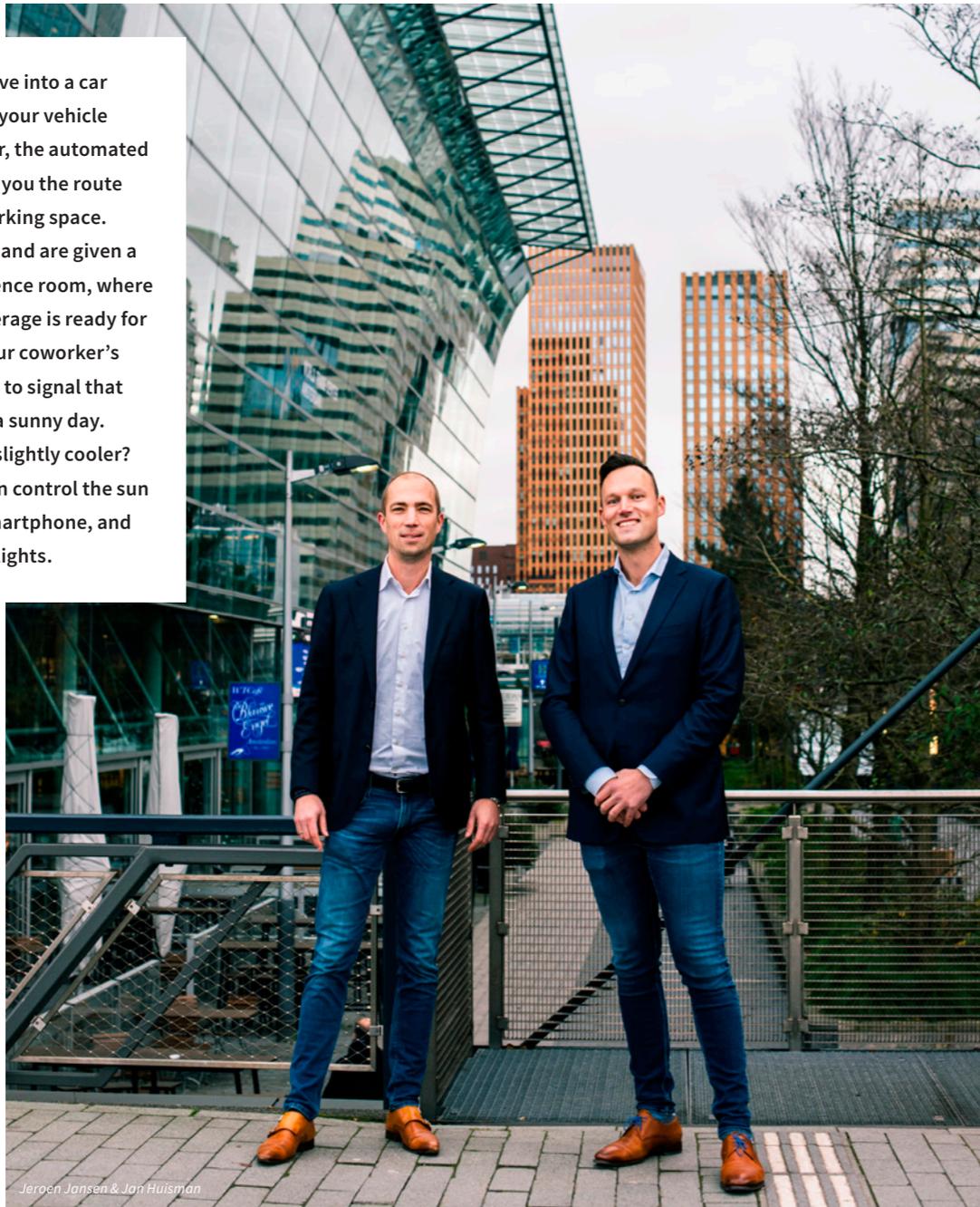


# EQUANS: “SMART BUILDINGS CREATE

Picture this: you drive into a car park and, based on your vehicle registration number, the automated barrier system tells you the route to your reserved parking space. You enter the office and are given a route to the conference room, where your preferred beverage is ready for you. Meanwhile, your coworker’s smartphone buzzes to signal that you’re waiting. It’s a sunny day. Maybe you’d like it slightly cooler? No problem. You can control the sun blinds from your smartphone, and even dim the room lights.



Jeroen Jansen & Jan Huisman

# SPACES WHERE YOU FEEL AT HOME”

If it were up to EQUANS (previously ENGIE Services), this scene could be a reality for every office in the country. “Provided customers want it, of course”, Jeroen Jansen says, laughing. Jeroen is the market manager at EQUANS and, like his colleague and solution consultant, Jan Huisman, advises customers on how to optimize their properties. The two believe in maximizing properties’ potential through ‘smart building’: collaborating, facilitating and managing properties using smart tools so that today’s buildings have a future.

### Feeling at home

“A smart building is never the end goal, but always a means”, Jeroen explains. So, what is the goal? To create an ideal workspace for building users, giving people control over their environment while simultaneously collecting data for ongoing optimization. What are your personal preferences? What temperature and light do you prefer? For instance, monitoring which parts of a building are being used most in order to tailor cleaning schedules. “It’s all about offering convenience and creating spaces where users can perform at their upmost and feel at home”, Jan says. “A building has to serve the continuously changing needs of the end users.”

### Combining existing and old tech

To sum up: a smart building is one that makes smart use of its potential in order

to boost the vitality and productivity of users. And that all centres on harnessing existing technologies – the tech a building already has. “There’s a common misconception that you need loads of new tech to make buildings more sustainable”, Jan says. “But that’s not true. We look at the systems in place and how we can use them and possibly combine them with new

Not only do workplaces have to become Paris Proof and compliant with targets set in the climate agreement, but the way offices are being used is also shifting as a result of the pandemic and tenants’ changing needs. “Now we’re seeing all sorts of hasty decisions being taken to facilitate so-called new ways of working, which aren’t necessarily harnessing a

smart building: collaborating, facilitating and managing properties using smart tools so that today’s buildings have a future

technologies.” Does that yield results? To answer that, the collected functional data are essential. “That’s the key ingredient we need to do what we do.”

### An early start

Jeroen affirms this, but adds that their smart building solutions would work even better if they were involved earlier on, so we can use the technical expertise at its upmost. “That would let us provide more insight into the investment and operating phase so property owners could make informed decisions about which options are best for them, based on both the technical possibilities as the gathered data on what users want and need. There’s a lot you can do in a building, but often things are still not being used effectively.” Which is more important now than ever.

building’s full potential”, Jan asserts. “Not all capabilities are being used, and we want to resolve that by helping our customers do so.” The most important thing, he says, is what users want: “The best scenario is one where we’ve made the building owner, the building manager and its users happy.”

EQUANS  
www.equans.nl

EQUANS (previously ENGIE Services), is market leader in technical services with 74,000 employees in 17 countries. EQUANS helps their customers design, build, install and maintain innovative and sustainable solutions at the intersection of technology and energy.