

IoT and Integrated Facility Management – the perfect match



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Coor Service Management in brief

SERVICE *with* **IQ** —intelligent service solutions.

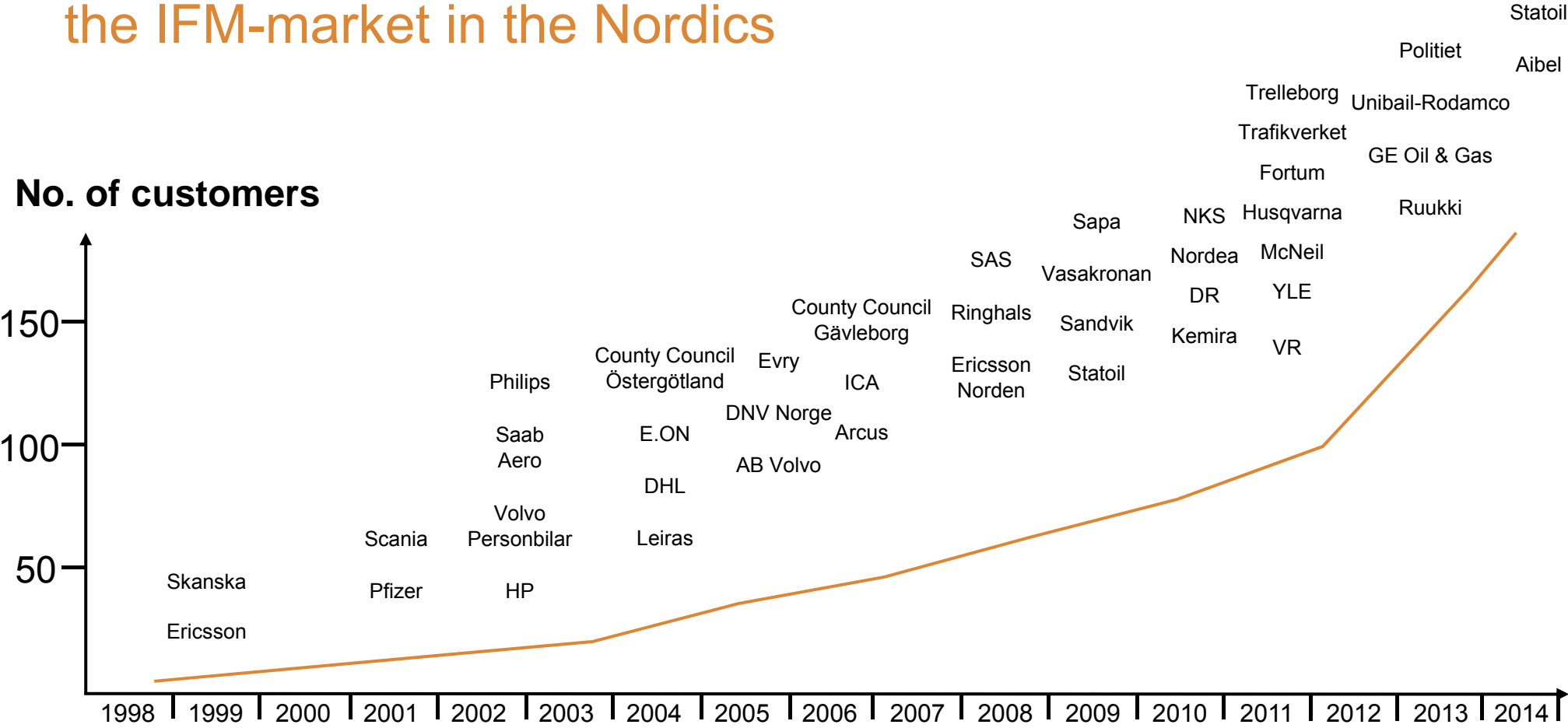
In a changeable world, we deliver unique, flexible solutions that create value and business benefits for our customers.

Short company facts:

- The Nordic service management leader
- The market's broadest offering with over 100 services
- Secure customer base with well-known customers across many sectors
- About 7,000 employees with specialist skills in strategic segments
- Yearly sales of some SEK 8,000 m (EUR 919 m)
- Founded by Skanska in 1998, now owned by Cinven



For the last fifteen years we have been building the IFM-market in the Nordics



Integrated Facility Management (IFM) is all about...

Management, development, coordination and integration of multiple services

Workplace services

- Reception
- Telephony
- Mail and freight
- Cleaning
- Office machinery
- Office supplies
- Conference services
- Documentation, printing/copying
- Staff restaurants
- Dispensing machines
- Security
- Interior fittings and relocation services
- ...and more

Property services

- Property maintenance
- Technical maintenance
- HVAC
- Electrical installations
- Technical surveillance systems
- Outdoor areas
- CAD and Documentation
- Technical management
- Administrative management
- Financial management
- Energy services
- Projects
- ...and more

Industrial services

- Production and process-related operation and maintenance
- Production and process-related media optimization
- Instrument service
- Logistics, warehouse and storage management
- Machinery installation and technical service
- Calibration
- Forklift fleet management
- ...and more

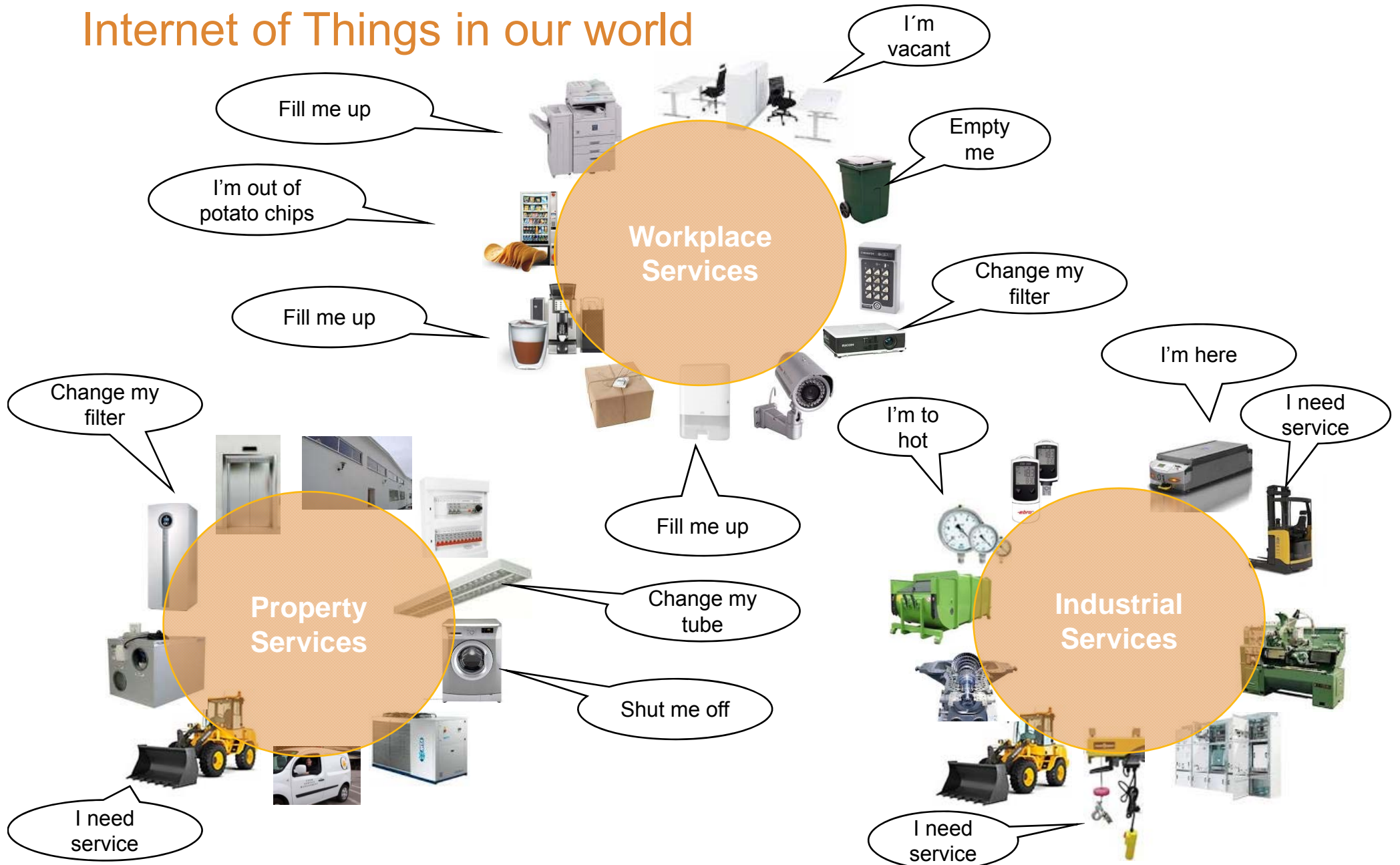
Strategic advisory services

- Analysis
- Action-plans
- Change management
- Management resources
- Reporting
- Decision-support data
- Business cases
- Strategy
- Process/system design
- Innovation
- Project management
- Workshops
- Service concepts
- ...and more



Flexible operating model tailored to customer's particular situation

Internet of Things in our world



IoT gives us an opportunity to take IFM to the next level

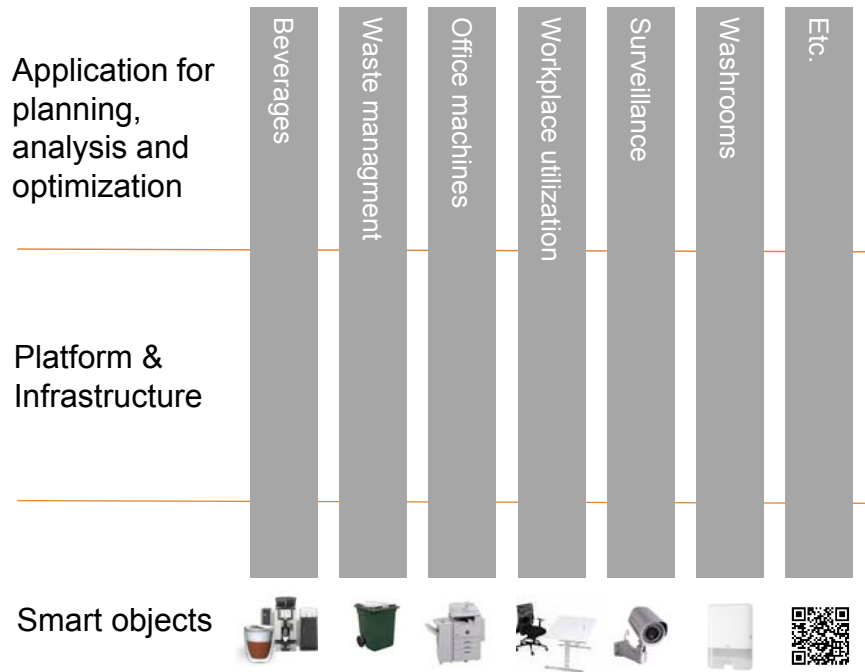


For example, imagine the smarter office

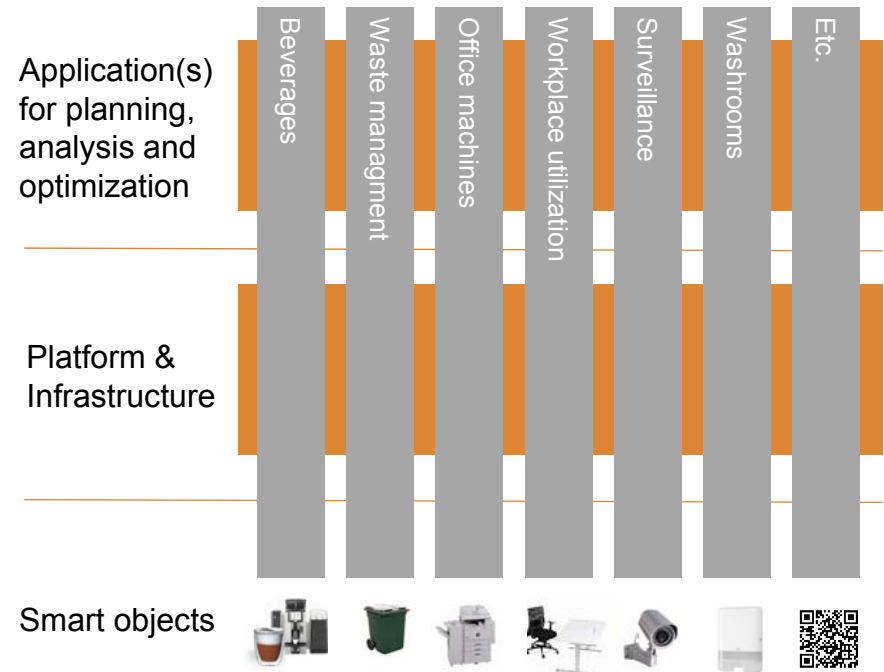


Our IoT vision

Today: IoT solutions built in verticals



Vision: Horizontal integration of all smart objects



Aiming for a robust and scalable enterprise solution with plug & play functionality

Multiple services

Scalable infrastructure

Easy to install

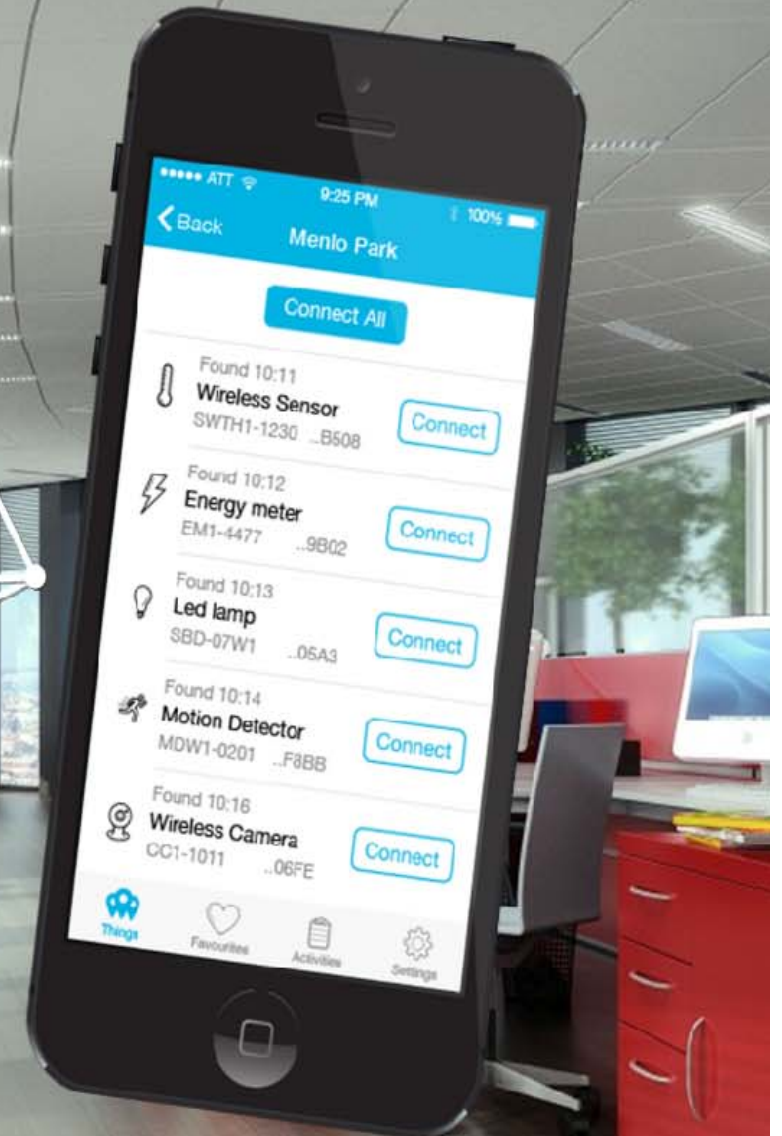
Easy to use

Stable

Secure

Sustainable

Open for innovation



Planned fast-track pilot and ramp-up 2014-2015

- Coor HQ in Kista
- Purpose
 - Improve customer experience
 - Optimize efficiency
 - Secure sustainability
 - Drive innovation
- Goal
 - A open platform and service infrastructure which supports expansion to multiple smart objects and multiple services fast
- Innovation ecosystem



Let's innovate!



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