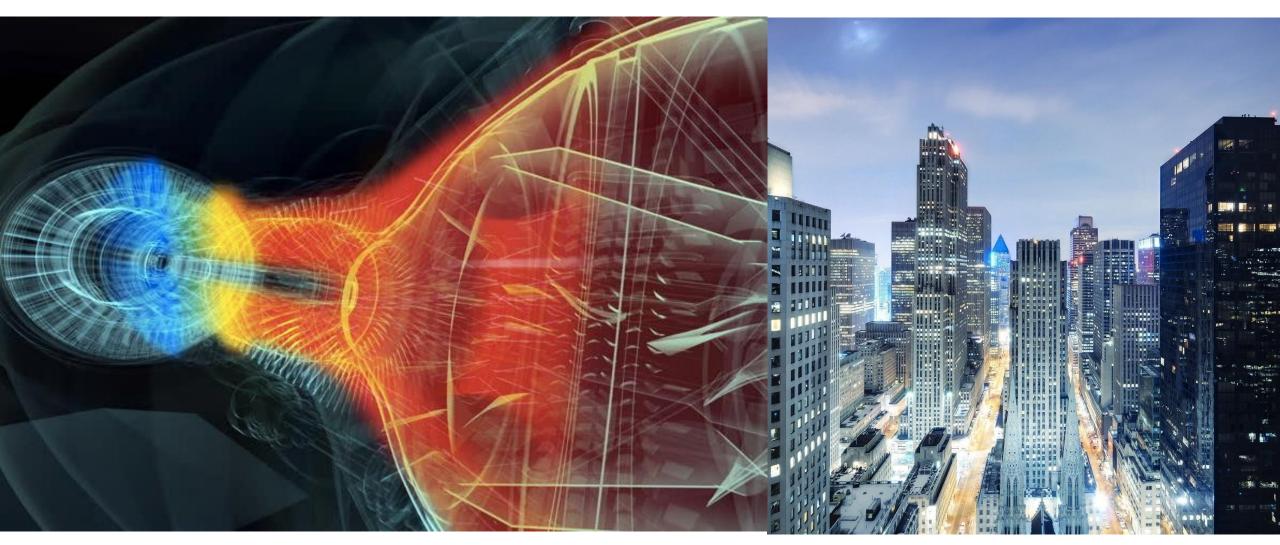


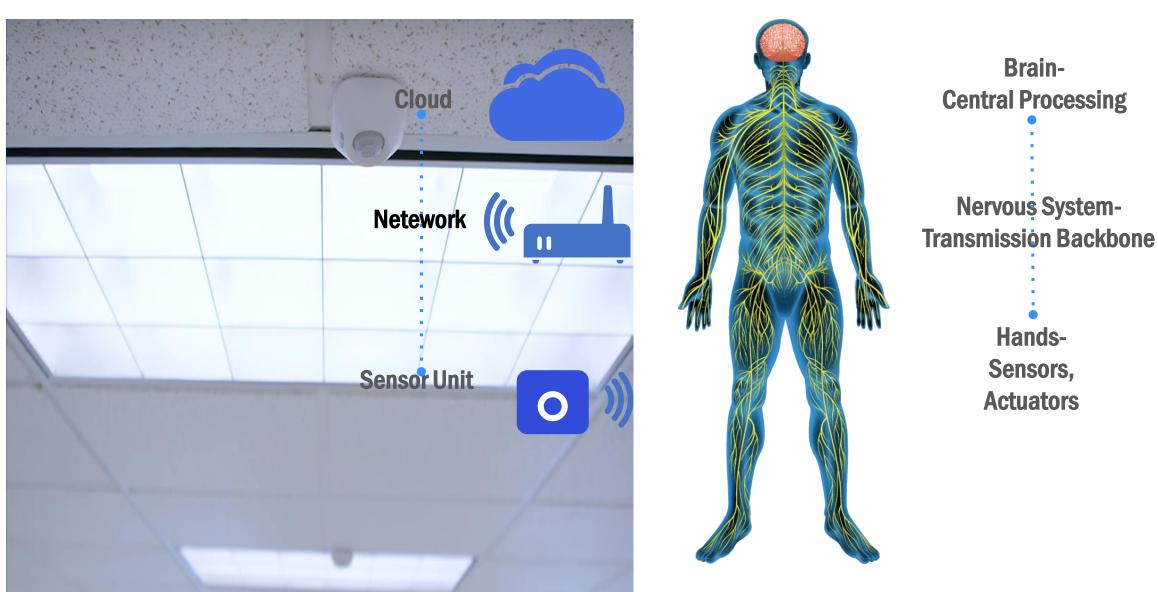
Scaling Data



Start with the Data

- Big Data
 - Heterogenous data
 - Need to Capture, Aggregate, Store, Analyse
 - 3 Vs: Volume, Velocity, Variety
 - How Big?
 - Jet engine generates Gigabytes (109) per hour of data
 - Stock Exchange trade data: Terabytes (10¹²) per day
 - Information content may be unknown
- Data Science
 - Focused closed-ended questions
 - What is the optimal service interval for bearings on my machine, given the vibration and failure data that I have in my database?
 - Exploratory open-ended questions

Gathering Data - Building Nervous System

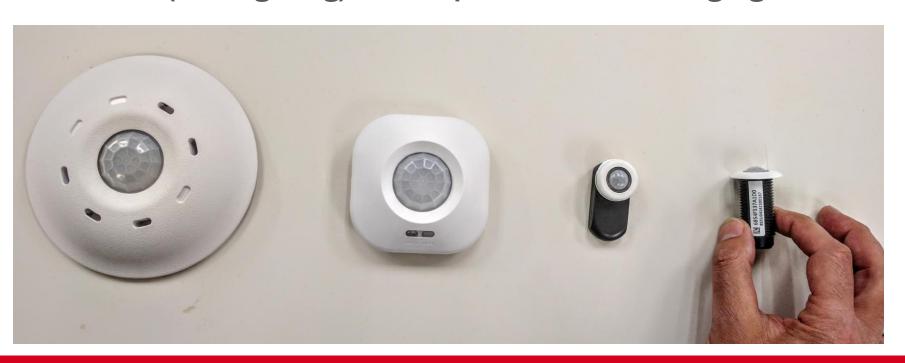


Sensors- The Building's Fingertips

- Our mobile device "friends" are rapidly improving the sensor elements
- Some current and future sensory modes:
 - Ambient light
 - Temperature
 - Humidity
 - Air quality
 - Occupancy
 - Sound
 - Vibration
 - 2D machine vision
 - 3D machine vision
 - Visible light, radar
- Interaction with other devices
 - More radios
 - Visible Light Communication

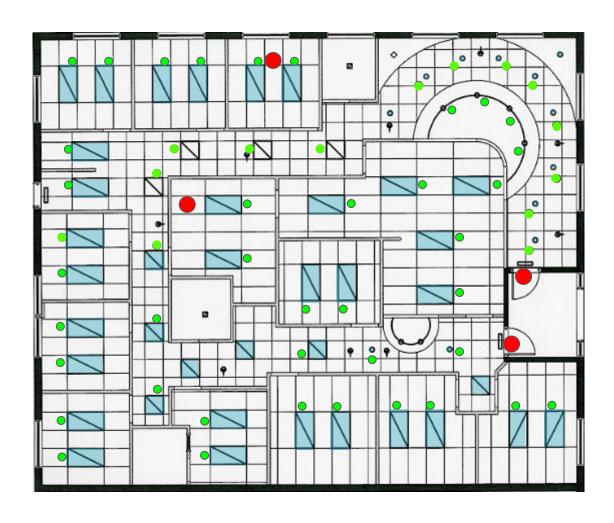
Sensors: The Building's Fingertips

- Early sensors were Ceiling-mounted
- Sensor size decreasing, capability increasing
- Most sensors now are luminaire-integrated
- New (non-lighting) sensor positions are emerging





Sensory System is about Scale

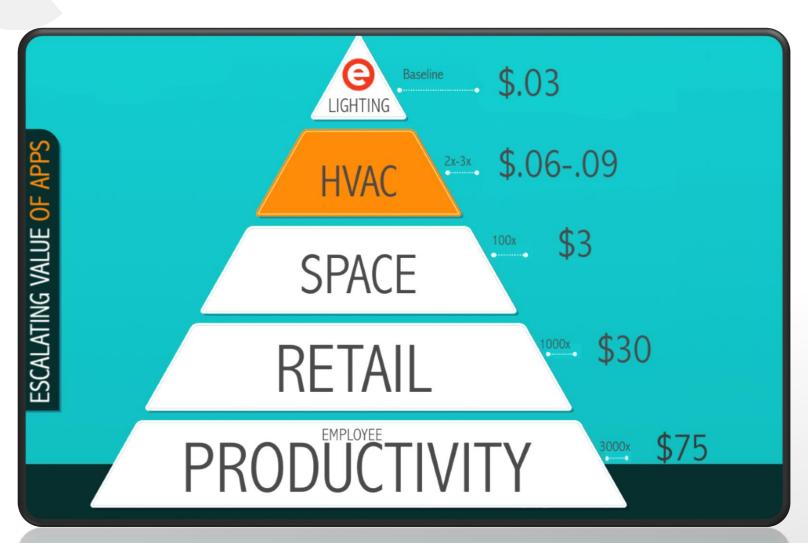


Smart Sensor Grid

- Typical luminaire coverage 1 fixture / 100 SQFT
- Smart Sensor Placed at Every luminaire

- C Light Fixtures
- Enlighted Smart Sensor
- Employee (Occupancy)

Enterprise Buildings - IOT Opportunities



\$/sq foot/month



Enterprise IOT - Applications





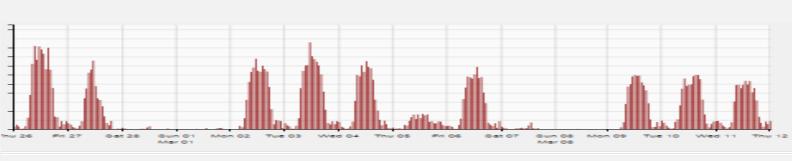
- Optimize efficiency
 - consolidating workspaces
 - reducing underutilized spaces
 - Increase productivity based on movement patterns and groupings
- Extensive reporting with graphs, square footage cost estimates, and more
- Deliver improvements in
 - Workspace and conference room utilization
 - Building flow
 - Security and janitorial sweeps







Using Building Utilization Patterns To Optimize HVAC





- Demand-driven heating and cooling
- Powerful but easy to use
- Integrates with the existing Building Management System
- Rich reporting and monitoring via BMS

Timescales

Product life cycles

- Tech Industry change phones/laptops every 2 years
- Building Industry Buildings designed to last 25 years
- Lighting Industry 10+ year life

How can we reconcile these different time frames?



Lighting and Enterprise IOT: The Pressing Issue

- The Lighting Industry (and building industry) is dominated by first-cost considerations
- Retrofit cost is dominated by labor and logistics
- Every LED luminaire installed without a future-proof sensor is a lost opportunity

