

OUR MISSION

Who we are: Smart Edge Solutions

We are a passionate group of technology enthusiasts devoted to reshaping the landscape of real estate by offering comprehensive and state-of-the-art solutions to our clients.

We provide end-to-end services, from requirement identification and solution design through technological planning and implementation, project management and quality control, and daily operations.

Leveraging our unique IT, technology, and construction expertise, our mission is to transform real estate development. We focus on creating sustainable, cost-effective, and engaging spaces that delight. We offer holistic solutions for your building, encompassing hardware, integration, application, and operation. Our tailored approach ensures your investment is well-supported, driving innovation in every project.



Our Services

Consultancy

We offer comprehensive, **end-to-end consultancy services** to transform real estate development with smart, sustainable solutions. From identifying requirements and designing tailored solutions to managing technology planning, implementation, project oversight, and daily operations, we ensure every project delivers maximum value.

With **IT, technology, and construction expertise**, we bridge traditional building management with cutting-edge smart building technologies, creating cost-effective, engaging spaces that prioritize sustainability, efficiency, and security.

Delivery

As an integrator specializing in **uniting diverse systems and services**, we **transform buildings into truly intelligent environments**. This integration optimizes functionality, boosts efficiency, and elevates building intelligence to create a genuinely "smart" space.

- System Integration (BMS, Access Control, CAFM, etc.)
- IoT Devices and Sensor Implementation
- Digital Twin
- Software and Platform Implementation
- User Interfaces (GUI)
- Security and Access Control Systems
- Energy Management
- Data Platform
- AI & Generative AI

Operations

Our Operations services ensure a smooth transition from delivery to daily operations, empowering our partners with the knowledge to operate the building effectively.

Tailored to your needs, we provide seamless support for efficient, secure, and sustainable operations over the long term through ongoing maintenance, monitoring, or comprehensive management of integrated systems to optimize performance.

By combining deep technical expertise with responsive support, we maximize the return on your smart technology investments, keeping your building adaptive and efficient.



Why invest in Smart Buildings

43%

Investors Avoid Non-Smart Properties: Nearly 43% of real estate investors state that they would avoid investing in properties that do not integrate smart technology, emphasizing the growing importance of digital infrastructure in the property market.

44%

Rent Premium: Buildings that incorporate smart features, connected infrastructure, and sustainable practices typically command a 44% higher rental rate and transaction price per square meter than traditional buildings.

5-35%

Higher Sales Value: Smart buildings often achieve an increase in property value, with sales prices ranging from 5% to 35% higher than those of conventional buildings

30%

Energy Savings: By optimizing energy usage through smart technologies, such as automated HVAC and lighting systems, buildings can achieve energy savings of around 30% compared to conventional structures.

79%

Worker Preference: Around 79% of office workers express a preference for working in technologically advanced buildings, highlighting the growing demand for smart environments that enhance comfort and productivity



END-TO-END APPROACH TO REALIZE YOUR VISION

Enabling Smart Capabilities



Business Strategy

We work closely with clients to establish a clear **vision and set of requirements** for their smart building project. This involves detailed discussions with key stakeholders to ensure it aligns with their business goals and allows for future scalability.



Digital Strategy

We **assess the current infrastructure** for existing buildings or work with planners for new ones. This stage involves **identifying the best technologies and suppliers** to meet the client's needs and budget, keeping in mind future tech advancements.



Smart Solution Design

Our team **designs the integration platform and sensor network**, which are crucial for the functioning of a smart building. We also **manage the creation of detailed plans** by the selected suppliers and vendors to ensure harmony and **alignment with the overall vision**.



Smart Delivery

In this phase, the smart solution design comes to life. We **oversee the installation and integration** of the chosen solutions, ensuring quality control. We **support you in coordinating** between various teams, ensuring **compliance with the overall design plan**, and conducting thorough **testing** before the full-scale launch.



Smart Operations

We provide **ongoing technical support and optimization** based on data collected from the building's sensor networks. This allows continuous improvement, ensuring the building evolves with the needs & tech advancements. **End-to-end support for the given solutions with established SLAs.**

Building Tomorrow's Innovations Today with Smart Edge Solutions:
Tailoring Best-of-Breed Solutions to Realize Your Vision at Every Step.

CREATING DELIVERABLES STEP-BY-STEP TOGETHER

Enabling Smart Capabilities



A **Business Strategy Blueprint** that clearly outlines the client's smart building vision and requirements for the smart building.

- ▷ Vision Statement
- ▷ Strategic Objectives & Measures
- ▷ ROI Calculation
- ▷ Stakeholder Analysis
- ▷ Project Scope Definition: Desired Building Capabilities

The **Digital Strategy Blueprint** is the basis for the tech aspects for the project and ensuring alignment with the overall business strategy and requirements.

- ▷ Building Infrastructure Assessment
- ▷ High-level Architecture Design Plan
- ▷ Building Capability Requirements
- ▷ Technology Selection
- ▷ Vendor Evaluation, Shortlist, Contracting
- ▷ Budget Projection
- ▷ Delivery Roadmap

The **Smart Solution Blueprint** focus on the sensor network and the integration platform; also manage design creation by the selected suppliers to ensure alignment with the strategy.

- ▷ Set-up Delivery Team (Cross-functional)
- ▷ Set-up PMO & OCM
- ▷ Review Solutions Design/Specifications
- ▷ Network Design
- ▷ Integration Design
- ▷ Data Management Plan: Acquisition, Storage, Processing and Analytics
- ▷ Testing and Quality Management Plan

The **Smart Delivery Plan** includes all the selected solutions implemented and integrated as per the design plans.

- ▷ Solution Installation and Integration Protocols
- ▷ Quality Assurance & Control Protocols
- ▷ Comprehensive Smart Solution Documentation (as-built)

The **Smart Operations Plan** includes the processes for technical support and optimization based on data collected from the building's sensor networks.

- ▷ Operational Blueprint
- ▷ Maintenance Protocols
- ▷ Performance Monitoring
- ▷ Optimization Strategies



Business Strategy

Why is a clear business strategy blueprint necessary, and how can you develop one? What are the most common pitfalls and how can you avoid them?

- ▶ Know your objectives! (e.g., cost reduction, sustainability, user experience, the whole journey).
 - ⚠ *Find measurable objectives to support your business case where possible. Where exact measurement is not feasible, define success criteria.*
- ▶ Who will use it? Who will pay for it? Who will run it?
 - ⚠ *Find the right person who has the interest and the authority. “follow the money” Make decisions about the legacy organization's operations.*
- ▶ Smart. What does it mean anyway?
 - ⚠ *Clarify what 'smart' means in your context. Specify the type of smartness required, the relevant domains, and the desired level of smartness, using standards such as WiredScore or SmartScore as benchmarks.*

CREATING YOUR DIGITAL STRATEGY BLUEPRINT

Digital Strategy

Why is a clear digital strategy blueprint necessary, and how can you develop one? What are the most common pitfalls and how can you avoid them?

► Prioritize!

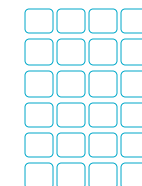
⚠ *Know what are the most important goals, and keep your focus on them. The solutions you select for those will help you to narrow down your available choices to a manageable level.*

► Be realistic!

⚠ *On your capabilities and on the vendor/solution capabilities as well. Your choices must reflect the resources available to you (time, budget, workforce, know-how). Keep the number of selected solutions and vendors you engage with at the lowest possible level.*

► Be flexible!

⚠ *Periodically reassess your goals based on the current market solutions and options. Don't be afraid to revise your strategy if your initial plans were too ambitious, or if new, better ideas emerge. The market mostly has a good sense of direction and USUALLY knows what it's doing.*



A building like a smart phone is an evolving tool



Smart Solution Design

Why is a clear solution design blueprint necessary, and how can you develop one? What are the most common pitfalls and how can you avoid them?

▶ Identity is key

⚠ *It will be utilized by your personas. Most likely, there is no existing solution that consolidates all relevant data (e.g., HR, IT, Security) into a single platform.*

▶ Data governance

⚠ *There will be a huge amount of data. Know what you have, what you need, and what is the master data reference.*

▶ Always wear the „integration“ glasses

⚠ *Ensure that every detail of your design aligns with the overall strategy. The strategic goals and the HLD is the North Star which should always guide your decisions.*

▶ Know what you have!

⚠ *Conduct a thorough capability mapping of the solutions you have selected from time-to-time. You may discover some low hanging fruits or several viable options for specific functions.*



Smart Delivery

Why is a clear smart delivery plan necessary, and how can you develop one?
What are the most common pitfalls, and how can you avoid them?

► Know your dependencies and barriers!

⚠ *Identify both external and internal dependencies, as well as physical and digital barriers. Recognize the cornerstones that cannot be moved. Keep your resources engaged and ensure your resource pool is expandable.*

► Involve the legacies!

⚠ *You need their knowledge, you need their support. You need dedicated resources from their side. Most probably they will run it after it's finished, and they need to adjust their ways of operation as well (no siloes any more)*

► Change? Change!

⚠ *Establish a clear method for making on-the-fly adjustments and addressing emergent risks or issues. Expect many challenges along the way.*

► The agile waterfall

⚠ *Often, you may find yourself relying on waterfall methodologies within an agile framework. There are no well-defined paths in such hybrid approaches.*

► Documentation

⚠ *Remember, the original team who made it won't be around forever. You need to document what you have created, and a proper knowledge where to find what.*

Smart Operations

Why is a clear smart operations plan necessary, and how can you develop one? What are the most common pitfalls and how can you avoid them?

▶ Operate services, not just solutions

⚠ *Your building is an interconnected system. You must consider all connections and dependencies between systems and solutions.*

▶ It starts way before handover

⚠ *Operations must not start when it's go live. It's way too late then and can lead to significant issues.*

▶ Monitor the evolution of your solutions

⚠ *Keep track of how your vendors develop and update their solutions. Proactively integrating these enhancements can provide substantial benefits to your users.*



CREATING YOUR TIMELINE

Sample Timeline



Business Strategy


Digital Strategy


Smart Solution Design


Smart Delivery


Smart Operations



Information is the oil
of the 21st century, and
analytics is the
combustion engine.

Peter Sondergaard

Let's build tomorrow's
buildings together.
Connect with us.

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Smart Edge Solutions
DELIVERING DATA DRIVEN BUILDINGS
Without data, you're merely a person with an opinion

ABOUT US
Smart Edge Solutions transforms buildings into smart ecosystems, enhancing efficiency and control. Specializing in digital upgrades for both new and existing structures across CEE, we blend construction and building management expertise with digital innovation.

DIGITAL STRATEGY ENHANCEMENT
Crafting customized digital strategies to meet your business goals

INNOVATIVE SMART SOLUTION DESIGN
Selecting optimal solutions for your digital needs with a holistic approach

SMART SOLUTION DELIVERY
Merging strategy, IT, and construction know-how for efficient solution deployment

SMART OPERATIONS SUPPORT
Providing expert setup and support for advanced smart building operations

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