

Do what matters

It's time to
RETHINK
Your Workplace



Contents

1

Your Challenge – And how we're addressing it

2

Our Offering, in partnership with Metrikus

3

Why Avanade?

4

Why Microsoft Technology?

5

Getting Started



Your Challenge – And how we're addressing it

Hybrid work is the future of work

When it comes to the 'Future of Work', achieving an optimized workplace that supports true flexibility will require technology to bridge across historically different worlds. The role of technology is to bind the physical, digital, and virtual space together, helping to optimize workplace experience.

People



Global Trends

Only **13%** of workers are completely happy with their workspace (1)

71% of employees agree that emerging technologies are an opportunity in the workplace(1)

49% of employees who had never worked from home, expect to do so more frequently(5)



Challenges

FUTURE WAYS OF WORKING AND RETURN TO OFFICE

“How can we configure the workplace to support future ways of working?”

- How do we improve employee engagement and collaboration?
- How can we make our physical spaces more collaborative and intelligently use our space?
- How do we best support hybrid working?

CONNECTED WORKPLACE

How can we improve employee satisfaction with the workplace, how do we keep it relevant?

- How can we leverage mobile experience applications?
- What infrastructure do we need to support next-gen use cases?
- What is the state of the art?
- What are employees looking for in the modern workplace?



Expected benefits

27% Reduction in Staff Turnover

76% Increase in Employee Satisfaction

50% Lower Absenteeism

Is your workplace working for you and your people?

- (1) Gartner Market Guide for Integrated Workplace Management Systems, Jan 2020
- (2) 2017 CBRE Workplace Strategy survey
- (3) Optimize Workplace Review 2018
- (4) Teem Workplace Productivity Index
- (5) Accenture The Enduring the Impacts of COVID

Space



Global Trends

>35% of reserved meeting rooms went unused(4)

ONLY 55% of workstations were used during peak periods on an average day(3)

40% of offices were unoccupied(2)



Challenges

RIGHTSIZING THE ESTATE

“Employees have embraced working from home, how does this change our real estate strategy?”

- How many offices do we need, is sub-letting an option?
- Are we getting the best value from our buildings, could we reduce the number of desks? Reduce our cost of ownership?
- How can we make our physical spaces more collaborative and intelligently use our space?

CREATING AN EFFICIENT BUILDING

“How can we use technology to improve processes and the safety of our buildings?”

- How we reduce the expenditure on engineers doing maintenance?
- How can we use real-time data to detect any faults or leaks earlier?
- How can we reduce our utilities expenditure?



Expected benefits

36% Increase in Space Utilization

30% Reduction in Real Estate Costs

30%-40% Savings from implementing predictive maintenance

Is your workplace working for you and your people?



Sustainability



Global Trends

39% of global carbon emissions come from buildings and construction

70% of office workers believe poor Indoor Air Quality (IAQ) has a negative impact on their day-to-day productivity

60% of companies have an overall data health that's 'unreliable'



Challenges

HEALTHY WORKPLACE

"How can we make the workplace a healthier and safer environment?"

- How do we improve the indoor air quality of our building to ensure a productive workforce?
- How can we provide touch-free, frictionless access to employees and visitors?
- How can we ensure our building is compliant with WELL standards?

LOW CARBON WORKPLACE

"How can we make the workplace become carbon neutral?"

- How do we create a green, carbon neutral workplace?
- How can we reduce our building's energy consumption?
- How can we reduce our water consumption and waste?
- How can we ensure we have accurate and accessible data to report on?



Expected benefits

30% Increase in employee productivity

12% Reduction in Energy Expenditure

4.8% Increase in annual performance for corporations that voluntarily adopt sustainability policies

Is your workplace working for you and your people?

- (1) Gartner Market Guide for Integrated Workplace Management Systems, Jan 2020
- (2) 2017 CBRE Workplace Strategy survey
- (3) Optimize Workplace Review 2018
- (4) Teem Workplace Productivity Index
- (5) Accenture The Enduring the Impacts of COVID



Our Offering

The Connected Workplace

In partnership with Metrikus, we create the Intelligent Workplace, powered by Digital Twin technology, and bringing to the fore our Systems Integration, Advisory and Experience Design capabilities.





Why Avanade? Customers trust us.

Avanade is the leading provider of innovative digital and cloud services, business solutions and designed experiences delivered through the power of people and the Microsoft ecosystem.

Avanade by the numbers



60,000+

professionals in
26 countries



4,000+

client partners
served worldwide since 2000
— typically mid- to large-
scale enterprises and
government agencies



46%

of Global 500 companies
as clients



100+

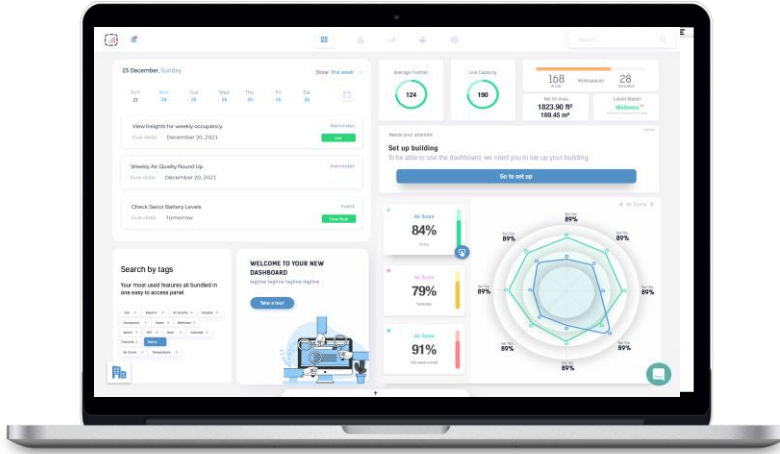
Microsoft Partner of
the Year awards, including
Microsoft Global Alliance
SI Partner of the Year for the
17th time



15,000+

Azure objects under
management

Introducing Metrikus - A central brain for hybrid work



By connecting a building's assets and sensors into a single digital platform, Metrikus' solution transforms real estate data into a powerful decision-making tool. Their software is hardware agnostic, enabling any sensor or legacy system to be integrated. With real-time information on all relevant aspects of an estate, Metrikus provides the leading integrated software solution in the market.

Metrikus already have 40 hardware partners integrated giving us over 300+ sensors to choose from

The API offers the ability to develop new solutions by building apps on top of the technology

PEOPLE

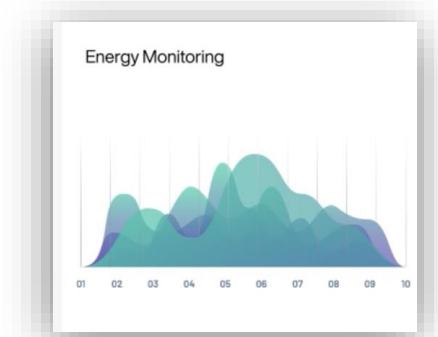
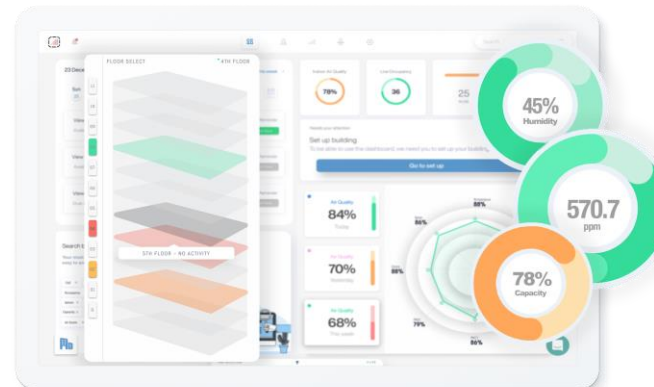
- Deliver a better employee experience through Workplace Experience applications
- Improved indoor air quality to maintain productivity
- Easily communicate the air quality to employees

SPACE

- Identify overused and underused areas in your building, providing the opportunity to optimise space utilisation
- Insights enable smart systems to make adjustments about where heat and light are required

SUSTAINABILITY

- Monitor your operational energy consumption alongside your occupancy data to identify where or when you could be reducing energy usage
- Drive health and wellbeing by improving indoor air quality



Why Metrikus & Avanade? Two market leaders

Metrikus delivers a market leading smart building platform, built on Azure. Their IoT expertise combined with Avanade's ability to provide scalability and a trusted managed service on the Microsoft ecosystem, allows customers to gain actionable insights from across their entire estate and make meaningful and sustained changes that elevate the employee experience, create a space fit for purpose, and one that is more sustainable.

Why Microsoft Technology? Microsoft is leading the way

Microsoft, one of the most valuable companies in the world, is on a mission: To empower every person and every organisation on the planet to achieve more.

Powered by a unique partnership



Microsoft has the largest addressable market in our clients

Microsoft has decades of relationship with every client. Microsoft is typically one of the Top 5 partners in terms of spend with many of our clients.



Microsoft's platform is much broader than Azure

All platforms are not equal; Microsoft is much broader than Azure in terms of cloud offerings and extends into M365 (Teams, Office, Etc.) and D365 (Dynamics, Power Apps, Etc.).



Microsoft's commitment to Innovation & Customer Success

Microsoft has invested millions into tools to evaluate and accelerate the path for converting their estate.



Microsoft is the #1 Industry Solution Leader

Microsoft is aligned with industries and more Industry Solutions are developed on Microsoft platforms than the competition, expediting time to value for clients.

Value

- + Partnership: Avanade and Microsoft is a joint venture for 20+ years.
- + Industry scale: Bring industry depth and breadth to differentiate the transformation journey
- + Scale, capability & compatibility: Incumbent in all our clients, ability to leverage Avanade to drive & deliver

Let's get started

This journey can begin in several different ways. Let's start with a complimentary half-day briefing workshop to explore 'the art of the possible'.

MicrosoftOfferings@avanade.com