



Enhancing Corporate Site Management Operations

Space Utilization, Operational Efficiency and Security with Mobile and Wi-Fi Analytics

Effective management of corporate sites in any organization can be a complex task that extends across a myriad of stakeholders. The Facilities Management or Real Estate teams may seem like the obvious owner-managers of sites, however industry-specific needs, regulatory compliance and safety and security needs mean that many other functions need to be closely involved. Lack of automation leads to ineffective communication, higher costs and the inability to deliver the desired experience to workforce when its most needed.

Kiana Analytics leverages real-time data collected from mobile and wi-fi signatures that identify presence and movement of people based on their mobile phones and presence on wi-fi access points.

Delivering the optimum experience to workers and visitors alike requires understanding the people-related flows in and out of the facilities, how they are using them and what essential services need to be in place. It is helpful if facility managers and space planners can identify popular zones where improvement to workspace flow can result in better usage.

Relying on existing human resources software, security access control, visitor logs and other systems that are repositories of information related to movement of people through spaces can lead to decisions being made from dated information that does not adequately account for actual human presence and behavior.

Only Kiana Analytics delivers real-time device-based detection and location-based analytics leveraging existing infrastructure, meaning that no new sensor equipment needs to be installed.

Site Management experts have pointed out that there are three key areas that can most benefit from automation. Kiana Analytics delivers automation in these areas and additionally provides a single pane of glass in form of role-specific dashboards that allow various functions to collaborate effectively.

Site Management solutions based on Kiana Analytics real-time capabilities allow site managers to:

Optimize Space Utilization

- Optimize workspaces: reduce real estate expenses
- Avoid unneeded office expansion

Enhance Operational Efficiency

- Identify currently used workspaces based on real-time data
- Adjust site resource allocation to match real usage

Ensure Safety and Security Compliance

- Integrate with video surveillance as additional sensor
- Locate individuals, enforce secure zones and watch lists.

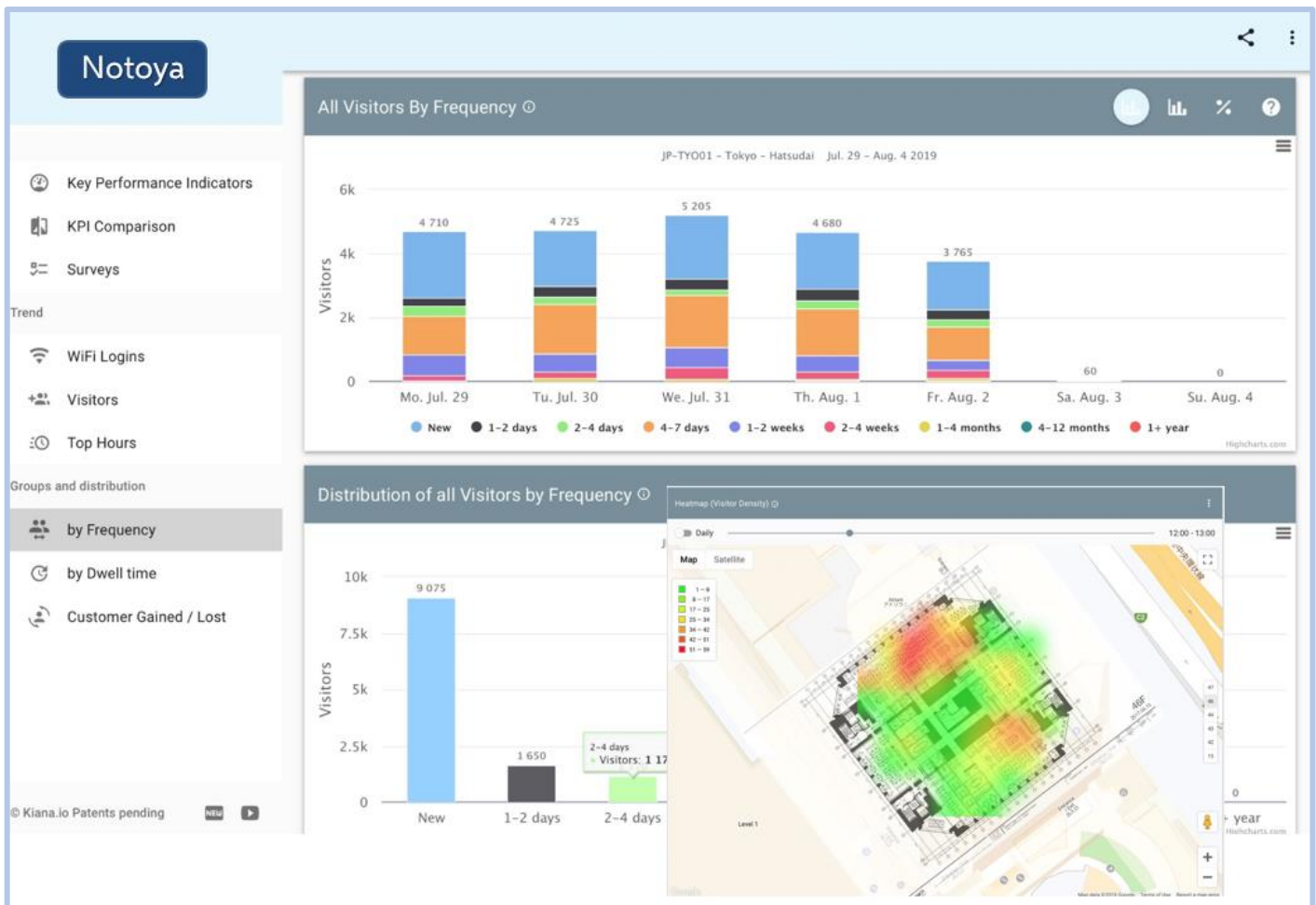
Optimize Space Utilization

According to the American Real Estate Society, relying on flawed information is the leading cause of why 30-40% of corporate leased space is under-utilized resulting in huge wasted costs. Operators of corporate sites and multi-tenant, multi-use spaces rely on human resource system data and reports from access control systems. Key decisions about space utilization are being made from incomplete data, after-the-fact analysis and outdated information resulting in huge wasted space, inflated real-estate budgets that negatively impact the financial bottom line.

Kiana Analytics delivers a mobile and cloud-enabled solution that can deliver highly accurate, real-time analytics on building occupancy and space utilization. All this is done without the need to install new devices or sensors and by leveraging infrastructure that already exists.

Capabilities include:

- Visibility into poorly used floors and buildings, reducing real estate lease cost by 10-25%
- Identify spaces and ways to accommodate additional people – reduce space density below 150 Sq. Ft. per person
- Shared space availability and utilization – reduce time wasted looking for available meeting rooms / common space
- Use a fact-based foundation for real estate expansion/shrinkage rather than guessing – work with actual dollars



Kiana Analytics delivers space utilization solutions that leverage real-time information without installing any new equipment or devices

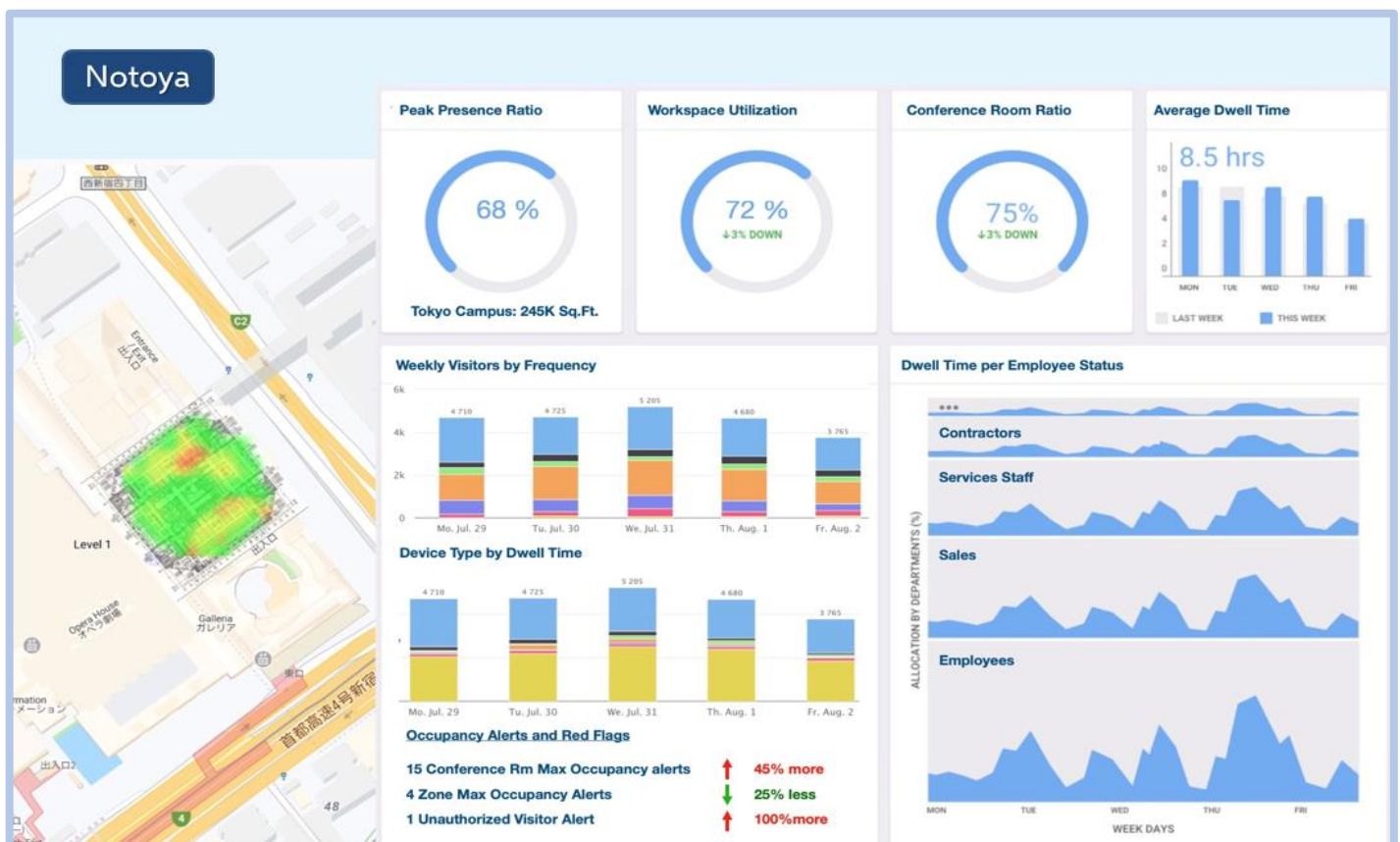
Enhance Operational Efficiency

Managing large workspaces involves optimizing a number of services that contribute to the operational costs of the site. These can include energy consumption, building services such as HVAC (Heating, Ventilation and Air Conditioning), telecommunications, office furniture and industry-specific building improvements such as lab-space, shipping and receiving services and controlled environment spaces.

Kiana Analytics delivers a mobile and cloud-enabled solution that can deliver highly accurate, real-time analytics on the actual number of people utilizing building services and provide an interface for site managers to adjust the delivery of those based on the ebbs and flows of the people moving through those spaces.

Capabilities include:

- Reduce energy costs by adjusting HVAC controls to match number of people present
- Optimize building services: janitorial, maintenance, shipping and receiving and after-hours activity
- Make Smart Building a reality with little or no infrastructure investment
- Identify popular zones to improve workspace flow use employee usage trends to schedule staff and resources
- Identify surge and predict attendance for cafeteria availability and site resource allocation



Kiana Analytics delivers operational improvements by matching building and site services to actual usage with the additional ability to be predictive about building services.

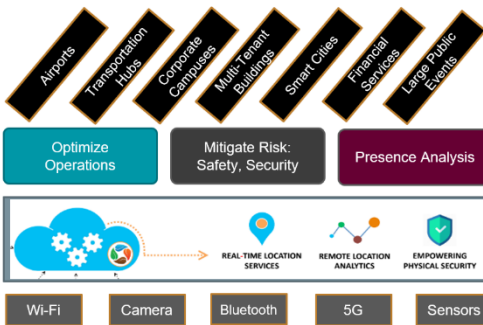
Ensure Safety and Security Compliance

Existing security systems collect a lot of operations and alerts related information, that when correlated with events and other data sources can yield a lot of useful security information. Siloed systems with minimal interoperability hinder the ability to correlate this information to derive true situational intelligence that can be effective in detecting and in many cases preventing incidents from occurring.

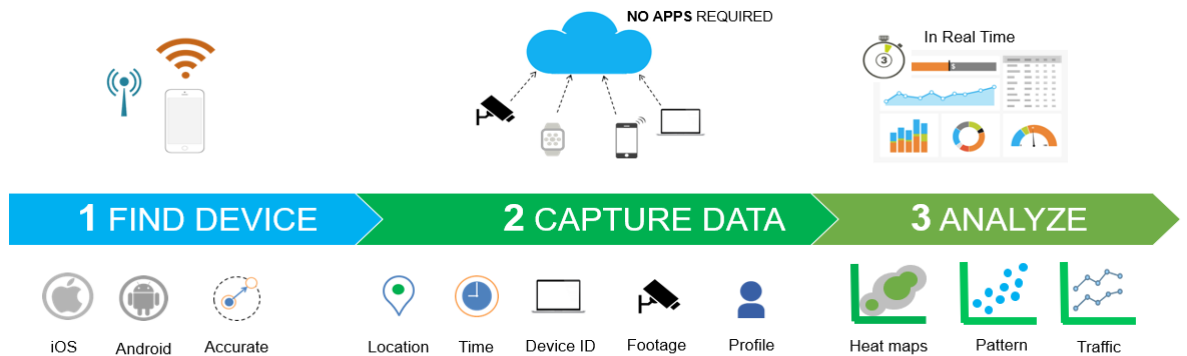
Kiana Analytics adds the element of real-time information and human activity, instantly delivering the ability to derive real situational intelligence enabling data-driven decision-making capabilities for the most effective security outcomes. Kiana utilizes patented technology that takes advantage of existing sensors, works with existing wi-fi without the need for additional infrastructure.

With Kiana security solutions, security and operations managers can

- Enhance intelligence by correlating information from video surveillance and access control systems.
- Locate individuals by classification or type: employees, visitors, contractors, security team, IT team, EMT, Operations teams, etc.
- Zone Alerts – create virtual geo-fenced zones to monitor the ingress, egress activity of people through those zones and restrict access where needed, e.g. visitor entering a private zone; black-listed individuals approaching or entering a denied area such as a data center.
- Track assets like mobile phones, stolen laptops etc. with appropriate notification workflow.
- Eliminate code and compliance violations. E.g. room capacity exceeded, blocked hallways etc.



Kiana's cloud-based analytics platform delivers intelligent awareness for operations and security leveraging existing infrastructure that is being applied to a variety of critical inc'



Kiana Delivers Smart Building / Smart Site Solutions

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