

LONE ROOFTOP
building intelligence

Leveraging DNA Spaces for the COVID-19 Workplace



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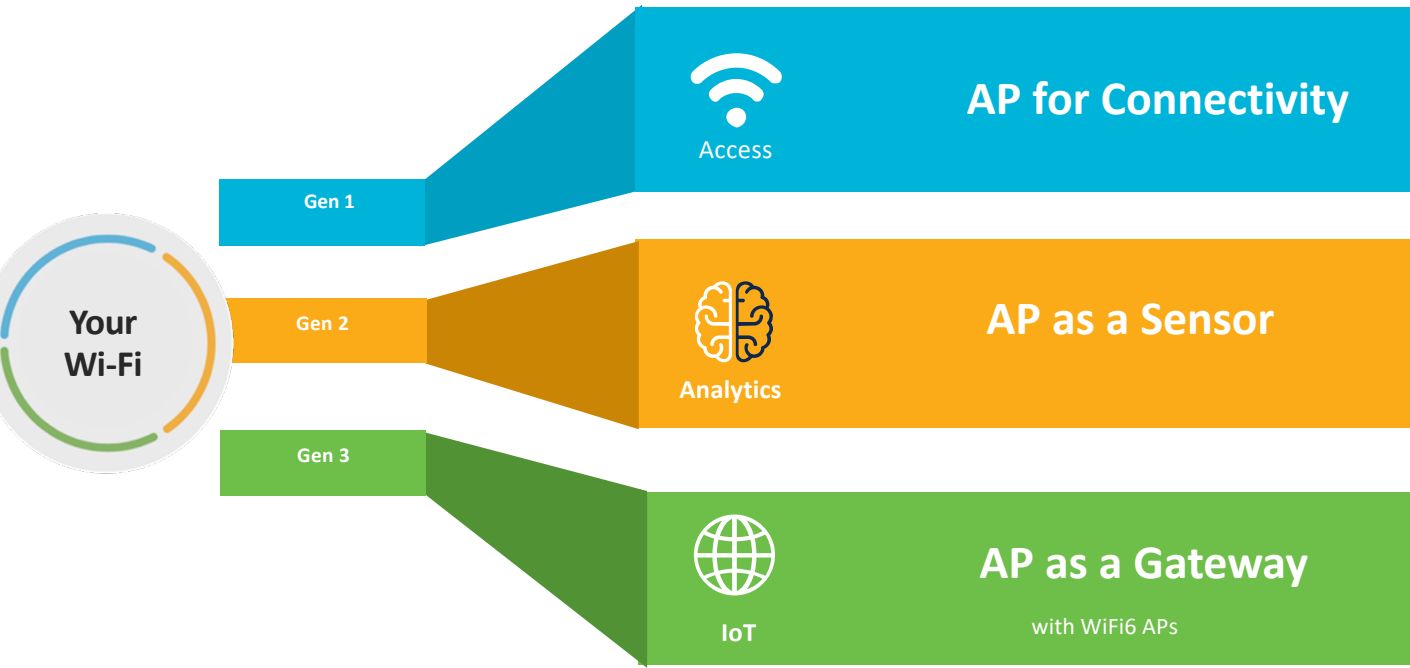


DNA Spaces

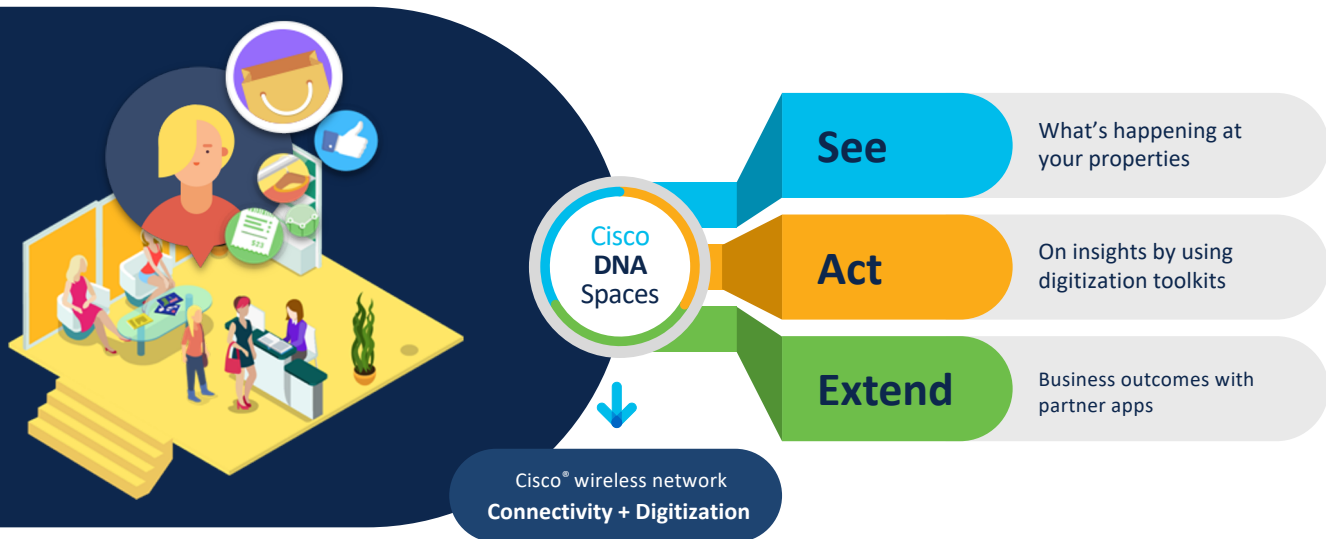
Cisco DNA Spaces

Driving Business Outcomes from Wireless

June 2020



Digitizing spaces: People and things



Cisco DNA Spaces strategy

Phase I: Cloud First

- Activate customers on Cisco DNA Spaces scalable, managed, monitored cloud, location platform
- Speed. Scale. Simplicity

Phase II: ISV Partner Framework

- App Center and FireHose API
- Partner onboarding, management, monitoring & support
- , Lone Rooftop Space Utilization & Workplace Analytics, STANLEY Health for Healthcare, IBM Trirega for WorkSpaces, Involvio for Education and many more to follow.

Phase III: IoT-as-a-Service

- Project Falcon - Next Gen BLE & IoT Framework
- with WiFi6 APs



Phase I
Started August 2018

Phase II
Started August 2019

Phase III
Start August 2020

Path to Industry best location services

Challenges in the traditional approach to location services



Fragmented Market of Full-Stack Solutions

- Vendor-specific apps with end-devices create 'Walled Gardens'
- Limited flexibility & reusability of hardware & software assets
- New applications require new, **siloed** hardware & software



Difficult to replicate Outcomes at Scale

- Low economies of scale for HW / SW costs beyond PoCs
- No enterprise-wide visibility in On-Prem models



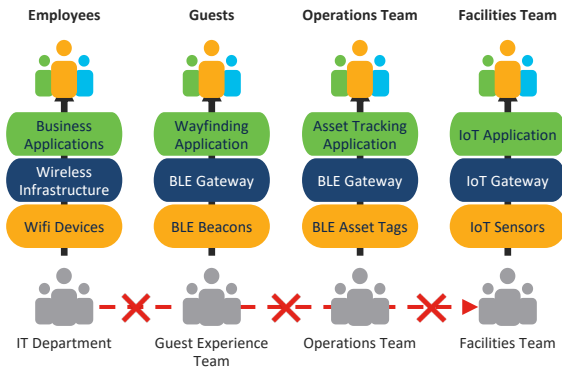
Disjointed End-To-End Support Model

- Separate touchpoints for implementation, management, and support
- Poor end-to-end visibility inhibits rapid issue identification and remediation

DNA Spaces Unified Cloud Location Platform enables critical outcomes at scale

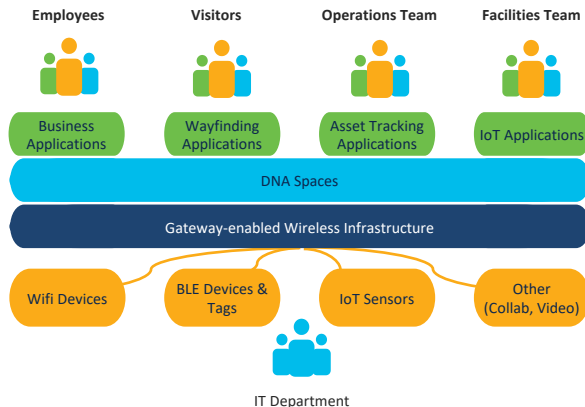
Proprietary 'Walled Gardens'

- Separate technology stacks by app, team, and technology
- Higher complexity, low cross-stack visibility & reusability
- Limited ability to deploy and maintain at scale



Open & Unified Platform

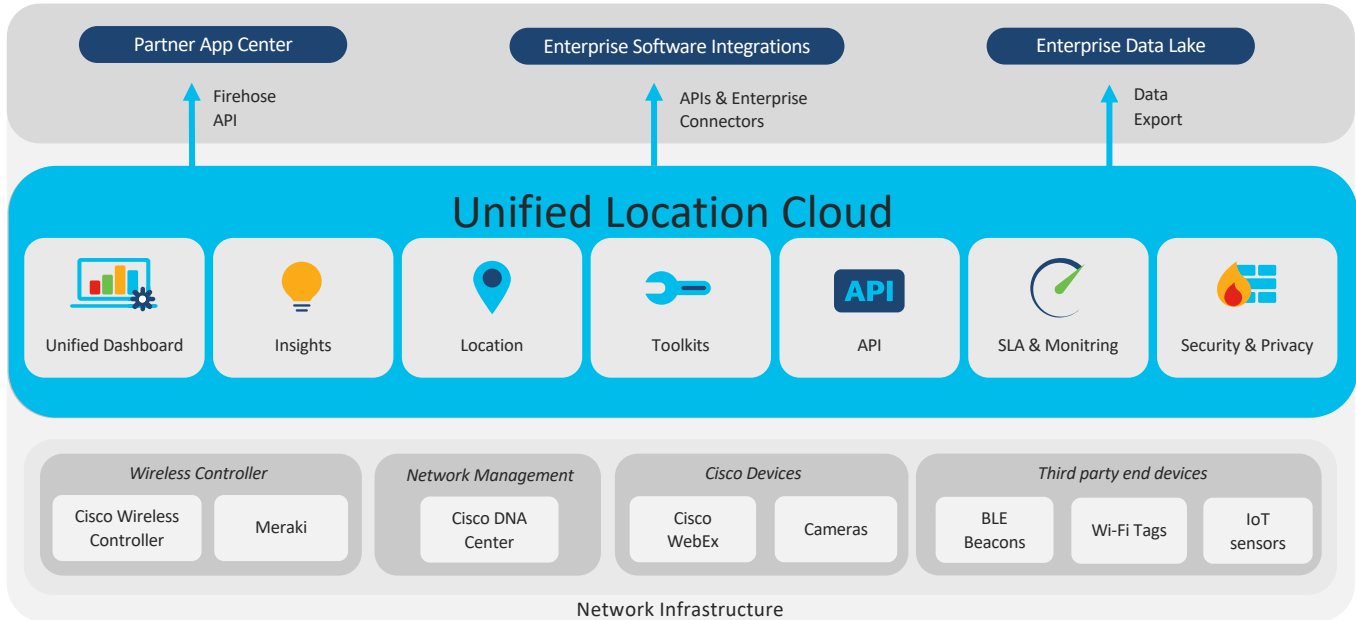
- Single stack to enable multiple technologies and apps
- Lower complexity, higher scalability
- Simplified deployment & support model



Architecture overview

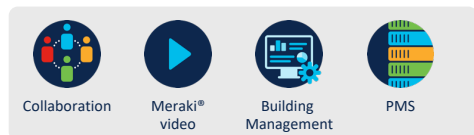


Cisco DNA Spaces Unified Location Cloud

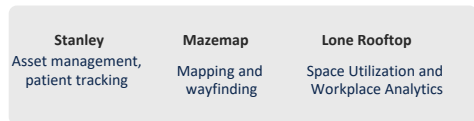


Cisco DNA Spaces - Middleware to deliver Wi-Fi-based business outcomes

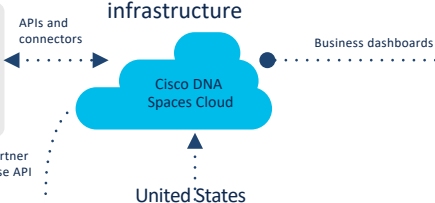
Enterprise systems and infrastructure



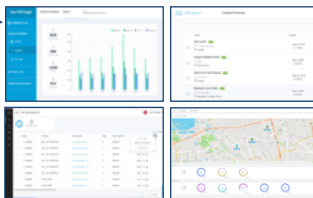
Staff optimization and engagement-focused partners



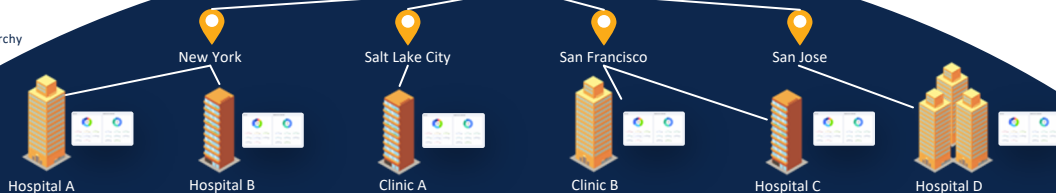
Cisco® network infrastructure



Corporate line-of-business dashboards



Location hierarchy





A low-angle, upward-looking photograph of several modern skyscrapers with glass facades, reaching towards a blue sky with light clouds. The perspective creates a sense of height and scale.

Accelerate data-driven corporate real estate management

through 24/7 space utilization data.



Challenges in corporate real estate are all about data insights



Portfolio

Save space & cost



Workplace

Match supply & demand



Employee

Improve the experience

COVID19 JUST ADDED NEW RE-ENTRY SAFETY CHALLENGE IN ALL SEGMENTS – RESPOND, RE-ENTER, REIMAGINE



COVID19 Challenges

Prepare

Outbreak - shock & realization.

Respond

Adapt and ensure business continuity.

Re-entry

Safety, productivity challenges & re-entry.

Reimagine

The new normal. Reimagination of offices and implementation of processes.

Prepare

Outbreak

Shock &
Realization

Respond

Peak

Adaptation & Business
Continuity

Re-entry

Almost there

Productivity
Challenge &
Re-entry

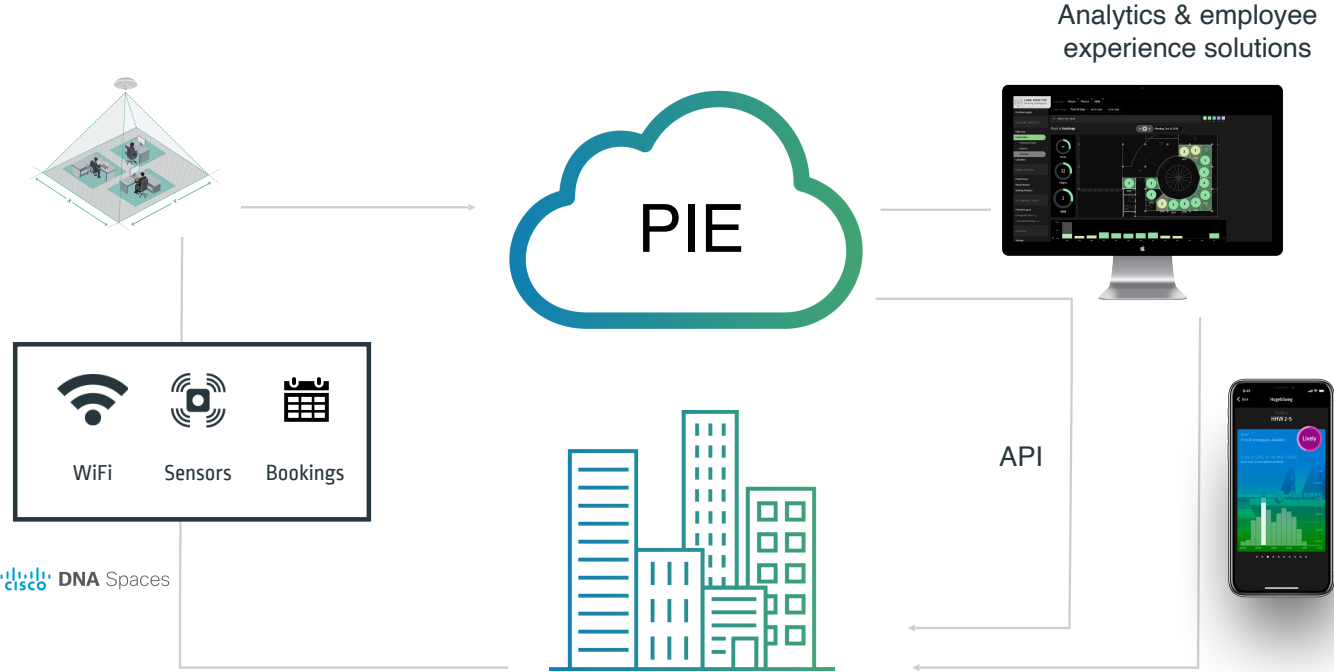
Reimagine

The 'new normal'

Reimagination,
Implementation
& Flourish



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Building Intelligence





RE-ENTRY SUPPORT

DNA SPACES ENABLED USE CASES

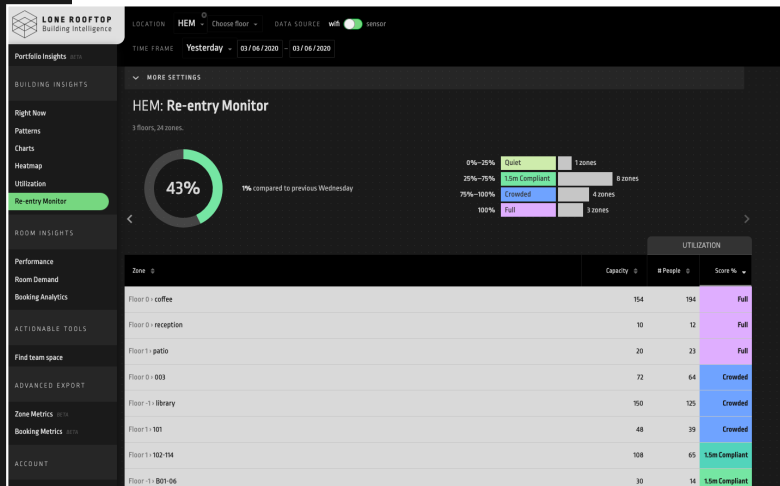
We provide analytics solutions to help support Covid-19 re-entry strategies in Corporate Real Estate and Campuses.

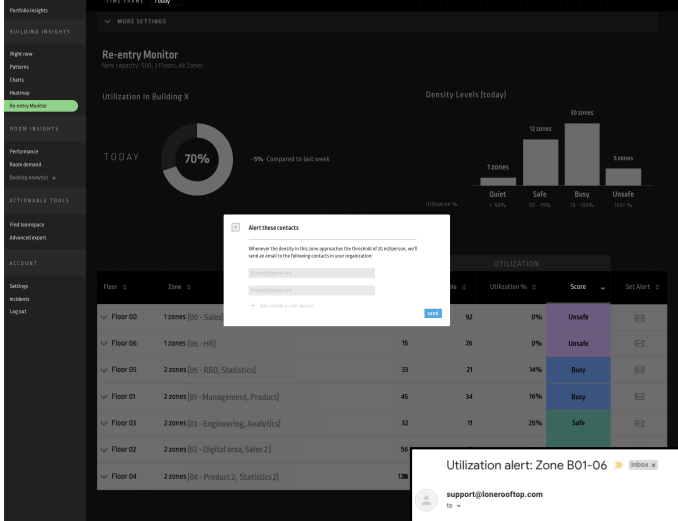




1 Re-entry monitoring

During the implementation of your re-entry strategy the space guidelines and adjustments on the workspace will affect desk lay-outs and the capacities of neighborhoods and rooms. Lone Rooftops occupancy analytics platform supports these changes and we help you adjust to the new set-up and capacities.





Alert these contacts

Whenever the density in this zone approaches the threshold of 20 or above, we'll send an email to the following contacts in your organization.

[Add another email address](#)

REAL TIME ALERTS

2 Real time alerts

Real time alerts can be sent to Team Leads and Facility & Real Estate Managers when there are too many people within an area, thresholds are exceeded, and risks occur.

Utilization alert: Zone B01-06 [Inbox](#)

support@lonerooftop.com
to -

8:32 AM (5 hours ago) ☆ ↻ ⋮

Hi there,

Zone B01-06 / Floor -1 / Building HEM is getting busy and is now close to 100% of the set capacity of 30 people.

Best regards,
The Lone Rooftop Team

Unsure why you're receiving this email? Please reach out to support@lonerooftop.com to be removed from this list.

support@lonerooftop.com
to -

11:37 AM (2 hours ago) ☆ ↻ ⋮

Hi there,

Zone B01-06 / Floor -1 / Building HEM is getting busy and is now close to 100% of the set capacity of 30 people.

Best regards,
The Lone Rooftop Team

Unsure why you're receiving this email? Please reach out to support@lonerooftop.com to be removed from this list.

3 Bottlenecks

Real-time alerts can be sent to Team Leads and Facility & Real Estate Managers when there are too many people within an area, thresholds are exceeded, and risks occur.



Building on 01/06/2020

Top 5 Busiest Bottlenecks

ZONE NAME	UTILIZATION SCORE	PEAK MOMENT	TIME OF PEAK
Elevator	132%	173%	14:00
Floor 1	115%	156%	11:15
Corridor	111%	137%	15:45
Pantry	96%	121%	14:00
Reception	81%	97%	10:00

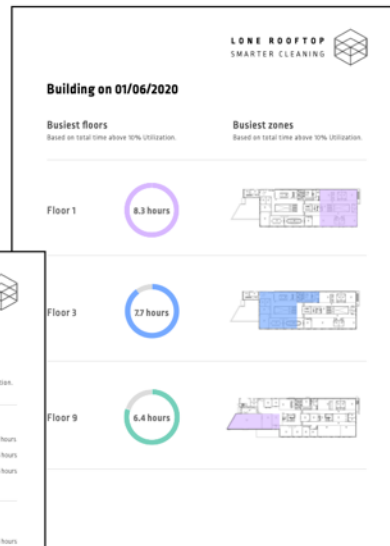
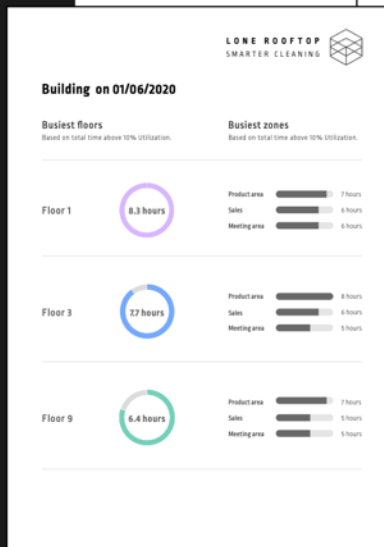
Top 5 Busiest Work Zones

ZONE NAME	UTILIZATION SCORE	PEAK MOMENT	TIME OF PEAK
Restaurant	161%	164%	12:00
Meetingroom 1	95%	147%	10:00
Meetingroom 2	97%	152%	15:00
Sales	89%	119%	13:00
Production	82%	91%	09:00



4 Smarter cleaning

Our insights on the usage of workspaces is sent to the cleaning service provider to optimize cleaning schedules and hygiene.



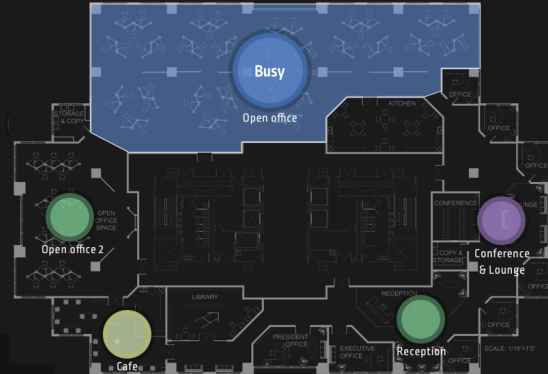


Employee wellbeing

Our platform information is provided real time through applications and screens to inform employees on the “safety” of areas in the building based on density.

Where can I find space?

Do you want to find an available work area? Check here to find out where it's quiet.



FR 08 JUN

16:12:24

Quiet
Safe
Busy
Unsafe

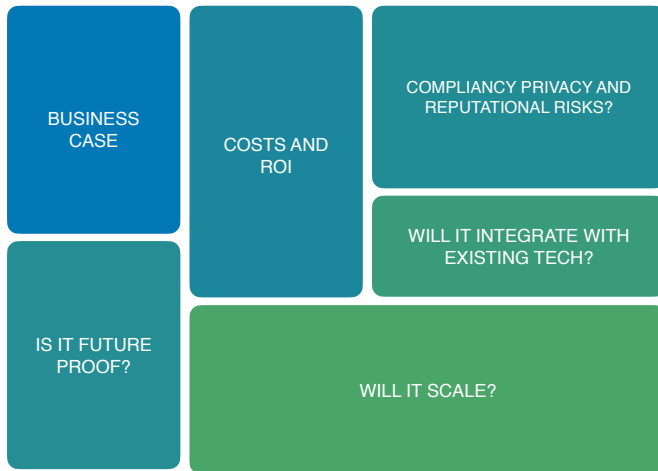
FLOOR 1

Open office



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To keep in mind



Summary



JUNE 4 2020

Questions?



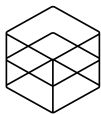
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JUNE 4 2020



L O N E R O O F T O P
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Thank you.

June 4th 2020



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