








CONNECTED COMMERCE [RETAIL] Customer experiences turns into a key factor within the retail business. Win new insights about the appeal of your store. • Proximity Marketing · Shopping Analytics



CONNECTED BUILDING [OFFICE] Data deliver you important information about, how you could potentially create more efficient cleaning schedules.

Ambient Sensing
Space I Desk Management

CONNECTED INDUSTRY [INDUSTRY] The fast detection of goods, devices and items in buildings is the basis for a significant efficiency increase. • Asset Tracking • Communications as a Service

@ Zunt





Customer requirements: • a employee-centric, activity-based and ergonomic working envi • A building allowing for dynamic, collaborative ways of working

The solution: • Environmental monitoring by integration of sensors • Desk & Space Management by integration of preser • Lighting management system collects & processes • Cloud services monitor and analyze

The result: • Limits inve

DIGITAL SERVICES











### HQ - GERMAN TYRE MANUFACTURER

GET DETAILED INSIGHTS WITH ZUMTOBEL SMART WORKPLACE SOLUTIONS

Specification Traditional lighting infrastructure with integrated sensors and Bluetooth connectivity to provide several use cases (integrated in Haufe ceiling system)

DIGITAL SERVICES - OFFICE

0 2un

system) Dosk Kanagement Space Management Ambient Sensing (air quality, humidity, ambient light, temperature, nose) and Energy Monitoring Location Based Services using Buetooth (BLE) (find your colleague, indoor navigation, geofencing, geo-auditation, end user feedback tased on location) A sast Tracking with BLE to task expensive goods to correct measured temperature in luminate Light Management (swarm control, daylight harvesting....)

Project Size: 1600 desks and 70 meeting rooms monitored approx. 4500 luminaires in total 64 LITECOM devices

### DIGITAL SERVICES - OFFICE

NESTLE HQ

INCREASING EMPLOYEE WELLBEING WITH ZUMTOBEL SMART WORKPLACE SOLUTIONS

- Specification Traditional freestanding luminaires with integrated sensors to support 3 use cases

Desk Management
Ambient Sensing (air quality, hur noise)
Device and Energy Monitoring

Air quality process algorithm on light management system (LITECOM) to correct measured temperature in luminaire
Data collection and preprocessing locality (direct interface to Nestie BMS/HVAC System)
Light Management (swarm control, daylight harvesting, ....)

dity, a light, te

Project Size: • 1200 desks monitored (600 free standing luminaires) • approx. 2000 luminaires in total (incl. additional recess with sensing capabilities in celling) • 12 LITECOM devices ed lumi





# DIGITAL SERVICES

### SAMPLE CASE: IOT IN RETAIL

SALES INCREASED THANKS TO CONNECTED LIGHTING.

The requirements: Digital strategy with a focus on customer centricity and engagement Unique in-store experience to compete against online p

Hings instance operating markets against stimule provided
Heads and the solutions of the solution of the solution in store
Heads and averagine allows to create location have advertising in
real time
Customer privacy is fully respected (data stays on smartphone)

The result: • Increase in sales by 40%\* and improved cus

\* 2













## THANK YOU FOR YOUR ATTENTION!

#### Alan Dornik General Manager SEE ZG Lighting d.o.o. Stukijeva cesta 46 1000 Ljubijana. Slovenia T +388 (0) 1 5609 820 M +388 (0) 41 393 314 alan.dornik@jumtobelgroup.com

ZUMTOBEL