓ Mid-point review with Sponsors
- ✓ Identify and remove blockers



Demo Day: July 13th

- ✓ Clients invited
- ✓ Start-ups on-site for event
- ✓ Present results of tests

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Our Smart Accelerator Partners

WAYLEADR

With its SaaS last-mile automation solution for smart buildings, Wayleadr worked with Sodexo's offices, save time for colleagues when parking, help right-size real estate spend and curb carbon emissions.

During the trial, 394 employees downloaded the app and made 1,168 booking requests.

With the data achieved through the 10-week period, Wayleadr project that over the course of a year, there could be:

- 14,527 fewer kilometres travelled by commuting colleagues
- 23.86 fewer metric tonnes of CO_2 emissions across just three sites

INFOGRID

Smart building platform gathers and analyses data from the smartest internet of things (IoT) technology to drive healthy, efficient and sustainable buildings.

Trialled on three client sites, identified:

- 56% time savings on smart cleaning and occupancy
- 91% time savings on pipe monitoring
- up to 80% reduction in virus risk and 50% improvement in productivity based on their indoor air quality monitoring
- 12.5% time savings identified on cold storage, equating to between £2,000 - £4,000 worth of food waste per site.

Hark.

Industrial internet of things (IoT) and energy analytics company trialled its technology platform, enabling connectivity to any industrial asset in order to remotely monitor, analyse and optimise systems in real-time.

Trialled on a clients 700,000sq ft technology site, looking at energy data and providing actionable insights, the Hark team found potential for £63,000 of energy savings, equating to 68,300 kg CO_2 emissions each year.

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HELP SAVE THE WORLD

FM is at the focus of **positive trends** in society and the environment

- **Sustainability**
- **Energy conservation**
- **Clean air and water**
- **Health and wellness**
- **Economic development**
- **The future of work**

Thank you.