# TrackAV

Data-driven decision making

from **TenAV**

Expert **Technology** Solutions

# Introducing...

# TrackAV

### Data-driven decision making

**TrackAV** is a new consultancy service from TenAV which will revolutionise the way we approach designing new offices by **empowering users to leverage data-driven change**.

...*What the heck does that mean?* Let's break it down. The whole service comprises of four parts;

## Monitoring

Know how many people are in your office and what workspaces and collaboration zones they engage with the most, with automatic sensors and face-count technology.

## Reporting

With a custom dashboard, you can watch in real-time, or set up automatic reports on a cadence that suits you, helping you identify trends you'd never have considered.

## Maintenance

We deploy sensors which can proactively identify and report any issues with your equipment before it becomes an 'incident'. Which means less downtime through maximum data accumulation!

## Transformation

Use your priceless new data to make informed decisions about future investments that you can trust, and with projections on future growth, you can plan for years into the future.

# TrackAV

## What other businesses offer...

**A lack of data context**
A consultant will identify the technology you are using and give you advice on a decontextualised 'better' version based on your 'brand values' and employee opinions.

**Short-timeframe of physical observation**
An awkward human will sit in your office for a week during business hours to manually count people moving in and out of major spaces.

**A lack of AV focus and specialist support**
Provide general high-level technological advice without the aid of audio-visual specialists.

**What you were already thinking**
Using interviews and focus groups to gather qualitative data you likely already know about.

## What we offer...

**Factual information on actual use**
Collecting people count, desk and meeting room usage times gives an undeniable picture of what is happening (not what C-suite hopes is happening or what employees say they're doing).

**Data-driven forecasting**
What works now might not in a year - with 3 months+ of data, we can see the trends of what's to come so that you don't purchase space that you'll soon outgrow.

**Design and AV capabilities in one**
We will help you integrate AV fully into your office design, so everything fits perfectly and adapts to the current usage and potential changes.

**Ideas you hadn't considered**
We will recommend not just what you want, but what we think will develop your business further and grow with you.

# The **WHY** we are different

# TrackAV Consultancy

## The NOW

We are offering a **short-term consultancy** version of TrackAV, designed specifically for **organisations preparing to relocate or refurbish their office space**.

TenAV will install **24hr automatic sensors** for **3 months**-1 year when your office is likely to be at its highest capacity.

TrackAV will **benchmark exactly how users currently attend and use the office spaces** and help you through the analysis process and translation of the trends observed.

This is "**Actionable Data**" you can use to plan and design your new office space knowing that you are providing the correct facilities (desks, meeting rooms, board rooms and meeting space sizes and types), **that work now and into the future**.

Not only will employees appreciate a space that works for them, but you'll save thousands by avoiding costly mistakes due to erroneous assumptions.

## The FUTURE

TrackAV is designed to be **deployed in any location** and will empower you with real data to inform your planning decisions - no matter where it is in the world.

A 'one size fits all' approach is never the optimal solution. There will always be differences in **culture**, **demographics** and **staff expectations** between locations which must be considered when creating your office spaces.

At TenAV, we have stopped using the term 'Hybrid Working', as all your spaces are working spaces – at home or in the office. We care about making the most of your AV investment in whatever capacity that comes in, so let's look at ways to transform office work to support **collaboration**, **efficiency**, and **employee happiness**; in whatever location they chose to work in.

"The goal is to turn data into information, and information into insight."

Carly Fiorina, CEO of Hewlett Packard

# The **full picture**

## People Count

Key access points (we recommend main doors and key access doors to floors) will intelligently count staff moving into the building or space. This real time data will help to build a picture of the true use of the building and spaces within.

## Desk Occupancy

A small wireless sensor will be placed unobtrusively under each desk and record that desk's usage. This will show exactly how many desks are being used and the hours of usage.
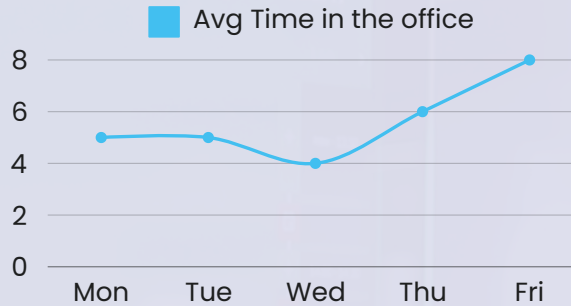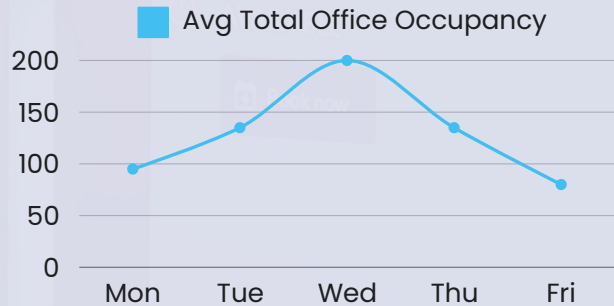
## Meeting Room Occupancy

A camera and sensor will be installed in each meeting room to build a detailed record of room usage. Occupancy will be measured both in terms of how long each meeting room is used and by how many participants.

In this way, we will establish 'high water mark' statistics reflecting your actual use of meeting rooms giving insight regarding the number and size of rooms required by users.
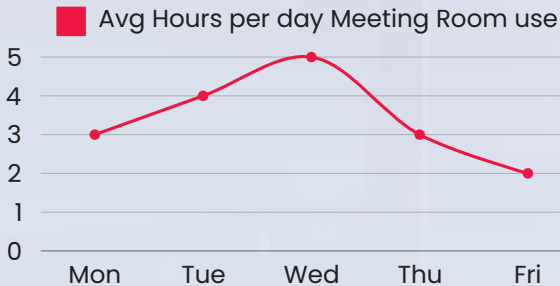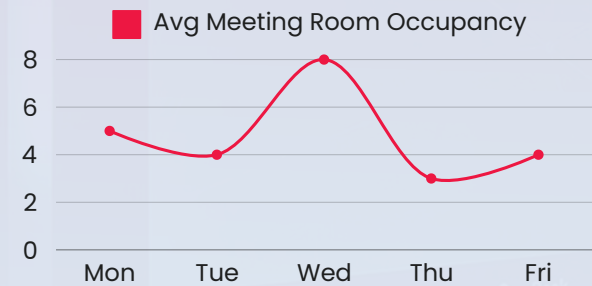
TrackAV

# The **Analysis**

An example analysis process we go through to define your spaces using the 3 months+ worth of data.

## Avg Total Office Occupancy

(line chart, y-axis: 0, 50, 100, 150, 200; x-axis: Mon, Tue, Wed, Thu, Fri)

## Avg Time in the office

(line chart, y-axis: 0, 2, 4, 6, 8; x-axis: Mon, Tue, Wed, Thu, Fri)

## Avg Meeting Room Occupancy

(line chart, y-axis: 0, 2, 4, 6, 8; x-axis: Mon, Tue, Wed, Thu, Fri)

## Avg Hours per day Meeting Room use

(line chart, y-axis: 0, 1, 2, 3, 4, 5; x-axis: Mon, Tue, Wed, Thu, Fri)

## Avg Hours per day Desk use

(line chart, y-axis: 0, 1, 2, 3, 4, 5; x-axis: Mon, Tue, Wed, Thu, Fri)

## Office Capacity

The maximum capacity we need here is 200 people plus a little extra for growth.
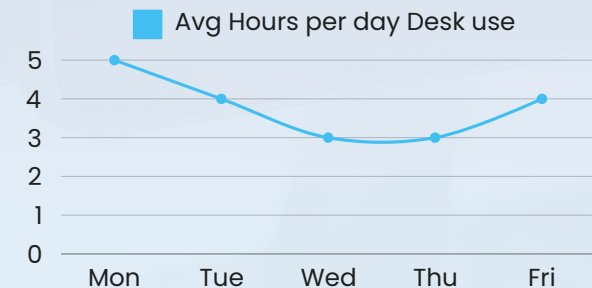
Wednesdays are the busiest days, however, most people are only inside the office for a short period of time - therefore are unlikely to need a full day of desk use, but perhaps we could explore more informal temporary spaces.

## Meeting room capacity

What should be a 10-person room is not being utilised to capacity by either the number of meeting participants or the hours of use.

On Wednesday there is a need for a non-private space for 8 people to meet for 3 hours. We can split this large room into two smaller rooms and look into flexible touchdown spaces for a smaller footprint to accommodate the meeting.

## Desk capacity

Although we have desk space for 200 people, we can see that on average they are not utilised for the whole day.

With a more flexible hot desk strategy, we could operate the office efficiently with approximately 25% less desks.

**TrackAV**

Our sensor suite will detect peoples' presence using **facial recognition software** that will 'count' attendees, but rest assured **we do not record any personal data** or keep any recording of the video or audio.

In short, we can tell you how many people attended a meeting, but we cannot tell you who they were or anything regarding the subject matter.

In this way **TrackAV is fully GDPR compliant**.

Our network of **sensors will be air-gapped from your corporate network** and will be connected to the cloud through the mobile data network, meaning there are no security issues for your IT function to consider when deploying the consultancy service*.

*Although most of the sensors are wireless, some do require a PoE Data connection. We have included sufficient PoE ports on our switches, but we may require some comms room rack space and use of some structured cabling connections. Again, these would not connect to your corporate network.*



Audio distance: 1.90   Quality: 0.58   Far end: 0      F: 0.0% T: 86.4% U: 0.0% N: 0.0% S: 235      People count: 6

# The **GDPR**

Your data is safe - we don't track personal info.

"*Without data, you're just another person with an opinion.*"

**W. Edwards Deming, renowned statistician and leader of the Quality Movement.**

# TrackA✓
Data-driven decision making

## The **BANG** for your buck

Your final report will be an analysis of the data we have collected – as your staff make use of your current facilities.

The report will detail:
- How many desks you need.
- How many meeting rooms you need, and,
- What size/type of meeting rooms you need.

## Why **usage** trends?

By analysing usage trends, a picture will develop, across the entire building, of how desk and meeting room resources are being used to their full potential.

This data will allow you to make informed decisions regarding the number and size of meeting rooms that are required, the numbers of desks required, and, most importantly, what is likely to be required in the future – especially useful for those of you who might be investing in new spaces or are in high growth stage.

# **Monitoring** your current set-up

Transform your office planning

## Integration into existing office

Planning a new office fit-out can be a daunting task, fraught with uncertainties and potential pitfalls. However, TrackAV offers a unique solution that simplifies this process and ensures that your investment is optimised. We can 'retro-fit' our technology into your existing office - by monitoring your existing office for 1-3 months, we gather comprehensive data that provides a clear picture of how your current space is utilised.

## Strategic office planning

Armed with this valuable information, we collaborate with your team to enable you to design a new office layout that addresses your specific needs and goals. Whether you are looking to create more collaborative workspaces, improve employee well-being, or simply reduce unused areas, our data-driven approach ensures that every decision is backed by solid evidence.

# The **Results**

## **REDUCED** Costs

Implementing data-driven workspaces can significantly reduce real estate and facilities costs by optimising space usage

## **EFFECTIVE** Hybrid Working

Accurate data and analytics allow organisations to develop and maintain policies that support flexible and hybrid working models.

## **MEETING** ESG Targets

Data-driven space management enables organisations to reduce their environmental footprint through energy efficiency. Whilst meeting and reporting on ESG targets.

## **ENHANCED** Collaborative Employee Experience

Data-driven workspaces create positive employee experiences by matching spaces to needs and preferences – meaning improved retention, easier recruitment and improved efficiently.

## **OPTIMISED** Space Utilisation

Leveraging data optimises workspace planning and management, improving efficiency, costs and budgets. Providing a great ROI.