



IoT in Action

#IoTinActionMS



Partner Case Study: Relogix

Kerri Connolly

Director of ISV Partnerships

Microsoft Canada

IoT in Action

RELOGIX

How Relogix Delivered Real Estate
Workspace Insights While Overcoming
IoT Privacy Concerns

AON
A Success Story



About Me



Sandra Panara

Director of Workspace Insights @ Relogix

25 years progressive experience in Corporate Real Estate (CRE)

8 years consulting experience in Global Workplace Strategy, Research & Analytics for clients such as:



AON's Mandate

Measure space utilization, illustrating
business unit **disparities** while
maintaining team member **privacy**.



RELOGIX
Workplace Performance

What We Did



Capture AON utilization, occupancy and dwell time information using our IoT **Sensor-as-a-Service** solution.



RELOGIX
Workplace Performance

Sensor-as-a-Service

Precise and accurate real time data at the seat level.



Peel-and-stick install. Done in hours and DIY-enabled.



Completely off the network with built-in cellular modem.



Robust API for full data access as well as a-la-carte apps.



Flexible month-to-month subscription for everything.



What We Did



2.4 million data points for AON sent to the cloud to be stored securely on **Microsoft Azure's** platform.



RELOGIX
Workplace Performance

Workspace Insights

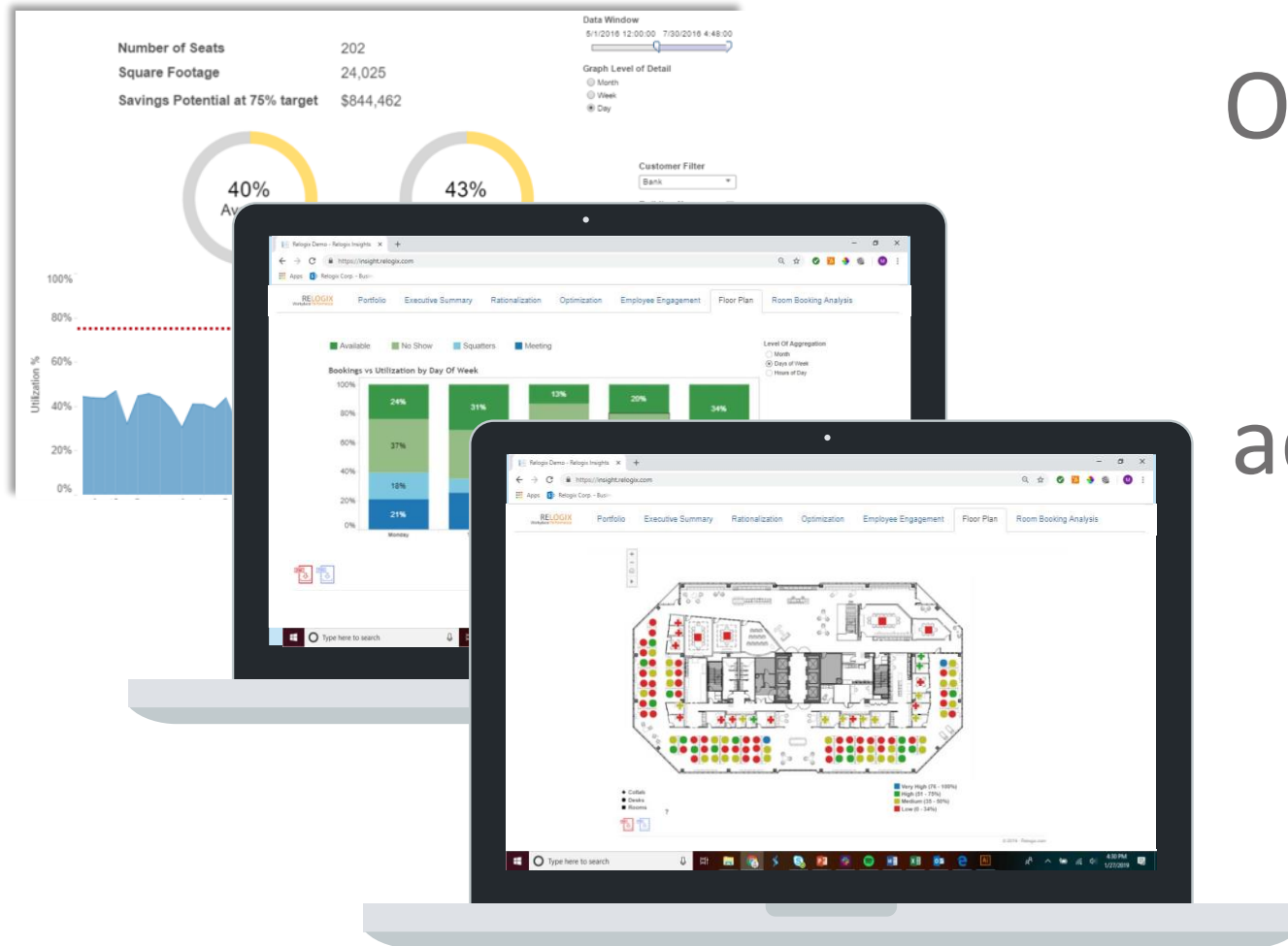


AON sensor data auto-populated our Workplace Insights BI tool, sending **refreshed data every minute.**



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Workspace Insights

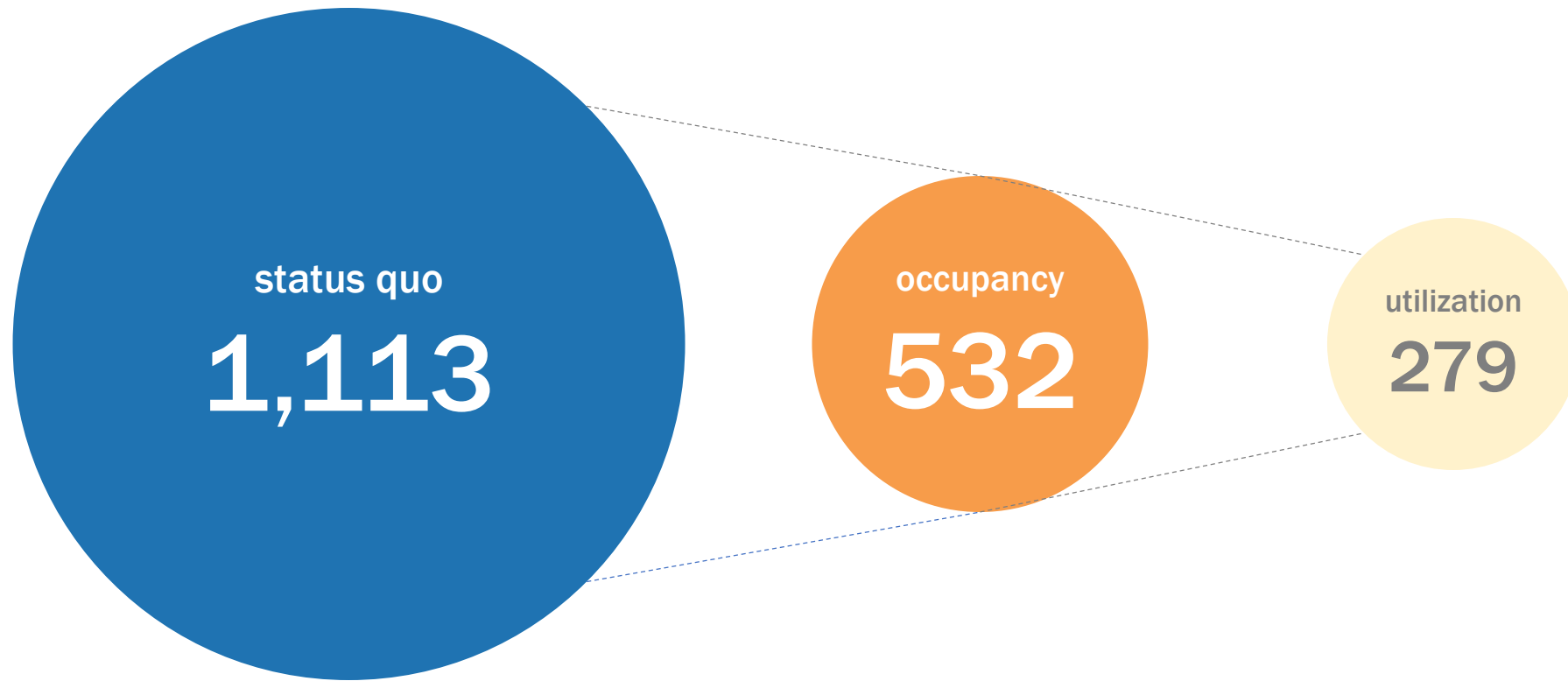


Our Workspace Insights BI tool provides the most current, holistic and accurate 'at-a-glance view'.

AON

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AON Opportunity | Seats

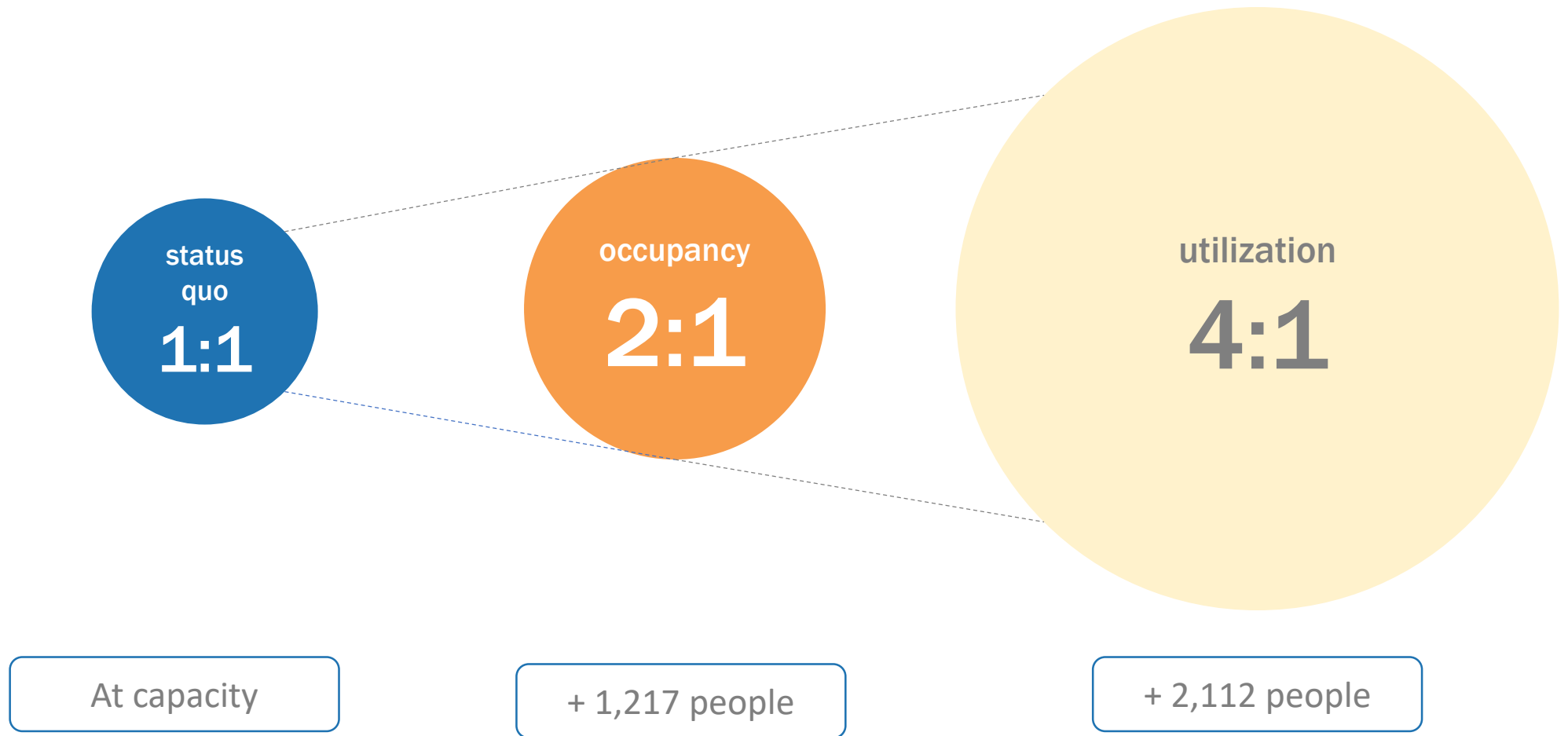


48% - 75% Seat Reduction / Redeployment Opportunity

AON Opportunity | Growth

22% structured vacancy to accommodate
future growth

AON Growth Strategy



Value-Add Insights

Location / Competitive
Advantage Focus



Workspace /
Density Focus

Segmented by market

Segmented by user/space attributes

Utilization
(building)

Occupancy
(seat)

Dwell
(seat utilization)

AON Testimonial

“Working with Relogix has surpassed our expectations. Their rapid installation, data accuracy and visualizations provide us the information we need to make sound Real Estate strategy decisions.”

- Senior Real Estate Director @ AON



RELOGIX
Workplace Performance

Our **bench-strength** in Corporate Real Estate makes our team a **knowledgeable & trusted** partner.



AON Success

- IoT sensor data captured securely and anonymously
- bottom up analysis made the insights highly relevant and actionable
- proactive and informed business unit engagement as a quick path to required buy-in
- illustrated growth opportunity without real estate growth



RELOGIX
Workplace Performance



Thank you

Sandra Panara
Director of Workspace Insights



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