CRE Occupier Technology Innovations

Technologies that are driving occupier efficiencies

Hello!

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2.5 Years with MRI

Occupier Technology Innovation Drivers

- **Compliance Landscapes**
  - Increasing Governance
  - Corruption in South Africa
  - Portfolio governance is a business imperative

- **Economic Landscape is Highly Competitive**
  - Costs
  - Uncertainty
  - Agility is key to survive and thrive

- **Data Landscape**
  - Never been a more important time than now to make the right decisions
  - Data driven decisions
  - Accurate actionable data is a ticket to the game

CRE Occupier Key Focus Areas

The Role of an Occupier Portfolio Manager

- Abstract
- Manage
- Account
- Plan
- Maintain
- Conserve
- Optimise
- Enable
- Protect

Leases
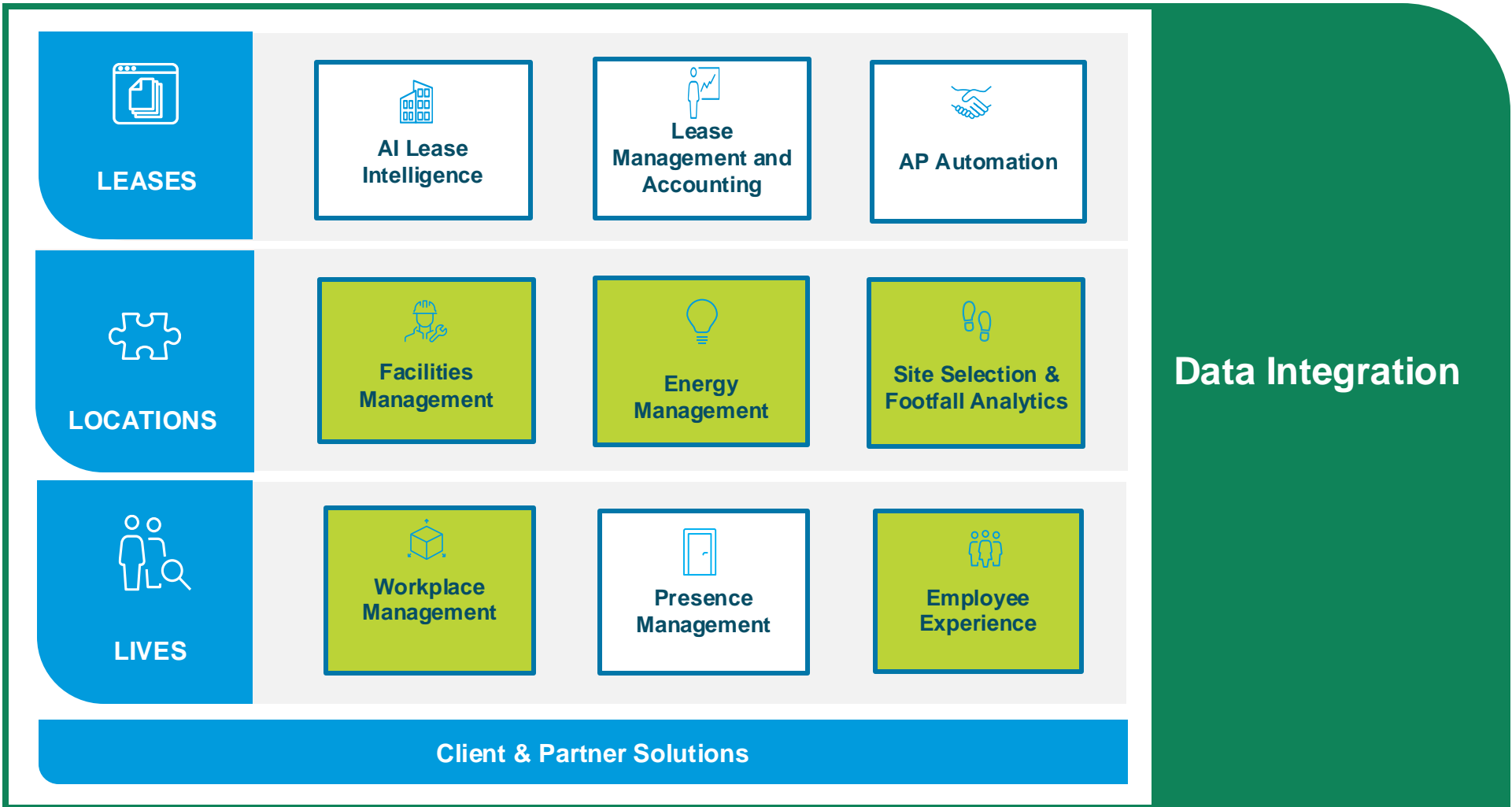Uncomplicate compliance and be confident in your leasing data

Locations
Gain control and visibility over your properties and assets' operations

Lives
Reinvent your workspace into a thriving workplace

MRI @Work for Occupier Ecosystem

LEASES	AI Lease Intelligence	Lease Management and Accounting	AP Automation
LOCATIONS	Facilities Management	Energy Management	Site Selection & Footfall Analytics
LIVES	Workplace Management	Presence Management	Employee Experience

Client & Partner Solutions

Data Integration

Why Computer-Aided Facilities and Maintenance Management?

Predictive maintenance saves 8%-12% over preventative maintenance and a massive 40% on reactive maintenance.

- Reliable Plant –
The Difference Between Predictive Maintenance and Preventive Maintenance

Facilities Management

Processes supported

- Reactive and planned maintenance

- Resource planning

- Helpdesk

- Asset lifecycle management

- Compliance

- Contract management

- Customer self-service and engagement

- Workforce management

- IoT data processing

- Reporting and analysis

Asset Lifecycle

Why Foot Fall Management?

Footfall analytics enables retailers to understand customer traffic patterns, leading to strategies that can increase sales conversion rates.

Deloitte - "Consumer Data in Retail: Transforming data into strategic assets"

Footfall data assists in aligning inventory levels with customer demand, reducing stockouts and excess inventory.

IBM - "Analytics for Retail"
Link: IBM Analytics for Retail

Footfall Management

Processes supported

- Gain greater understanding of how space is used

- Evaluate new opportunities

- Quantify and optimise location performance

- Accurate conversion rates for ROI

- Insights into footfall bench marketing

- Power hours and opening times

- Colleague interactions

- Merchandising / new product ranges
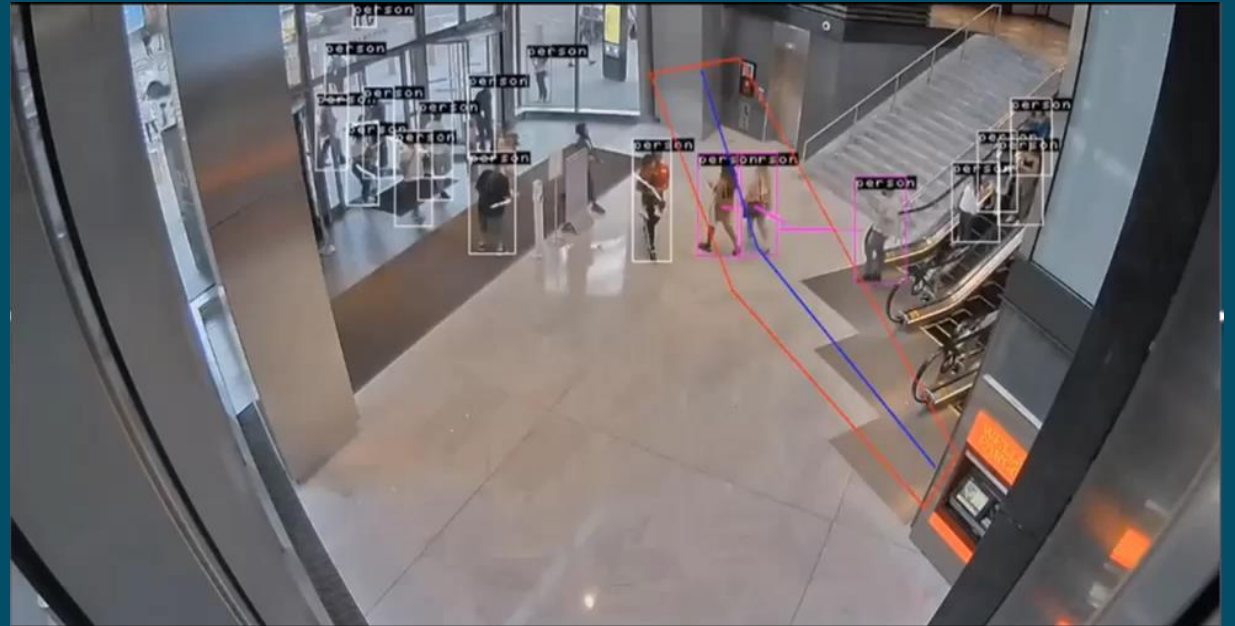
Space and Workplace Management

Processes supported

- Visitor management

- Mobile and desktop usage

- Desk and room booking

- Space modelling and test scenarios

- Track who's onsite

- Complete floor visibility

- Plan and execute people / team / department moves

- Optimise buildings, floorplans and layouts

- Workplace analytics
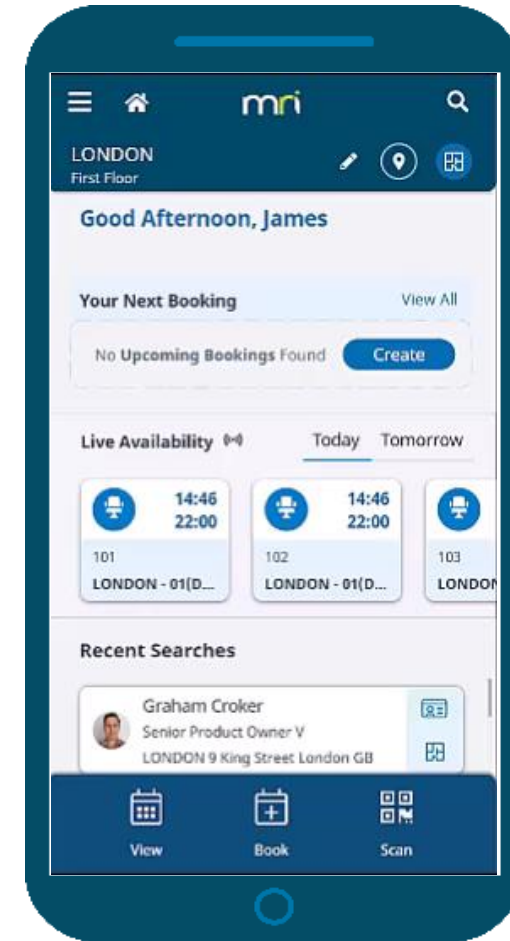
Automate Landlord Due Diligence Checks

- Landlord Bank Details
- Landlord Legal Entity AML Checks

Why Energy Analytics?

The operation and construction of buildings globally is widely credited with accounting for an estimated 40 percent of global greenhouse gas (GHG) emissions.

- Study: The Evolving Role of Facilities Management -

Energy Management

Processes supported

- Data collection
- Anomaly detection
- Sustainability management
- Energy analysis
- Energy reporting
- Solar monitoring
- Utility contract management
- Tenant billing
- Invoice validation

Energy Analytics- ENGiE

- ENGIE Services - A world leader in building performance contracting, energy management
- Customers include whole counties, whole cities, school districts and universities
- Deployed for monitoring 20,000 utility meters
- Energy savings of £1.5 billion (R36 billion) for customers overall
- MRI Energy utilised for monitoring £550 million (R13,2 Billion) of spend per annum

The Model Office

What does a model office look like?
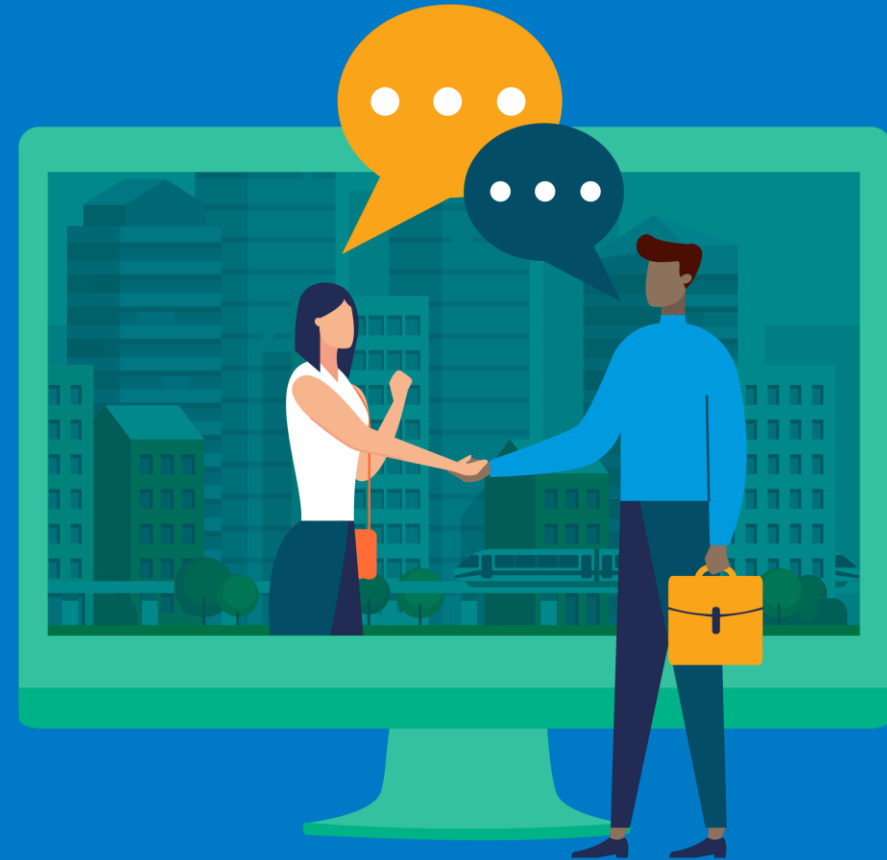
Office Example

- MRI Office, 9 King Street London

- Basement, ground + 5 floors

- Previously, floors were sublet.

- MRI Refurb in 2018

- Previous Landlord had installed tenant sub meters for Electricity

- Some existing CCTV feeds

- Decarbonisation refurbed the gas heating system. All electric for heating and HWS

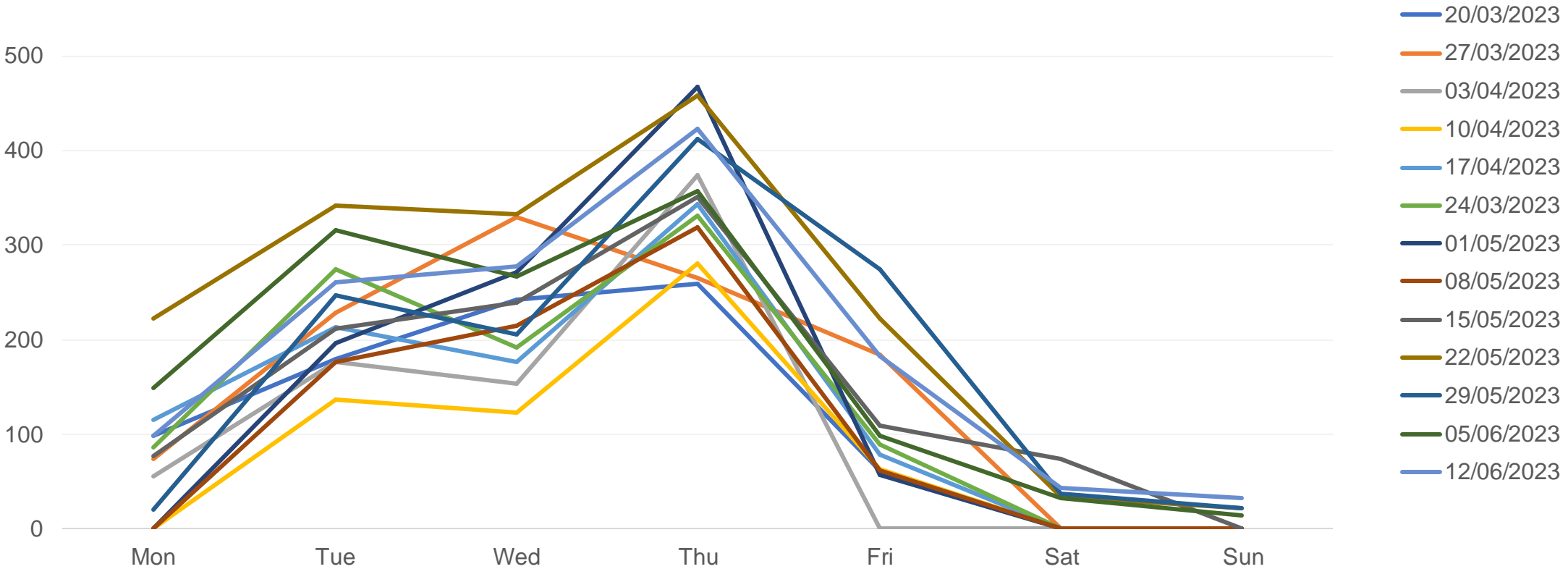- Main electric meter replacement

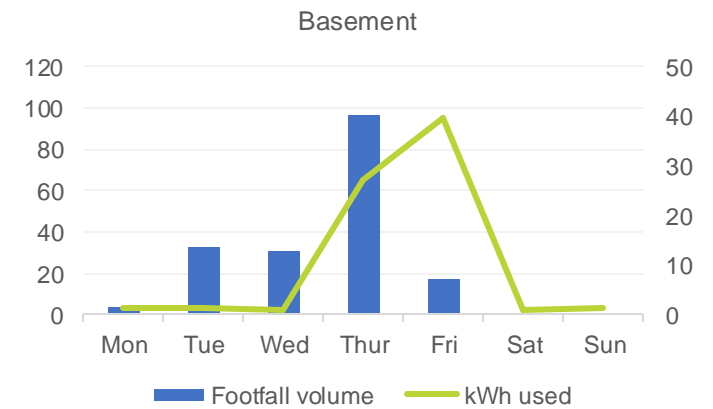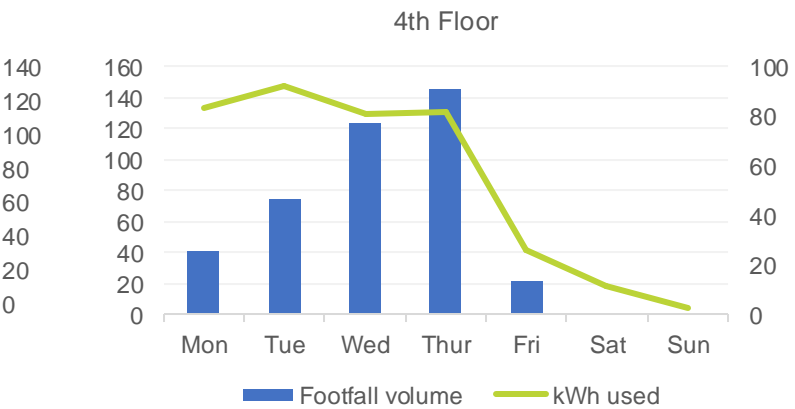- Manual read water meters
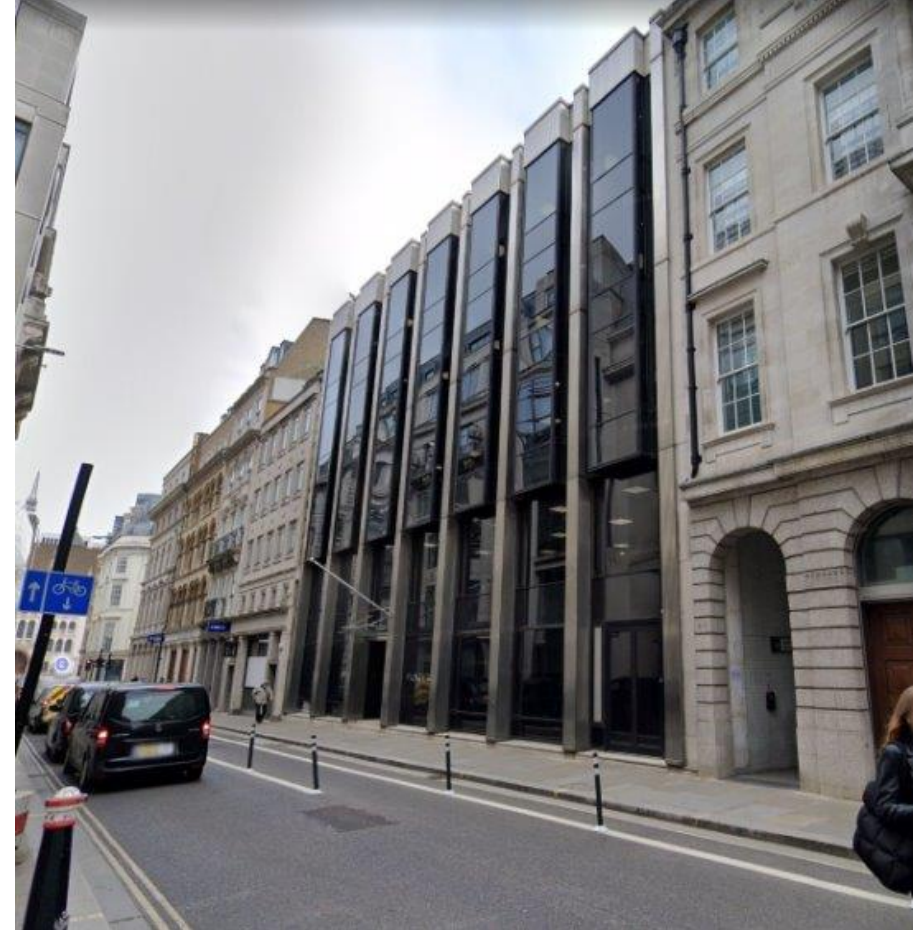
Increasing maturity of hybrid working

Aug 2021 to May 2023 - Average

Work at home 5 days a week ——— Work at home some days each week ———
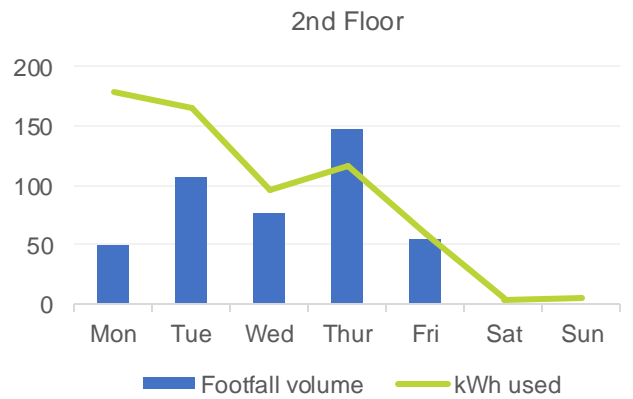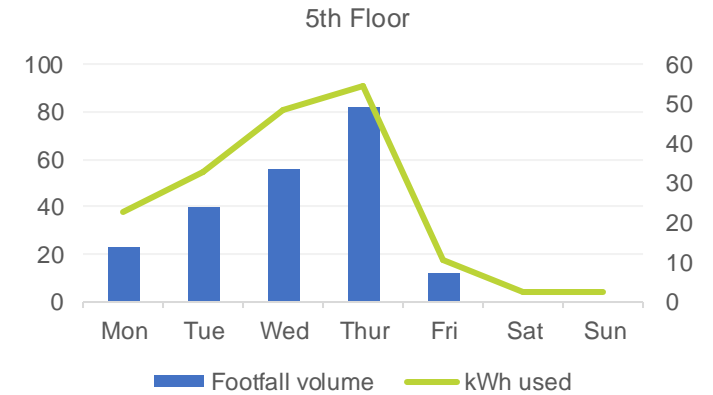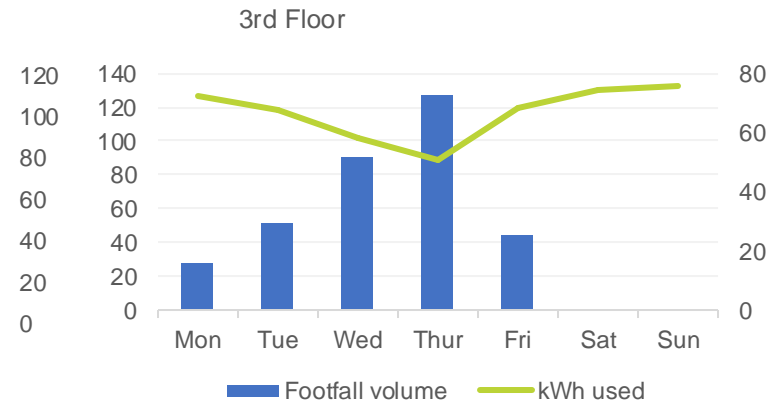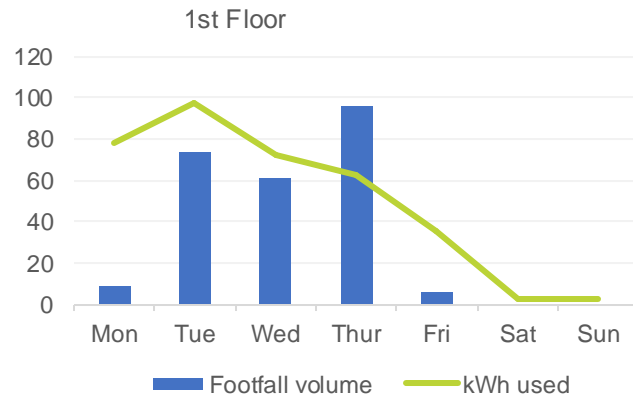Do not work at home on any day of the week ———
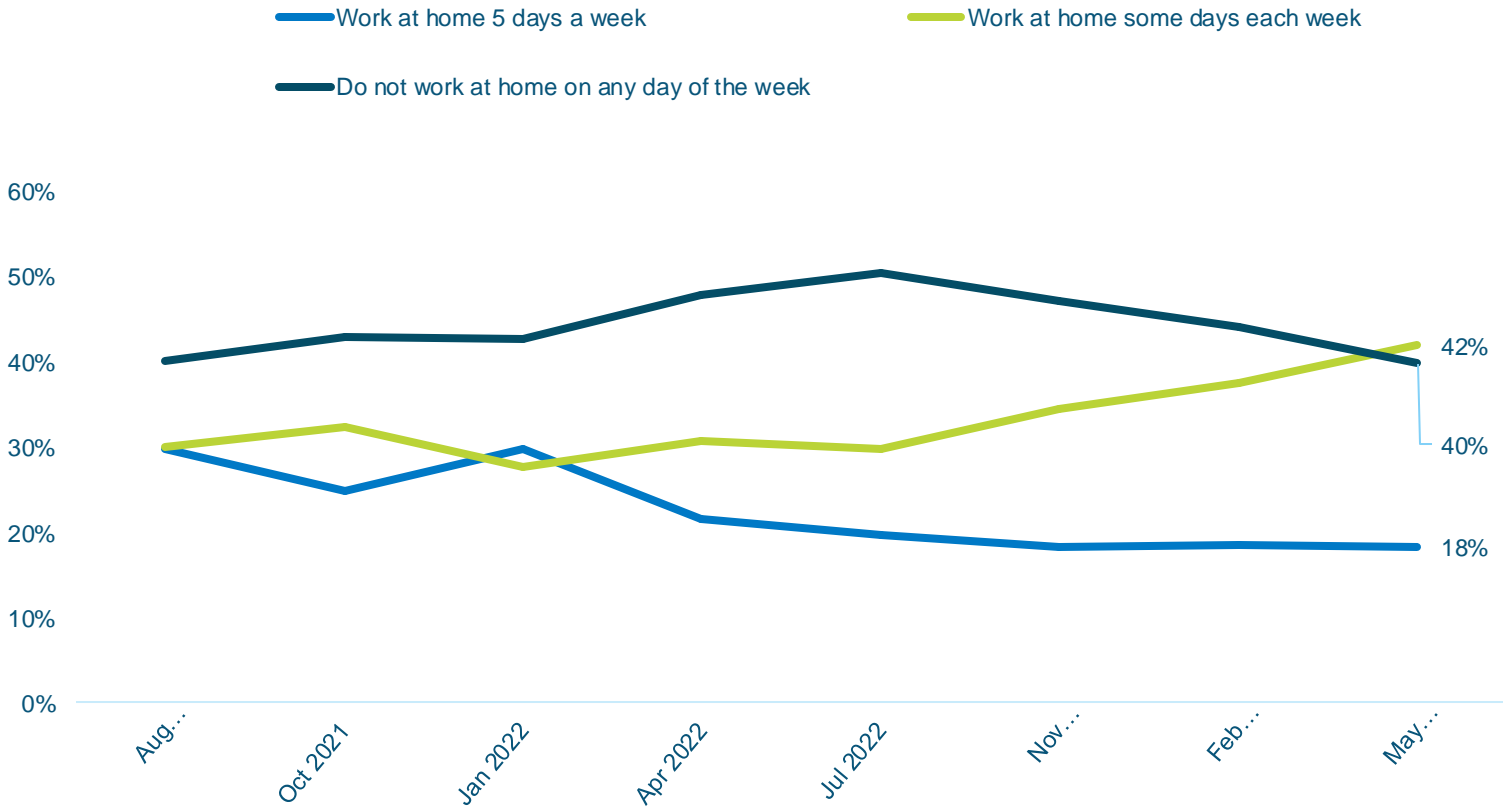
Increase Office building | Footfall by Day

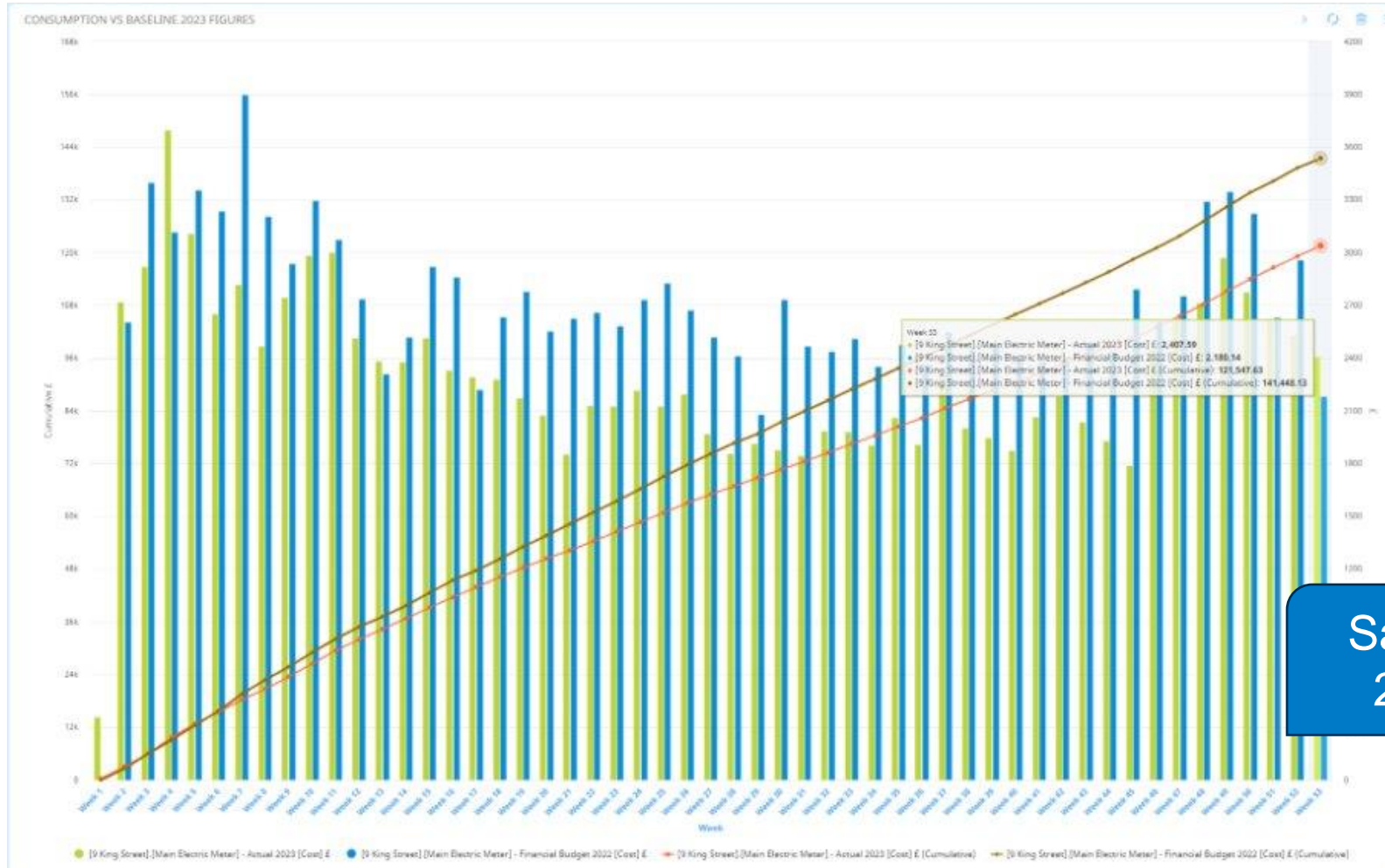Volume pw – wb 20th March 2023 to wb 12th June 2023

Office building | Energy used by floor

kWh used w/b 18th September 2023

Office building | Savings

Saved 14.6% on 2022 baseline

Retail Property Leaders
Forum Cape Town

Retail Resilience: Navigating Challenges, Embracing Innovation

📅 Oct 3rd 2024   🕐 7:30am - 02:00pm

📍 Marriot Hotel, Crystal Waters, Century City Cape Town

Register your free place now

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All in one place

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