

## Customer Success Story: Silicon Valley Office Headquarters



### Location:

San Francisco Bay Area, California

### Segment:

Commercial Construction/Lighting

### Challenge:

With prime real estate costs at \$60 per sq. ft., a large and rapidly expanding Silicon Valley company wanted to track the utilization of its corporate headquarters.

### Solution:

A connected lighting system with the utilization of a Space application collected data for analysis from sensors already installed in LED lighting fixtures in some of the company's buildings.

### Results:

The connected lighting system and the Space application provided accurate, detailed occupancy views and extensive utilization information including an average utilization of only 32 percent. Now evaluating the need to continue to lease more office space, the company has implemented the connected lighting system across its entire 25 million sq. ft. campus in the valley.

# A Rapidly Expanding Silicon Valley Company Tracks Office Space Utilization to Save on Real Estate Expenses

*The connected lighting system and the Space application provided accurate, detailed occupancy views and extensive utilization information including an average utilization of only 32 percent.*

### Background

A large Silicon Valley company wanted to track the utilization of its 450,000 sq. ft. corporate headquarters. With prime real estate costs of \$60 per sq. ft., the company, which is growing rapidly and constantly leasing new buildings, wanted to be able to evaluate the need for new office space to save on the high real estate expenses.

### Challenge

The firm wanted to understand if its office work spaces were being utilized efficiently in the expensive Silicon Valley area.



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## Solution

With a connected lighting system already installed in some of the firm's headquarters, the company implemented the Space application to track utilization data across the campus of buildings. The smart sensors collected occupancy data and tracked people's motion patterns for space usage to develop strategies to improve utilization.

The collected data identified an average utilization of only 32 percent. If the company had delayed the leasing of additional buildings to ensure utilization was at 60 percent (a very conservative percentage), and compared the leasing costs to investing in the deployment of a connected lighting system across its entire campus, the company would have realized a 1400+ percent ROI in the first year.

The analysis of occupancy patterns uses real-time data collected 24/7, 365 days a year. The data is analyzed by the Space application and presented in comprehensive reports. The data is displayed in dashboards, charts and graphs that identify trends in occupancy rates and space usages, giving building operators unprecedented access to detailed occupancy information and motion patterns in real time.

In addition, the application also non-intrusively measures usage rate of individual workspaces to help flag problems including underutilized or inefficiently used areas.

## Reporting provides:

- Estimates of occupied square footage and costs by department and function
- Vacancy report detailing the percentage of unoccupied space
- Utilization report show low, medium and high workspace utilization
- Graphs displaying average and peak utilization in each area of a workspace over time

The Space application is easy to deploy as no customer premise equipment is needed.

## Results

After identifying the low utilization level from the Space application, the chief financial officer has recommended that the company implement the connected lighting system and smart sensors across its 25 million sq. ft. of real estate. The company is evaluating the need for new space using the quantitative data from the Space application.



## About Eaton Lighting

Eaton's Lighting Division delivers a range of innovative and reliable indoor and outdoor lighting solutions, as well as controls products specifically designed to maximize performance, energy efficiency and cost savings. The Lighting business serves customers in the commercial, industrial, retail, institutional, residential, utility and other markets.

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## About Enlighted

Designed to change everything, Enlighted provides one of the world's most advanced digital sensor and analytics platform for smarter buildings. To date, Enlighted's advanced IoT platform is installed in more than 135 million square-foot nationwide including Fortune 500 companies. The system automates, analyzes, controls and reports environmental data through its advanced lighting sensors, driving building automation and efficiency. Enlighted works with lighting companies globally, to embed its sensors into luminaires, evolving the commercial and industrial marketplaces into advanced, integrated IoT ecosystem for smart buildings. Enlighted was founded in 2009 and has received venture funding from Draper Nexus Ventures, Kleiner Perkins Caufield & Byers, RockPort Capital Partners, Draper Fisher Jurvetson and Intel Capital. The company is headquartered in Sunnyvale, California.

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