Gaining market advantage

How real estate giant, Kilroy Realty,
is using EverSmart data to better
understand their buildings

In a competitive and unpredictable real-estate market, our friends at Kilroy, are using data from Microshare's EverSmart suite of smart building solutions to reduce costs, increase rentable value, all while improving comfort, service and safety in their buildings. Kilroy is being proactive in understanding space utilization. With the rapidly changing real estate market and the rise of a work-from-home culture, knowing your vulnerabilities before they become liabilities can save you thousands of dollars in lost revenue and potential savings.

> **The situation:** With nearly 14 million square feet to manage, this asset owner wanted anonymized insight in the space utilization of their tenants and buildings when making strategic decisions.

- Date partnered: 2021

- Number of occupants: 5,000

- EverSmart coverage: 500,000 sq ft. in 3 buildings

- Solutions installed: EverSmart Space, EverSmart Clean, & EverSmart Air

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> **Microshare has been great to work with and has helped Kilroy on their IoT journey. We continue to work together to scale and leverage the data which has been useful to various departments within the company"** - Bayron Lopez, Portfolio Manager

1. Proactive decision making: Lease renewals

- Track physical occupancy & notice RTO trends

- Action: take proactive approach on lease renewals

- Result: know how many square feet of space are at risk. Make strategic retail leasing decisions or amenity reallocation.

2. Attract top tenants: based on improvements

- Adding new technology and improving service quality

- Action – provide tenants with air quality monitoring, tenant apps, smart cleaning, feedback devices, improved security, etc.

- Result – increase rent & attract tenants by providing property differentiation

3.Potential to reduce cost: labor savings

- Tracking activity in 36 washrooms

- Action – modify cleaning schedule based on usage data

- Result – 16% savings and resources flexibility

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About Microshare

Microshare® provides Smart Building data solutions at a scale that enhances safety, wellness and sustainability and drives cost savings and efficiencies across the world. Our EverSmart suite of solutions produces real-time insights where none previously existed that monitor occupancy, usage, energy consumption, customer satisfaction, environmental safety and more. Microshare is a proud member of the LoRa Alliance®.

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