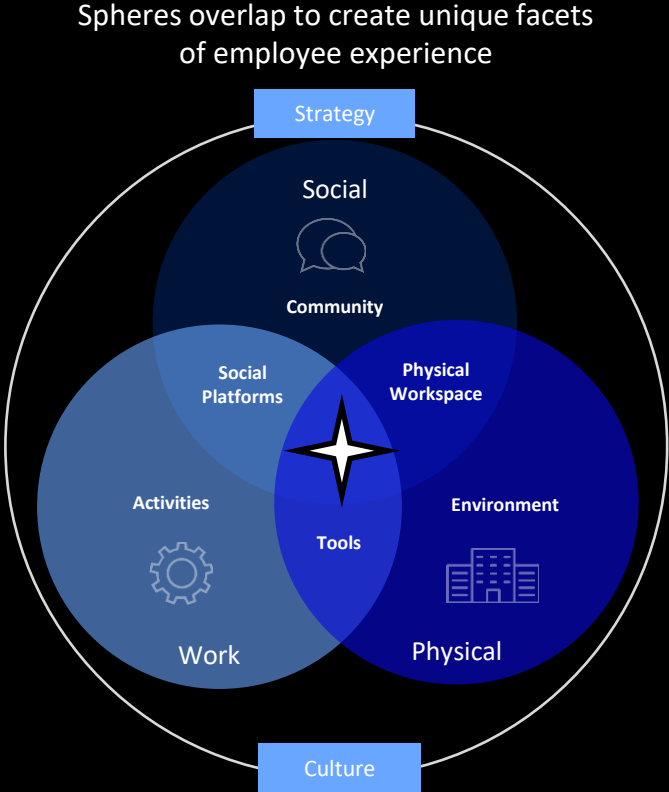
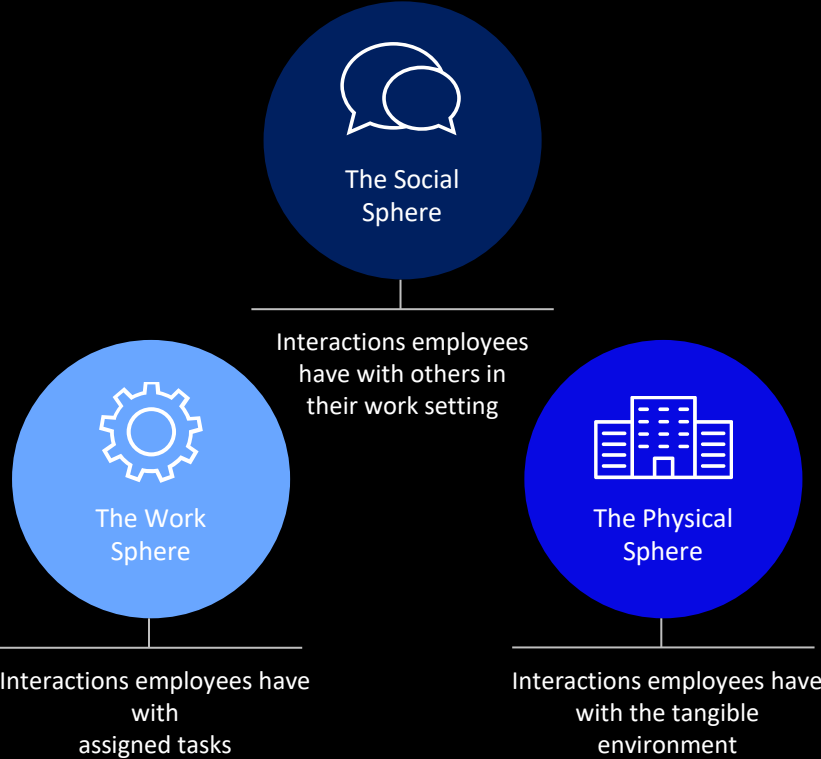


How you **manage spaces** in the new normal is more important than ever.

# Workplaces are changing rapidly as a new technology driven solution framework emerges



# Navigating a **workplace conundrum** provides opportunity to elevate enterprise' performance

Problem: Companies must be constantly planning and executing on a strategy that aligns workplace needs with workforce productivity.

Drive down real estate and operational costs

Workplace of the future delivering enhanced workforce productivity and efficiency

CRE



CFO



CIO/CXO



HR



# Real estate challenges have become **more complex**



Managing the **cost of real estate** is often the 2nd highest cost in an organization



Navigating **siloed information systems** to manage and optimize across the enterprise



Harvesting actionable insights from **massive amounts of data**



Placing **occupant experience** at the forefront of their strategy

## Are now compounded by the impacts of COVID-19:

Increased pressure to reduce **costs** and re-balance real estate portfolio

Determining how to **bring employees back to the workplace** safely and confidently

Ensuring critical **workplace services** are available where and when they are needed

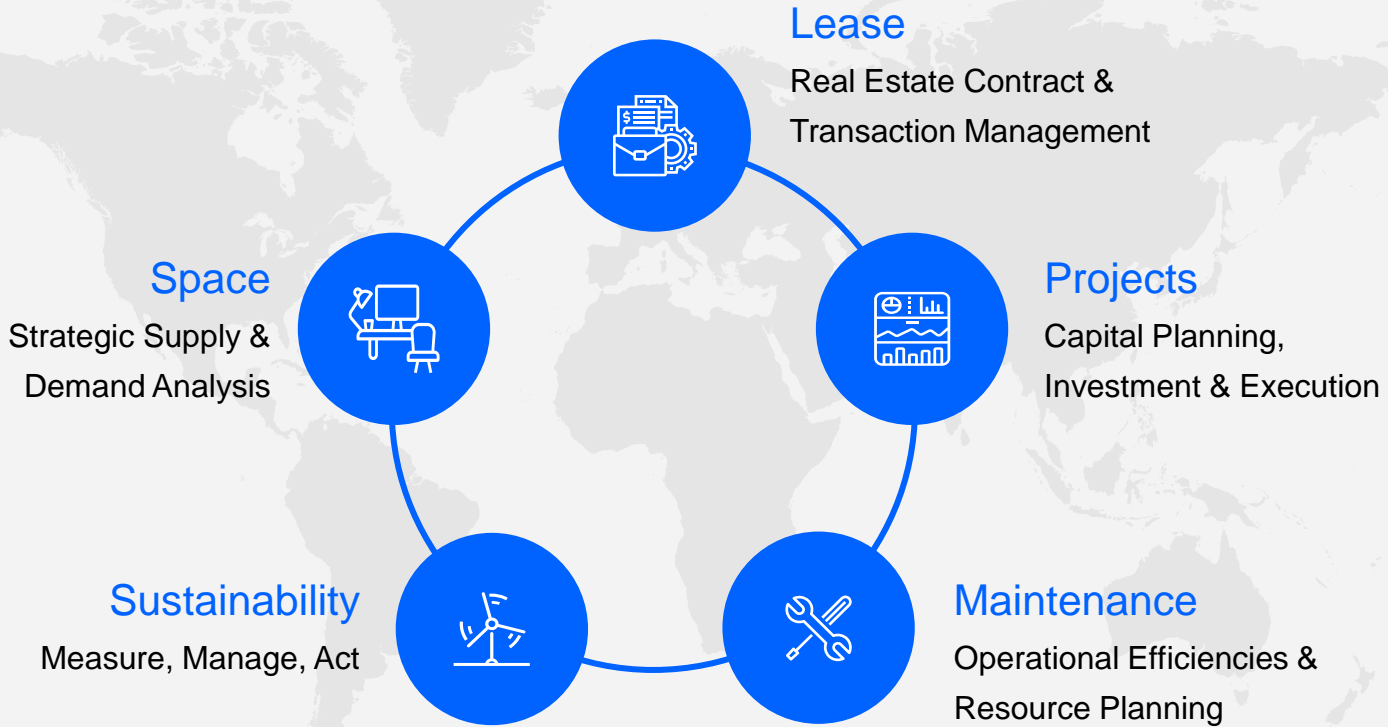
**Operational efficiency** will enable future resiliency.

**83%**

Of CFOs are looking to facilities and capital expenditure as a cost cutting opportunity.

*Verdantix report: [What is the case for investing in workplace technology?](#) Verdantix, October 2020*

# TRIRIGA helps enterprises make critical decisions across their **real estate portfolio**



...delivers a holistic view of your real estate portfolio in action!

These challenges are being addressed through the introduction of **flexible workplaces**



# The flexible workplace is:



## Safe

- Maintains social distancing
- Meets capacity guidelines
- Enhances cleaning protocols
- Monitors occupancy

## Productive

- Is easy to navigate
- Allows room reservations in advance or on- the-fly
- Has amenities readily available
- Provides critical workplace services

## Efficient

- Can provide dynamic space plans
- Right-sizes your space
- Preventative maintenance
- Capital projects on time and within budget



**Flexible workplaces** can unlock higher levels of employee engagement and productivity.

Companies that rank high in employee engagement experience

**24%-59%**

—  
Less  
**turnover**

**21%**

—  
More  
**productivity**

**37%**

—  
Less  
**absenteeism**

# Flexible workplaces **empower teams** to choose where to work and how to collaborate safely



Collaborative Apps



Outlook integration



AI Assistant



Interactive Kiosk and Room Panel



Scan-to-claim a desk



Indoor Maps and Wayfinding



# IoT and AI further enhance the ability to respond to enterprise' needs



Make data driven decisions



Improve business processes



Enhance the workplace experience



Effectively manage real estate costs

# Facility leaders can create safer working environments and drive greater efficiency across all aspects of their facilities



**Indoor Mapping**  
Wayfinding and tracking



**Workplace Services**  
Where and when employees need them



**Occupant Experience**  
Ensure safety and productivity



**Inventory Monitoring**  
Never run low on critical supplies



**Space Utilization**  
Ensure space planning meets demand



**Operational Efficiency**  
Minimize cost and reduce risks



**Capital Projects**  
Drive on-time, on-budget projects



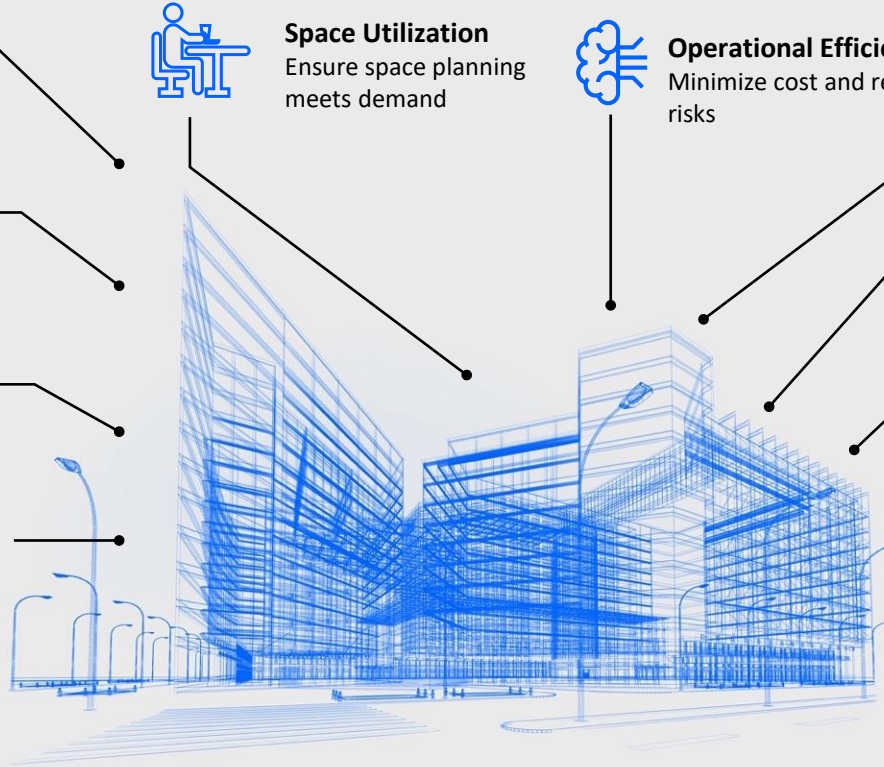
**Maintenance Efficiency**  
Track maintenance budgets, costs and schedules



**Lease Admin & Accounting**  
Streamline lease renewals & comply with new standards



**Energy Certification**  
Regulatory tracking and reporting



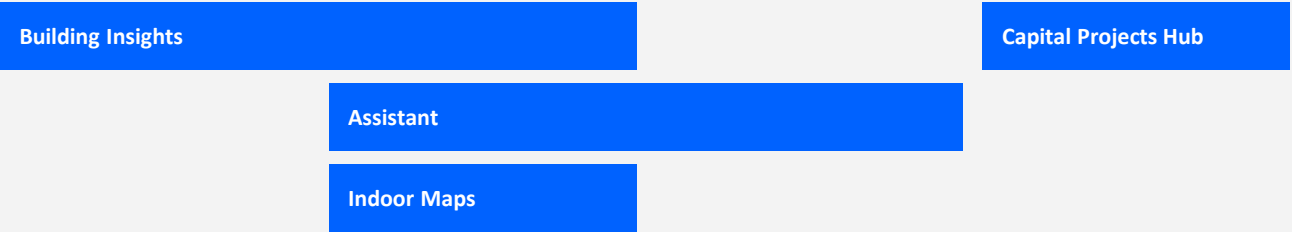
# The IBM TRIRIGA portfolio meets the needs of flexible workplaces

IBM TRIRIGA Offerings



<b>Real Estate Management</b>	<b>Space Management Workplace Reservation Management</b>	<b>Operations and Maintenance Management</b>	<b>Capital Projects Management</b>	<b>RE Environmental Sustainability</b>
Streamline practices to comply with standards, manage portfolios and analyze the financial impact	Use facility planning and space reservation, enhance occupant experience.	Manage preventive and corrective maintenance to reduce operating costs	Identify project risks, centralize tasks to drive on-time, on-budget projects.	Prioritize projects, trigger automation to achieve energy goals and reduce energy consumption.

IBM TRIRIGA Add-ons



Foundations



<b>Application Platform</b>	Common portfolio data and core components	Configurable data model, workflows, user experience and <b>Reporting</b>
<b>Watson IoT Platform</b>	Connect, collect, analyze, optimize, govern and deliver	Tailored insights from AI and analytics models and algorithms

# In the latest comprehensive analyst assessment TRIRIGA is recognized as a leader



Source: IDC, 2020

Source: November 2020, IDC #US46261420

The IDC MarketScape: Worldwide Integrated Workplace Management System 2020-2021 Vendor Assessment cites IBM strengths as:

- **Industry expertise**

“ TRIRIGA's expertise manifests itself in the depth of capabilities and implementation experience. Customers note IBM's quick adaptation to the changing lease accounting rules as an example of their strong domain expertise.

- **Functionally and flexibility**

“ A highly configurable IWMS application with broad functionality and deep competences in space management, maintenance, capital projects, real estate, and leasing.

- **Innovation**

“ TRIRIGA Building Insights is a standout IoT solution for enterprise customers seeking smart building innovations. Further, IBM was able to quickly bring to market a new return to work offering, IBM Watson Works.

[Link](#)



# Why TRIRIGA?



## Single source of truth

TRIRIGA has the insights you need - all in one solution.



## Market leading

Named a leader in the 2020 IDC IWMS Marketscape, IBM is cited for innovation, functionality, flexibility and expertise.



## Industry expertise

Tap into our extensive experience working with Fortune 500 organizations with a depth of capabilities and implementation experience.



## Secure and ethical technology solutions

Establish a secure system, safeguard your environment and still enable access to the data you need, when you need it

What does all  
this mean for you?

The time to act is  
**now**



**IBM TRIRIGA®**