



CHICAGO ADVANCED ENERGY
SMART BUILDINGS & GRID MODERNIZATION
MAY 2018

CBRE

the stakeholders

role

business

goal

MCKESSON

FACILITY
OCCUPIER +
BUSINESS
OWNER

PHARMA
AND
MEDICAL

CORE
BUSINESS
OPERATIONS

+

CBRE

REAL ESTATE
SERVICES
(FM, PM,
TM, ETC)

REAL ESTATE
OPERATIONS

COST
SAVINGS
AND CLIENT
OUTCOMES

Defining “Smart Building”



CBRE

McKesson

- Comfortable temps
- Lights and wifi work
- Lower operating cost

CBRE

- blend intelligent design, advanced technology, proactive operations planning, and strategic maintenance protocols to achieve best-in-class performance

CLIENT PRIORITIES

experience

OCCUPANCY
TEMPERATURE
LIGHT
CONNECTIVITY

savings

BMS/BAS
HVAC
MAINTENANCE
etc.

sustainability

REDUCTION
REPORTING

risk

UPTIME
CRITICAL OPS

future

ADVANCED
PRGRAMMING
AND NEW TECH



helping clients

Vision

Mutual understanding of 'what are we really solving for?'

Roadmap

Crafting a manageable plan – owners project requirements (OPR)

Solution Architecture

Determining optimal ecosystem: products, services & change management

Integration & Commissioning

Serving as a 'Master Systems Integrator' – remote and onsite

Optimization & Maintenance

Continual process to fully utilize, capture and report on Smart Buildings ROI

RETURNS ENABLED

vacancy

>40% UNDER
UTILIZATION
EXPOSED

energy

10-15%
TYPICAL
SAVINGS

risk

100%
INCREASE IN
CONTROL

operations

10-40%
REDUCTION IN
TRUCK ROLLS

experience

100%
INCREASE IN
CONNECTION



HERE FOR YOUR

QUESTIONS.