**The smart building advantage**

**THE BENEFITS OF GETTING SMARTER**
- Access actionable analytics and reporting
- Reduce OPEX costs
- Speed problem resolution
- Perform predictive maintenance
- Improve occupant satisfaction
- Secure data and systems
- Increase asset value

**SMARter BUILDings HELP SOLVE INDUSTRY CHALLENGES**

**Operations**
- Address interoperability issues so systems can share data and work more efficiently
- Retrofit and/or automate legacy systems

**Security**
- Identify and protect against digital threats to systems

**ROI**
- Maximize net operating income
- Reduce energy footprint
- Future-proof buildings for a connected, data-driven economy

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**Operational Efficiency**

**WHY IT MATTERS**
- Code compliance
- Rising energy costs
- Rising costs for maintenance
- Sustainability
- Occupant comfort

HVAC systems account for about 35% of energy used in European buildings, and ~50% in the U.S.¹

"Building managers are seeing up to 30% savings in repair costs when networked buildings enable proactive maintenance."²

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**Occupant Experience**

**WHY IT MATTERS**
- Occupant safety and satisfaction
- Competitive advantage
- Increase asset value
- Modernize buildings

Studies on green buildings found that employees had fewer illnesses, and were more comfortable, happy, and productive.³

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**Security**

**WHY IT MATTERS**
- Digital threats on the rise
- Business-critical data must be protected

35% of building owners are not taking any action to ensure cybersecurity.⁴

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**The Good News**

The ecosystem is increasingly standardized. Providers are helping building managers to choose interoperable technologies and to integrate disparate systems.

Retrofitting works. Affordable options exist to bring intelligence to old buildings.

Payback is faster, making smart more affordable. Building managers are seeing returns in as little as 6 months.⁵

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2. Jim Young, CEO and Founder, Realcomm, 2015
5. Jim Young, Realcomm, 2015

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